

**SALES SUGGESTIONS
FOR PAPER BOX
MANUFACTURERS**

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Sales Suggestions for Paper Box Manufacturers by Robert F. Salade

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ROBERT F. SALADE

**SALES SUGGESTIONS
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SALES SUGGESTIONS
FOR
PAPER BOX MANUFACTURERS

A Practical Book, Designed Particularly for the Purpose
of Offering Suggestions to Paper Box Manufac-
turers for Promoting New Business.

By ROBERT F. SALADE

Author of "*How Paper Boxes Are Made*," "*Plate Printing and Die
Stamping*," "*How Cutouts Are Made*," "*Electrotyping
and Stereotyping*," Etc.

WITH 68 ILLUSTRATIONS

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LIST OF CONTENTS



CHAPTER I

THE modern paper box factory. Great progress of the industry during the last few years. The passing of the old "fire-trap." Interior of the modern plant. New-style fire towers. Steel equipment. Labor-saving conveyor systems and their advantages. Pneumatic air tube system. A remarkable "all-on-the-ground-floor" plant. The chute system for waste paper and trimmings. Mechanical equipment of the modern paper box factory. Special grouping of machines and operators to increase production. The modern cutting and creasing department. Sequential machine arrangement. Increasing shoulder output. The business offices. The display room. Dining room for employes. Greater improvements to follow.—Pages 7 to 18.

CHAPTER II

JUDICIOUS advertising for paper box manufacturers. An unusual newspaper display advertisement. Suggestions for advertising paper boxes. Various mediums of advertising that box manufacturers can use to advantage. Inspiration not hard to find. An impressive "double-spread" magazine advertisement. An interesting full-page display advertisement. Opportunities for effective advertising campaigns in business magazines. Direct-by-mail advertising literature. Moving picture advertising. Advertising by means of displays at conventions. Souvenir advertising. Remembrance advertising.—Pages 19 to 31.

CHAPTER III

UTILITY of beauty in set-up boxes. A romantic scene on the Hudson river. Pretty, decorated paper boxes useful after the original contents have been removed. The paper box manufacturers' opportunity to sell. Makers of package goods always ready for new ideas in attractive packages. How one paper box manufacturer helped a confectioner to increase sales. Some beautiful styles of candy boxes. What a little colored ribbon will do. Cabinet boxes for fine writing paper. A wide field for writing paper boxes. De luxe paper boxes for

high grade candy. Odd-shaped candy boxes. Descriptions of several out-of-the-ordinary paper boxes. Methods of doming tops for large-size round, oval and odd-shaped boxes.—Pages 32 to 42.

CHAPTER IV

ATTRACTIVENESS will sell goods. The mission of the paper box manufacturer. How box manufacturers can help create new business for other manufacturers. A simple idea that sold tons of fine candy. Carnival box tops. New fields for plain paper boxes. New fields for attractive paper boxes. "Flashy" candy boxes for carnivals, fairs, etc. "Je'Clair, the Package Beautiful." Two unique candy packages that have scored big hits. Opportunities for paper box manufacturers to work up complete advertising campaigns for large producers of package goods. Paper boxes that are works of art.—Pages 43 to 55.

CHAPTER V

New fields for folding boxes. The new-school paper box manufacturer. The wonderful utility of folding boxes. A new-style folding box for brick ice cream. Selling methods of one successful box manufacturer. Folding boxes for books, catalogues, magazines, etc. How folding boxes helped a national advertising campaign. Folding boxes for medical tablets. Folding boxes for tooth paste, shaving cream, etc. An interesting case. Folding boxes for jars of complexion cream. Suggested improvement for Easter egg boxes.—Pages 56 to 65.

CHAPTER VI

SELLING goods with unique folding boxes. Modern manufacturer of folding boxes a business promoter. The art department as a business builder. Advantages of first class printing and lithographing departments in paper box factories. Some big orders for folding boxes. "Share Thy Knowledge." The kinds of folding boxes that sell goods. A cake box with the utility feature. 100,000,000 folding boxes for raisins. Other lines of merchandise that could be sold in small-size paper boxes. Unique display containers. Folding boxes and cartons for window displays. Opportunities for paper box manufacturers to plan and sell new ideas in folding boxes. A cylinder cutter and creaser.—Pages 66 to 76.

CHAPTER VII

IMPROVED methods of cutting and creasing. The demand for all kinds of folding boxes increasing. Brief outline of cutting and creasing work. Suggestions for building an extra-strong die. Simple method of preventing a steel die from warping. Advantages of

printers' brass rule as scoring rule. Brass feeding guides with self-contained fenders. Out-of-the-ordinary method of making ready a cutting and creasing form. Best methods of corking forms. A "bender," or spring, made of binders' board.—Pages 77 to 85.

CHAPTER VIII

CUTOUTS paper box manufacturers can produce. Meaning of the term, "Cutout." Partitions and "set-ins" for holiday boxes. How the "set-ins" are made. How the cutout work is done. Practical facts about making the cutting dies. The make-ready for cutout work. Cutouts for Christmas, Easter, Valentine Day and other holidays. Odd-shaped candy boxes for holiday occasions. Fancy paper baskets, bon-bon holders, etc. Unusual color effects. Advertising signs and cutouts. Advertising novelties. Cardboard fans, wall pockets, calendars, and paper caps. Display cards for buttons, pins, etc. Other kinds of cutouts.—Pages 86 to 99.

CHAPTER IX

SUGGESTIONS for new designs in tops, labels and wrappers. Future bright for progressive box manufacturers. Excellent sales-promotion work being done by many box men. A box wrapper with a blue-bird design. Printing patterns for box wrappers on a cylinder press. The imitation marble effect. A checker-board design. The stripe effect in wrappers. Out-of-the-ordinary box tops. Type-and-border forms for box tops. Helps for printing on highly glazed paper. Labels for the inside of box lids. How one paper box manufacturer gained an important order.—Pages 100 to 108.

CHAPTER X

KEEPING the box manufacturer's print shop busy. Opportunities for producing job and commercial printing. How to keep the printing plant profitably employed during all seasons. Kinds of work produced in one box manufacturer's print shop. Factory forms, time sheets, loose leaf forms, etc. Business cards, letter heads, envelopes, statements and bill heads. Labels of many different kinds. Fancy labels cut out to odd shapes. Gummed labels and advertising stickers. How the paper box manufacturer may produce his own advertising matter. A telephone list booklet. Wall calendars, blotters, motto cards, folders and circular letters. Large-size wall calendars. A suggestion for a motto card.—Pages 109 to 115.

CHAPTER XI

IMPORTANT engraving processes every box manufacturer should know. Steel-die-stamped wrappers for fine paper boxes. The utility of die-stamped box wrappers. Steel die stamping—what it is. The

difference between engraved copper plates, engraved steel plates and engraved steel dies. The automatic die and plate press. Engraving a steel die or steel plate. Hardening a steel die or steel plate. Engraving by means of acid. A popular formula for deep etching. The engraving machine. Master plates for engraving lettering. Ruled engraving, ornamental borders, etc. Making a counter-die for steel die stamping. Completion of the make-ready.—Pages 116 to 129.

CHAPTER XII

THE making of solid fibre containers. Remarkable advantages of solid fibre shipping containers. Uses for solid fibre containers multiplying rapidly. How container board is made. How solid fibre shipping barrels are made. Printing blanks for solid fibre containers. The Swift fibre container-making and printing machine. Regular container-making machines. Different styles of containers. Wire stitching solid fibre containers. New uses for solid fibre container board. Lap-boards, game boards, etc. Advertising signs, odd-shaped signs and large-size cutouts. Novelty boxes.—Pages 130 to 140.

CHAPTER XIII

METHODS of silicating and paraffining paper board. The modern farmer, or dairyman, and his selling methods. A business building idea for manufacturers of paraffined paper boxes. Opportunities for box manufacturers to teach farmers how to sell farm products by parcel post. The modern housewife prefers food products packed in cartons. Silicated paper board ready for use. The Knowlton coating machine. The practical work of coating paper board for use in cartons. The roll coating machine. Printing sheets of paper board before applying the coating. Paraffin—what it is. Silicate of soda. Coating paper board with silicate of soda. Method of coating sheet stock with two different solutions. Paraffining stock for folding boxes and other kinds of containers.—Pages 141 to 150.

CHAPTER I

THE MODERN PAPER BOX FACTORY



WHAT wonderful changes have occurred in the paper box industry during the last few years! Remarkable changes for the better. The old, dilapidated building of some twenty years ago has been replaced by a handsome, modern, fire-proof structure, designed particularly for the purposes of a paper box manufacturer. Modern factory buildings of this class are being erected in many different parts of the country and many of them are of beautiful architecture in addition to being 100 per cent useful.

It is not simply these handsome new buildings that have marked the great progress of the paper box industry during the last few decades. The buildings themselves have had much to do with this progress, but so has modern mechanical equipment, skilled labor and efficient management. Moreover, the proper arrangement of mechanical equipment in modern factory buildings has made increased production possible in numerous cases.

If you put old, worn-out machinery in a modern building you have not solved the production problem. The conditions are not much better in a case where new mechanical equipment has been installed in an old, dingy building where pure air and natural light are almost unknown. The modern paper box plant must be complete in every detail of its equipment and organization else it would not be truthful to call it a modern plant.

For the purpose of compiling data for this subject the writer visited a considerable number of paper box plants, including factories devoted exclusively to each of the following products: Set-up paper boxes, folding boxes and cartons, pill and powder boxes, corrugated containers, and solid fibre shipping cases. Plain facts about the construction, equipment, arrangement of the equipment and the general management of these various plants will be given in the following paragraphs. This information has been taken from the original sources and for that reason should be helpful and suggestive to any