

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.

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Stamping*," "*How Cutouts Are Made*," "*Electrotyping
and Stereotyping*," Etc.

WITH 68 ILLUSTRATIONS

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has been etched as deeply as desired. The acid is then removed and the surface of the plate is cleaned with turpentine and a brush.

The engraver now has an opportunity to introduce his individuality. Working under a magnifying glass, he minutely finishes the etched detail with a burin. The sides and bottoms of the larger characters receive particular attention. The completed die, or plate, is hardened, cleaned and polished and is then ready for the press.

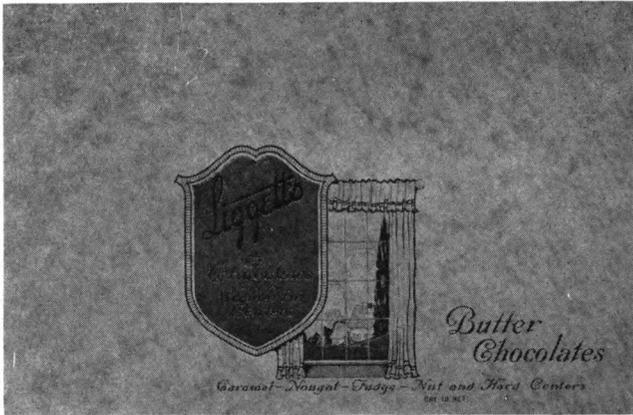


Illustration (9) Steel Die-Stamped Box Wrapper

Some engravers use the mixture of sealing wax and alcohol as a resisting ground, painting on the surface of the steel plate, around the edges of characters that are to be etched, with the mixture and a camel's hair brush.

THE ENGRAVING MACHINE

Many different kinds of engraving, on copper plates, steel plates and steel dies, are now being done on engraving machines. One of the most successful devices of this class is called the Model C Engraving Machine, made by the Engravers' and Printers' Machinery Co., of Sag Harbor, N. Y. This machine works on the same principle as the pantograph. One point of the machine follows the lines of a master plate while the other point, which is equipped with a diamond, traces the lines to be etched on the surface of the steel plate.

This machine is supplied with a wide variety of master plates, each master plate containing the complete alphabet of a certain style of lettering, such as script, Engravers' Roman, Astor Text, Black Old English, Shaded Old English, Gothic, Outline Gothic, etc. The machine can be adjusted to reproduce lettering from the master plates either smaller or larger than the lettering in the master plates.

Engraving Processes Box Manufacturer Should Know

When engraving by machine, the surface of the plate to be engraved is first coated with an acid-resisting ground, and then the letters are cut through this ground by the diamond point of the machine. An etching solution is then applied to the surface of the engraved plate, the solution "biting" out the exposed parts of the metal to the depth desired. After the etching process the engraver finishes the intaglio work with a burin.

All kinds of ruled engraving can be done by this same process, such as cloud effects, gray shadows, ornamental borders, screen backgrounds, stippled backgrounds, etc. Etching is done after the ruled work has been scratched upon the resist ground on the plate.

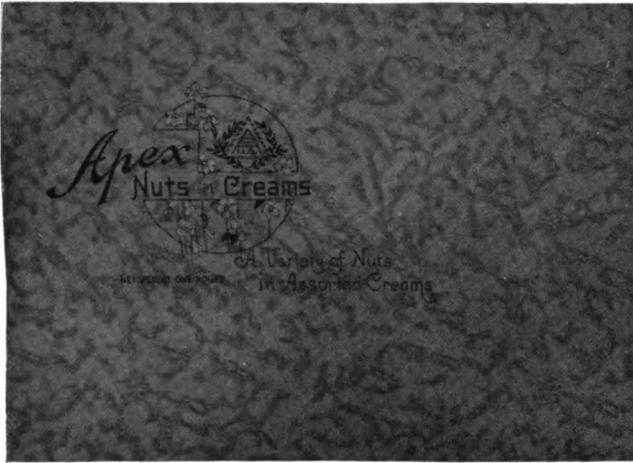


Illustration (10) Steel Die-Stamped Box Wrapper

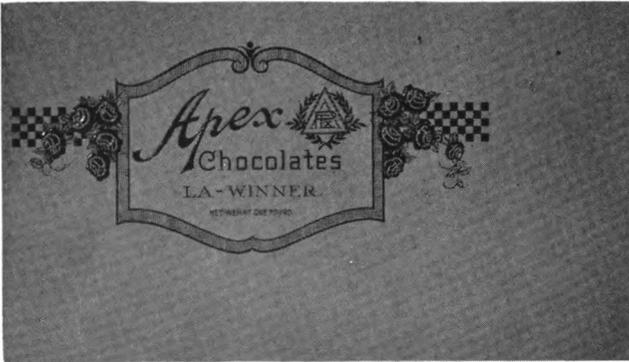


Illustration (11) Steel Die-Stamped Box Wrapper