

DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
WASHINGTON

April 23, 1917.

To Manufacturers of Shipping Containers:

Because of the scarcity of tinplate, manufacturers and packers of perishable foodstuffs are having difficulty in securing an adequate supply of tin containers. In cooperation with the Department of Agriculture, the Department of Commerce is recommending the substitution of fiber and other containers, in the packing of non perishable products heretofore packed in tin and is daily receiving inquiries as to where such containers may be obtained.

If you are in a position to furnish containers which may be substituted for tin cans, it will be appreciated if you will kindly communicate with this Bureau at your earliest convenience, stating: (1) The kinds of containers manufactured by you, (2) for what products they have been successfully used as shipping containers, and (3) whether you are in a position to accept additional orders for prompt delivery and to what extent.

Samples and printed matter descriptive of the containers will also be welcomed, but care should be taken to see that each sample is marked to show (a) name and address of manufacturer and (b) names of the products which have been successfully packed in it.

Your cooperation in this matter is urgently solicited.

Very respectfully yours,



Chief of Bureau.



Investigate and Act Promptly

THIS is undoubtedly your last opportunity to buy this stock at anything like this price.

THE GREAT WAR HAS FORCED THE ISSUE. The price of tin has advanced to a price which makes it prohibitive. Glass as a substitute is likewise out of the question.

THE PAPER CONTAINER IS THE ONLY SOLUTION OF THE PROBLEM. The big manufacturers are demanding it.

Recommended by the U. S. Government

THE GOVERNMENT IS ENERGETICALLY ENCOURAGING THE USE OF OUR PRODUCT.

Hundreds of letters have been received within the past few weeks from the largest concerns in the country asking for prices in MILLION LOTS.

The mission of the "AMERICAN PAPER CAN CO." is to build machinery and sell complete plants (retaining a small royalty interest from the product manufactured by these plants, thus assuring our stockholders a continuous revenue on our "Patent Rights").

We own and control the patent rights for machinery of a GREATLY IMPROVED TYPE, turning out a superior product to anything on the market today.

OUR OBJECT IN SELLING THIS SMALL BLOCK OF STOCK is to enable us to greatly increase our output. We must build hundreds of plants within the coming year. To do this at a price that will be profitable to our stockholders we must buy our raw materials in very large quantities. To meet this condition we have voted to sell this limited amount of stock at the price quoted.

NOW SELLING---5,000 SHARES

American Paper Can Co. Stock

AT PAR **\$5.00** A SHARE

MAIL ORDERS for stock will be filled when accompanied by check, providing the order reaches us prior to the closing of the sale.

PURCHASABLE IN LOTS OF 5 OR MORE SHARES at the R. P. ANDREWS PAPER CO., 727-731 Thirteenth St., N. W., where samples of our product are also on display. Sale will continue ONLY until 5,000 shares are sold.

Procure and Read the Folder Reproduced Below, Issued by the Department of Commerce in Collaboration with the Bureau of Standards. It Reads, in Part:

SUBSTITUTES FOR TIN CANS

HOW TO OFFSET ANY POSSIBLE SHORTAGE.

"The Department of Commerce in cooperation with the Department of Agriculture has long been earnestly striving to increase the output of tin cans for food containers. To this end it has endeavored to increase the supply of tin, to secure the continuous movement of the materials entering into tin cans from the place of production to the place of use, and to facilitate the supply and movement of machinery for producing cans. The Department desires in every practicable way to promote the present and permanent prosperity of the tin-can industry. There is no possible doubt of the steady and growing demand for its products.

Tin plate is 98 per cent steel and 2 per cent tin. Steel is the backbone of war, and the mills have not been able to keep all their customers fully supplied at all times. Moreover, abnormal freight demands have made prompt deliveries uncertain. There have also been decreased imports of pig tin, due to decreased production and reduced shipping facilities. It is not surprising, therefore, that the tin-plate makers cannot provide the can manufacturers with sufficient plate to enable them to meet the increase in the demand for cans, which is 25 to 40 per cent greater than it was last year.

It is therefore imperative that the available supply of cans be utilized, in so far as possible, for packing products that can be preserved only in tin, and that substitutes be used for other products wherever practicable. Such containers should be cheaper than tin, so that the ultimate benefit from lower costs may offset the initial expense of the substitution.

COST AND DESCRIPTION OF FIBER CONTAINERS.

The price of glass has steadily risen and has reached a point at which any large extension of its use for food containers is impracticable. At present fiber or paper containers of good quality are being produced in considerable and increasing quantities, and for many purposes are supplanting glass and tin plate. The price of the fiber containers depends upon the size, the quality of the paper-pulp material, the number of treatments with paraffin, and the amount of printed matter on the outside."

This is an exceptional opportunity to become financially interested in a business which offers tremendous possibilities.

Our Demonstration Factory, located at 425 12th St. N. W., is open to the public from 9 a. m. until 6 p. m. Your inspection is respectfully invited.

American Paper Can Co.

R. P. ANDREWS, President

ELIE SHEETZ, Vice President

L. F. VALENTINE, Treasurer



DEPARTMENT OF COMMERCE
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E. E. PRATT, Chief

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1917

