March 13th, 1909.

Edw. S. Cramp Esq.,
127 E. 61st. St.,
New York,

Dear Mr. Cramp— I received your newspaper clippings this morning, but had already read them in the papers. There is no doubt about there being an interesting situation in China at the present time, and I have already begun to squander the new company's money on cablegrams. I deemed it advisable to communicate at length with our representatives there, and also with my friend Consul-General Williams of Tientsin, who has great influence with the officials, and who will do all that he consistently can in our behalf. I told them that we were in a position to successfully compete with the world in shipbuilding, armament, railway supplies, etc., and that I wished them to secure official recognition of our position.

I am following this up with long explanatory letters, and am thus paving the way for successful efforts for business.

I trust that as soon as the company is duly organized I will be notified, in order that I may get over there to discuss plans for pushing the business. I feel that we have a combination which should win out, and am prepared to do my utmost to that end.

Thanking you for the clippings, and with kind regards, I remain

Very truly yours,

[Signature]
Sub-Target Gun Company

216 High Street,

Boston, Massachusetts, U.S.A.

March 23, 1909.

Edwin S. Cramp, Esq.,

127 E. 61st Street,

New York, N. Y.

Dear Mr. Cramp:-

I expect to be in New York on Friday and trust that by that time the Company affairs will be in such shape that we will be ready to plan for operations. I will telephone you early on that day.

With kind regards,

Yours respectfully,

[Signature]

P. S. I hope to be able to meet Mr. Lee and Mr. Greenwood during the day or evening.
Lynnhaven Hotel,
Norfolk, Va., March 29, 1909.

Mr. E. Atwood Robinson,
Pres. Sub-Target Gun Co.,
No. 1 Madison Ave.,
New York.

Dear Sir:—

Your letter of the 23rd inst. was forwarded to me at Norfolk. I wrote to you on the evening of the same date at New York, informing you of my contemplated visit to Norfolk, and suppose that you received this letter on the next day. I trust that you met Mr. Lee and Mr. Greenwood during your trip, as I had written to them also, so that they could make the necessary arrangements to meet you.

I expect to be in New York the latter part of this week and will call your office up immediately to know the latest developments.

Yours very truly,
New York February 17, 1910.

Mr. Edwin S. Cramp,

127 East 61st Street—CITY.

My dear Mr. Cramp:-

Will you be so good as to inform me at your earliest convenience the full name of Mr. Dupont who is President or has oversight of the Standard Arms Company's matters?

As I informed you a short time ago I wrote Smith and in reply received his letter that he had been confined to his house for some time by illness, and then made known that he had completed the military rifles. I thereupon gave him some information regarding the Small Arms Committee that is to meet in London on the first of May to consider an automatic military rifle for the British Service. This morning I have a letter from the Standard Arms Company, signed by a Mr. McGarvey, which I herewith enclose for your perusal and return.

If the Standard Arms Company have completed a military rifle such as has been described to me by Smith in his letters, I cannot imagine why my letters addressed to Mr. Smith and forwarded by him to his Company brings such a reply. I think, therefore, that it would be imminently proper for me to lay the subject before Mr. Dupont. It must be that the influence of that man Condit is at work in this matter to prevent any possible arrangement with me. I do not seek to represent the Company, but believing in Smith's inventions, I would go out of my way to have his rifle laid before the Vickers Company and in that way receive special consideration at the hands of the British Government.

Yours very truly,

[Signature]

[Handwritten note: [signature]]

M. C. M. Sally,

dear Sir,

Your letter of the 17th and with enclosures received. Having completely revised all connections with the S. A. Co. I hardly know how to advise you.

The members of the duPont family that are large stockholders are: P. C. duPont, P. Fire & Science.

Yours sincerely,

Edith Herrick
CHINA MAY BE BIG BUYER.

WASHINGTON, March 8.[3/8/10] — The Chinese
Empire's growing desire to modernize its
army is expected to open a new market for
American business. The Chinese need new
arms and equipment to modernize their
forces.

WASHINGTON, March 9.[3/9/10] — A
Chinese military delegation arrived here
today to study the military equipment of
the United States. It is believed that they
will be interested in purchasing arms and
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equipment.
March 10, 1910.

My dear Mr. Robinson:

Since you left New York after our interview with Mr. Crosby, I have made further feelers for business on the lines which we originally laid out and which we have so far followed. The result has been the same. I was much chagrinned over the decision of J.C. White & Co., as in the first interviews with Mr. Crosby he was very enthusiastic, but from "street rumors" which have come to me, I am sure that they have troubles of their own, and for the present are disposed to be conservative.

The circular has come to hand from Major Wilson and has been read by me several times over, but it seems to lack something. I hardly know what. Since Mr. Schiffs' speech on Saturday the situation in the East has materially changed and the necessity for action on our part has been much argued about. After reviewing in my mind our attempts to attract capital, beginning with a year ago, the conclusion forces itself on me that there is a great deal of merit in the last observations of Mr. Crosby. As you will remember, he urged that we should organize a skeleton or paper company first, secure some eligible contract or concession and then the financing of our company would follow easily and naturally. There is this merit in this plan of operation, in that it is the usual way, and the average man is likely to put his money into a company that has business in hand rather than put it in a company that has business to get. Of course we have religiously tried the other way and have failed to make the desired impression,
Mr. Robinson-- 2.

Although I certainly thought that Crosby was going to connect.

Think over this and if you will agree I will start my lawyer to get up the company on the lines that we have agreed on.

The Major and I have had several talks together and I believe he has seen some of his friends and he is now willing to try some other method.

Let me hear from you soon.

Yours sincerely,
Mr. Edwin S. Cramp,

127 E. 61st St., New York, N. Y.

My dear Mr. Cramp:

Your letter of March 10th duly received and had my careful consideration. There is much in what you say regarding the plan for organization of the proposed Company, although, as you well know, I have no specific contract or concession in hand at the present time. If the new automatic rifle is all that is claimed for it, I am inclined to think that that may be the nearest and best business to tackle at first. You will remember that a year and a half ago, it was practically put in my hands to furnish the Chinese army with such a rifle, and I have since been urged to get it there without delay. So much time has elapsed, however, that I cannot conscientiously claim to have very much of an inside track on that at present.

I am in receipt of a letter this morning stating that my friend and our representative, Mr. Ching Kung Pah, is to be one of the Naval Commission which may or may not come this spring. At the time of writing the letter, February 12th, it had not been definitely settled as to whether they would come or not.

In view of the unsatisfactory experiences of the past year, I am inclined to think that the only possible way to get the new company
on its feet, will be to start it as you suggest, and I have no objection to it being done so. In view of all the expense that we have been to on the assurance that the company would be put in shape, I should be unwilling to agree to put at its disposal my own services, the Good Will of the Sub-Target Gun Co., or the results of the expensive and valuable work carried on during the past year, without some assurance that it would be sufficiently financed to enable it to make something more than a sporadic attempt to get business.

All that you say with regard to the situation in the East is true, and there is a good deal more that I have from private inside sources that satisfies me that it would be a great shame to lose the present golden opportunity. There never will be such another.

In view of all the above, if you feel satisfied that sufficient capital can be obtained to furnish a responsible backing for our efforts, I advise you to proceed without any delay in getting up the company, as per your suggestion.

Let me hear from you regarding your decision and count on me to aid you in any way possible.

Yours sincerely,
My dear Major,

Yesterday morning I was called down to Buell's office to see the charter for the American Control & Equipment Co. as provided for incorporation & $500 at his request I paid him a check for $200 for state tax & costs of incorporation, but not including any fee which will be a matter for future adjustment.

I was glad to learn that you had taken Mr. Budlong down to read the document & that he had approved it.

I had expected to hear something from you on Thursday as to the interview with him at the Belmont so I suppose that you had a day with him.

Call me up thence or Sunday & we must get together for urgent business. Yours truly Edwin Cramp
you re Dr. Lowton's
magneto.
Will phone you
shortly.
Sincerely,
H.E. Wilson.

Army and Navy Club
of the City of New York
107 West 43rd Street
817 2-7 16.

Dear Mr. Cranch:

Have just returned from a trip
month, during which I
attended a directors' meeting of the A. T. Co.

Mrs. Robinson, who
took too long about ten
days, submitted a report of very successful
negotiations in Germany,

a pleasant surprise to
us all.

I note your reference
of R's letter to our 56th
S. friend; I enclose a
cutting which may interest

Mr. E. A. Robinson,
Copley Square Hotel,
Boston, Mass.

My dear Mr. Robinson:

The charter for the A. C. & E. Co. has been received by Mr. Graham's office and the preliminaries also to the company organization have been gone through. Monday has been set for the meeting of the directors of this company, at which time a permanent organization should be elected, and the temporary incorporators will step aside. Officers will be elected, and I trust it will be entirely convenient for you to bring with you the license and copies of the patents which are to be assigned this new company. Temporary stock receipts will be issued. An executive committee will be selected as well as the permanent board of directors.

There are so many details in connection with this organization that it is imperative for you to be present so that everything can be done in harmony with the various understandings we have had.

Another matter which bears closely on this meeting is set forth in two newspaper clippings which I enclose for your perusal. You no doubt are aware of the contents of one, but in the other item there are matters of interest that demand our immediate attention and co-operation.

Inasmuch as the Chinese Commission will arrive at San Francisco on April 22nd, it is necessary to thoroughly discuss our plans in relation thereto. We have all along for months back
considered this visit as the very essence of our entire enterprise and to be represented there potentially is of most vital importance.

Very truly yours,

Mr. Robert E. Budlong,
Sub Target Gun Co.,
216 High Street,
Boston, Mass.

Dear Mr. Budlong:

I regret very much on your last visit to New York that I was not able to see you. There are a number of matters of interest about which I would like to speak to you, and should you come to New York any time between now and Monday evening, April 4th, I would be glad to meet you. I intend leaving New York on Monday night to be gone about a week and will be in New England all of that time, and would like to call in to see you at Providence any day of the week after and including Wednesday.

I hope things on your new venture are going to your satisfaction.

Very truly yours,
Mr. Robert E. Budlong
Providence, R. I.

My dear Mr. Budlong,

I wrote you several days ago to Bosto, asking for a personal conference for one day next week.

It is necessary for me to go to Newport on Sunday’s Fall River boat, & I can come to Boston to see you on any day after Tuesday, or to Providence.

I expect to be at Newport the whole of the week until Sunday night’s boat back. My address will be as before.

Yours very truly,
Edwin S. Cramp

Sunny sea
Bellrose avenue
Newport, R. I.