Oct. 1/10

Dear Mr. Comf. -

I have been doing a deal of thinking during the past week. The visit of the Chinese party has brought to a focus the matter on which we have been working so long. To me it means a great deal. It seems as though I had reached a most important point in my life, where a great opportunity presents itself. I left you yesterday with Mr. King, and you held an opportunity of sizing him up and getting a life on the real situation in China. I hope your conclusions
were favorable, but in any event they would be of interest to me. My affairs have reached a point where I must act and act quickly. I mean by that that there are several diverging paths, and I must choose one of them. My talks with Admiral Bowles and others have convinced me that now is the opportunity of a lifetime to make a strike. Loyalty to Sub-Target pulls one way, but it loses its force and attractiveness. On the other hand, I feel quite sure that someone is going to take advantage of the present great opportunity, in time, if we do not. Whoever undertakes it must do it in a whole-hearted way. There are two alternatives for me—the scheme we have considered for so long a time, and the one proposed
by Admiral Porter, and favorably commented on by parties in Philadelphia—a union of all the great interests. The latter would be a great undertaking, difficult, but not impossible, of accomplishment. The former, properly organized, would forestall the latter. But to be properly organized, it must have ample capital, such as can only be provided by a combination of men of large means, and broad minds.

I am prone to say that I can do very little toward providing this capital, but I think it has been pretty clearly demonstrated during the past few days, that
the Chinese acquaintance and influence that has been claimed for me, is not mythical. How can this be capitalized? Can it be done now, while Mr. King is in the U.S.? My idea is that so great an interest has been created in things Chinese in Philadelphia that if an effort be made before it dies down, it will be quite possible to organize a company with ample means to make a success of the undertaking. You can readily understand that it cannot afford, at my time of life, to take up anything that is liable to prove a failure. If this thing can be gotten in shape now, I am ready to join in with heart and soul, and do the best work of my life for its success, but I cannot
afford to take chances with insufficient capital. I stand ready to demonstrate to any group of capitalists my ability to "make good". Can you get them together? If not, I must see what I can do with the other scheme. I believe that you and I could do some great work together, and I should feel really sorry to have our scheme fall through. I only ask that you tell me frankly what you think of the prospects, in order that I may know what to do. For I have determined to do something very soon. It would be a shame to let the present opportunity...
Dear Mr. [Name]

I know that my acquaintance and experience are worth something to someone along these lines, and I cannot afford to let them be wasted. Will you not give this your careful attention and let me hear from you as soon as possible?

Yours very truly,

[Signature]

O. [Name]
My dear Mr. Robinson,

Your letter of 1st inst was received but I have been away a great deal lately in connection with the matter that has been mentioned in the daily papers lately.

The Chinese situation is all that you believe it to be and I think satisfied that you can produce excellent results if you are financially backed up.

Your recent experiences in Phila. Fat. and fore River have impressed you strongly to the necessity of combining the various & diverse interests under your leadership.

I assume as this plan that you have been considering is capable of being put into operation & tried out more quickly than our old scheme is why do you not tackle Benes & the Phil. interests immediately? If you step on your way South I will give you some important information that have recently arrived.

Yours very truly,

Edwin S. Cramp
October 10/10.

E. G. Cramp Esq.,

New York,

Dear Mr. Cramp:-

I wrote you on the 1st. inst. re the Foreign Company scheme, but have received no acknowledgement of same. I write to ascertain if you are doing anything in regard to the matter. Mr. King will soon be leaving the Country, and I expect him here within a few days, and would like to have some idea as to your present attitude in this matter, as I consider the present the psychological moment to take steps to advance the project, either, and preferably, in conjunction with you, or failing in that, through outside channels.

I shall be very glad to hear from you as soon as possible on the subject.

Very truly yours,

B. Atwood Robinson
Dear Mr. Cramp:-

Thanks very much for your letter of the 9th. I am glad that you feel that the Chinese situation is all that I think it to be. It is comfortable to have corroborative testimony from a competent source.

I note that you advise me to go on with the shipbuilding parties. Am I to judge from this that you desire or expect to be left out? In view of our recent conversation I should be sorry to have it so, for you would be valuable to the scheme, with your knowledge of shipbuilding.

I think that I will telephone you within a few days regarding the situation, particularly the information you have recently acquired.

I received a letter from Mr. King, in which he referred to the pleasant time you gave him in New York, and expressed the hope that you would be interested in Chinese business with us. I expect him here next week to spend several days with me.

With kind regards,

Very truly yours,

[Signature]
Mr. Edwin S. Cramp,

127 East 61st Street---CITY.

My dear Mr. Cramp:-

I received this morning a letter from a friend in England who is closely identified with ordnance subjects in that country, living in London, on the subject of Smith and his rifle, from which I extract for your information as follows:-

I received your letter of August 22nd in due course but I kept putting off answering it until I had seen Smith. I met him in London yesterday after having a long correspondence with him and trying to get him to bring his guns to Birmingham.

I found that he was dealing with Vickers Maxim & Co., and that his headquarters were in their office on Victoria Street where he had his guns. He did not show me the gun or say much about it, as he seemed to have had orders from Vickers not to talk with me about it.

The people who are the back of the business and as I gathered from him are trying to make a deal with Vickers, are the Dupont Powder people or some Mr. Dupont connected with the Dupont powder people.

About three weeks ago Smith had promised and appointed a day to come to Birmingham and bring the guns with the object of my showing them to the Birmingham Small Arms Co. On the morning of that day I received a telegram from him saying that he had received a message from his people in America telling him not to make any move whatever or show the guns to anyone until he received further instructions from them, which instructions he had not received up to yesterday, so
Smith is hanging around London with nothing to do and about as discontented as possible. I may tell you confidentially that my going into Vicker's office to see Smith created something of a row with Mr. Peddie who seems to be at the head of that department. He got an idea that I was going there to ferret out something about Smith's gun. My brother, to whom Peddie complained, told him that I had known Smith for twenty years or more and further that I knew already all about the Smith gun as I had seen it and fired it. So that is all I can tell you about the Smith gun at the present time.

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I had written to my friend in England that Smith had left here for London and that I would like him to inform me to whom he was credentialled, if possible, and his reply is as above set forth.

If the Messrs. Dupont finally tie up to the Vickers Company, then I consider that they are indebted to me for the amount which it was understood in writing that I should have in such an event, and which you know all about. I know that you will agree with me in this contention and later on when I receive more definite news as to the disposition of the gun, should it go to Vickers for exploitation before the Government, I will then write a letter to the Wilmington parties reminding them of the contract made with me.

I remain,

Yours very truly,
Mr. B. A. Robinson
216 High St.
Boston
Mass.

Dear Sir,

Your letter of the 13th was received.
If I have been waiting for the telegraph message which you were to send me.
My object in advising you to see the people at interest was owing to the impression that you made on me that you were able to bring all of the diverse interests together harmoniously. That being the case it would be better for you to go it alone in your negotiations with them. If too much Council is too prominent association with Councils, you might.

Yours sincerely,
Edwin S. Cramp.
Mr. E. S. Cramp.

127 East 61st Street.

City.

My dear Mr. Cramp:

At our last interview you incidentally mentioned that you had heard that the Standard Arms Company had shut down their plant. Yesterday I learned on the highest possible authority that the Company are trying to sell out the plant and everything connected with it, and having among others approached some of the largest companies in their line of business or manufacture, have met no encouragement whatever.

You will doubtless remember all that I have said and written in the past, especially after the Du Pont's became connected with it, predicting that it would be impossible for them to maintain and carry on without losing a factory given over entirely to the manufacture of sporting rifles, as there was not trade enough in the country to warrant it in view of other manufacturers of sporting arms, all of which had other and more staple articles to run with it.

You will remember my efforts to induce them to take up the manufacture of a good pump (shot) gun to run with the rifle, and referred them to inventors whose guns I thought worthy of examination. I advised them to get next to such a gun quickly, for there would be no time for Smith to evolve one and at same time give attention to his rifles and his military gun. Nothing however was ever done on my recommendations—-they were possibly tabled by Condit—and they have as a consequence reached the end of their tether just about as soon as I expected they would. I hope I will have the pleasure of a call from you in a few days. Very sincerely yours,
Mr. Edwin S. Cramp,

127 East 61st Street,

City.

My dear Mr. Cramp,

I was in Washington yesterday morning and leaving that city on the noon train met with Smith by appointment on the train when it reached Wilmington and together we journeyed on to Philadelphia where we had a long chat.

The Company have entered into an agreement with the Vickers Company as I had originally planned, and Smith is now engaged making up two model rifles embracing changes suggested by Vickers’ experts, when they will be sent over to London. I think from what Smith says, that his Company have an idea that there will be no necessity for Smith to go over with those models, and all I can say is that they will be making a great mistake if they carry out that plan.

I consider the adoption of Smith’s rifle by the British Government an assured fact by having placed it in the hands of the Vickers crowd; hence they must make no mistake at the outset by sending over their models to be manipulated by strange hands without Smith being present to fully instruct and to at once remedy what objections may arise in any slight particular. Smith may not remain longer than from 4 to 6 weeks on the other side, just so as to fully educate their experts, and at same time to personally stand by the rifle at the first official showing or trial. There is nobody like the inventor himself to properly show up his invention, and this holds particularly true with a rifle or gun of any kind.

Smith says that Condit has been in Germany for several weeks past but is now on his way back and expects to reach Wilmington on Monday or Tuesday next. He has been over there in the interest of the Sharles pistol (Savage), of which he owns a certain portion of the foreign patents.
I have written a nice letter to-day to Mr. Irénée D. Dupont making claim for $500.00, now that his Company has concluded an arrangement with the Vickers Company, reminding him of the arrangement with you when President of the Company by letter and otherwise. I hope there will be no hesitancy on his part to make settlement, for I am justly entitled to my reward.

Smith told me the works was shut down, only a few men being employed now to make the two models for England. He was very much surprised that the plant was being offered for sale, but gave as a reason for the unsatisfactory outcome of the business, that they had departed from his suggestions and drawings in putting up the rifles, and they "would not remain sold".

I remain,

Very truly yours,

[Signature]
Memorandum for Mr. Cramp.

Covering the promotion of military and sporting rifle companies; attention is invited to the history and present condition of the sporting rifle business in this country, a field thoroughly covered by a number of long established, well-known and aggressive manufacturers who have the facilities and resources to maintain a stable market, practically to the exclusion of any new sporting rifle enterprise, irrespective of the merits of the latter. Attention is called to the very close selling margin of these rifles, comparison being invited to the data available in the reports of several of these companies, indicate the futility of attempt being made to introduce the new rifle, further comparison by reference to the known cost of manufacture at the Springfield Arsenal, of the present military rifle, which latter has a number of machine, tool and assembly operations similar to several types of sporting rifles.

Attention is invited to the fact that several nations are about to undergo rearmament, and are now cognizant that there may be offered them a new type of highly developed self-loading military rifle of unique efficiency; the history of past introductions of military arms shows that a price would be paid permitting a margin so greatly in excess that may be secured for a sporting arm, having in mind the vastly greater number of rifles the field affords, that there is justification for the intensive prosecution of this military rifle field. It is considered that the business speculation and adventure involved in an attempt to fill an already well supplied sporting rifle market, bears no comparison to the more reasonable business right to concentrate on the development and promotion of the military rifle.
It is believed that the opportunity is now open to present a new type of self-loading military rifle involving a highly desirable change in the manual of fire control, which will prove very acceptable to the nations which are under consideration.

To properly cover this field, a time contract having the initial period of three years with the option of a five year extension on the party of the first part, is necessary; a careful estimate of past requirements in the perfection of the type of arm under consideration, justifies the condition that there should be available the services of the President of the Company in the prosecution of preliminary work leading up to the actual presentation of the developed rifle to these certain foreign authorities; that there should be available the services of the mechanical and commercial staff of the plant that would in no way handicap the efforts of this promotion; that there be available for recourse, if in the opinion of the President, such action be necessary, the resources of all interested parties associated in this matter, not necessarily publically acknowledged but none the less effective in result.

Attention is also called to the fact that during all negotiations of a preliminary character will afford most excellent opportunities to concurrently present the sporting type of rifle, developing a stable market that could not be secured independently of this work with these foreign military authorities.