Address all correspondence to the Boston Office. Cable Address "Subtarget"

Sub-Target Gun Company

B. Atwood Robinson, President.
Aaron F. Smith, Treasurer.
A. P. Damon, Secretary & Genl. Manager.
Henry C. Wilson, Consulting Engineer.

216 High Street,

Boston, Massachusetts, U.S.A.

Branch Offices:
1 Madison Ave., New York.
29A Charing Cross Road
London, W.C.
Shanghai, China.

Jan.7/10.

E.S.Cramp Esq.,

New York,

Dear Mr.Cramp:- You have doubtless noticed the reports in the papers concerning the visit of the Chinese Naval Commission in Europe,and their plans for visiting this country later on. I am in receipt of important inside information and certain suggestions which may be of great value if they can be properly applied. I do not know how you feel regarding the old scheme of forming a Company to handle the Chinese business,but this I do know,that the Commission will come here during the coming spring,and I have been asked to accompany them on their journey through the country and back to China. They will probably place large orders while here,and it seems a pity to let them slip through our hands if they can be handled. We have closed up the matter of the treasurership of our Company,and I am now free to undertake more outside work than has been the case for some time past. If anything is to be done,it must be with strong men,like Schwab or Carnegie. I do not feel like going ahead without first consulting you to see if you are still interested.If so,I will be glad to confer with you. If not,I would like to know it,in order to plan accordingly.

This is wholly aside from any connection on your part with the Sub-Target Gun Co.,as that is closed up,and there is no ~~of~~

E.S.C.2.

opportunity for that at present.

The Chinese situation was never so important or promising as at present, and I am going to take it up actively at once, so would be glad to hear from you at your early convenience, in order that I may know how to act.

With kind regards,

Yours very truly,

D. Atwood Robinson

EDWIN S. CRAMP,
No. 127 EAST 61ST STREET,
NEW YORK CITY.

A. T. Jan. 10th '10.

Mr. B. Atwood Robinson.
Pres. Art Target Co.
Boston, Mass.

Dear Sir.

Your letter of the 7th inst received. I was personally glad to learn that you had succeeded in financing your company & that you were now in condition to move ahead with the foreign business.

My judgment as to the value & importance of the company as outlined nearly one year ago, has not changed.

I am anxious to see you on your first trip to A. T. as the experience that we have gained lately should enable us to scheme out something tangible. With kind regards I am

Yours very sincerely

Edwin S. Cramp.

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216 High Street,

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Shanghai, China.

Jan. 12, 1910.

Mr. Edwin S. Cramp,

New York, N.Y.

Dear Mr. Cramp,

Your favor of the 7th inst., duly received, and I note that you would like to see me on my first trip to New York. I am so very busy here, at present, that I am not likely to get to New York during the next two weeks and suggest, that if you can find it convenient, you come to Boston, in order that we may confer regarding the proposed company.

I shall be glad to see you here, at your convenience.

Yours very truly,

B. Atwood Robinson

R.--K.H.

EDWIN S. CRAMP,
No. 127 EAST 61ST STREET,
NEW YORK CITY.

Copy:

Phil. Jan 18th - 1910

Dear Friend Dally -

Excuse everything for I am home sick & have been here for near four weeks I got your other letter but felt so I did not want to write to any one -

1st as regards Dawson's Patent I think I have that at my office. It's a machine gun, I know I just glanced at it but did not consider it was of much value. It was a very clumsy design although it may be a winner - I have a design of a machine gun just as fine in every way as the Hotchkiss & would bet my life It would do just as good in every way Weight about 18 or 20 lbs can exchange a barrel in 3 or 4 minutes (gas operated).

2nd. Now as regards rifle for military I have just completed the finest one that has ever been made can be loaded with a clip when used as a single shot bolt stays open every shot When used as an automatic firing at every pull of the trigger the bolt stays back after last shot is fired ready to insert another clip. Can see how many cartridges are in the magazine &c -

It does all the stunts weighs 9 lbs 7 oz. .263 dia bullet weight 150 grs velocity can't just tell about 25 to 2700 ft Its the most classy Military gun ever put out.

3rd Now as to what the Co. is going to do with it I can't tell. Its probably will be up to Mr. E. dupont The gun will not be exhibited or hawked around. This gun was made from drawings designed by me & without me ~~minutest~~ time spent in experimenting went right off the reel when the gun was first assembled I put five shot from a clip into the magazine & fired the five quickly & bolt stayed open when the last shot was fired ready for another clip

How is that as soon as I am all right I will be to getting this gun browned up in fine shape Have only fired about 150 rounds as yet. I have another sporting rifle Pump hand operated about finished that I am sure will be finer than any gun out. Its an entirely new and original design & I got quite a number of basic claims, in sure. You must excuse this as I am not feeling at all good.

Truly yours N H S.

3129 Montgomery ave.
Phila Pa.

Received Wd. Jan 19/10 EK

FOREIGN CORRESPONDENTS

CABLE ADDRESS
CHASDALLY NEW YORK

FORMERLY SECRETARY
M. HARTLEY COMPANY

TELEPHONE CONNECTION

CHARLES M. DALLY

29 BROADWAY

FOREIGN SALES AGENT
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LEWIS POSITION FINDER
MODEL 1908
FOR COAST ARTILLERY SERVICE

NAVAL AND
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WIRELESS TELEGRAPH
APPARATUS

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DOMESTIC
SMALL ARMS AND
AMMUNITION

SPECIAL
MACHINERY
FOR ALL PURPOSES

NEW YORK January 19, 1910.

Mr. Edwin S. Cramp,

127 East 61st Street---CITY.

My dear Mr. Cramp:-

Enclosed is the expected letter from Smith who, it seems, has been confined to his house in Philadelphia by illness for the past four weeks. I would like you to read the enclosed letter and inform me what in your opinion should be done by me to awaken some interest on the part of Dupont to have the Military gun finished up so as to be presented before the British Board on or about the first of May next.

I shall not write the Vickers Company that the Smith gun has been completed until after I know the pleasure of Mr. Dupont, to whom Smith's letter makes reference.

If it is not too late to make an arrangement with the Vickers Company to stand sponsor for the Smith rifle, I certainly think the interest of the Standard Arms Company would be best subserved before the British Government by presenting their models under the auspices of that Company. The reasons for that course are too obvious for me to explain within the limits of a short letter.

I have within the past few weeks taken steps to ascertain what military rifles of American origin are likely to be presented before the British Committee, and up to the present moment I am in position to confirm my previous opinion, that with the exception of the Smith rifle not another one from the United States will be before them. I inserted an ad in "Arms and the Man" and in the "Scientific American" three or four weeks and which is still running, which will explain itself, and the first reply came this morning from a citizen of the United States residing in Canada, mentioning that he has invented a Military rifle and asking my advice in regard to its presentation.

As it will do no harm, I think I will write a letter to the Vickers Company to-day letting them know that the Smith rifle has been completed and whether they would like to enter into an arrangement to handle it for the owners of the patents before the British Small Arms

CHARLES M. DALLY

Committee in May next. Should I get a satisfactory reply I would strongly recommend to Mr. Dupont to enter into an arrangement with them and then commission you to go to London about the first of May along with Smith and lay the models before the Vickers Company and the Committee.

Yours very truly,

C. M. Dally

Enc.

EDWIN S. CRAMP,
No. 127 EAST 61ST STREET,
NEW YORK CITY.

N. Y. Jan 19/10 -

My dear Major.

When I arrived home after leaving you, I found some very important mail matter that I have been expecting, which matter will keep me from Boston this week.

Amongst the letters was a very important one relative to military rifles & I must see you the minute you return to N. Y to lay it before you! Call me on the phone promptly & I will arrange to see you anywhere at any hour.

Give my regrets & regards to Mr. Robinson & we must have better luck next time which I hope will be at an early date -

Yours very truly
Edwin S. Cramp.

EDWIN S. CRAMP,
No. 127 EAST 61ST STREET,
NEW YORK CITY.

January 22nd, 1910.

Sub-Target Gun Company,
Boston, Mass.

Gentlemen:-

In view of the past eighteen months' interviews and correspondence between ourselves bearing upon the great desirability of organizing an operating company to secure concessions and contracts for war material, ships, railroads, and the development of natural resources, with special reference, in the first instance, to such countries as China and Russia, I feel that the time has now arrived when we should take definite steps towards the realization of our plans, and therefore proposd that you concede me authority to proceed in the formation of such an organization. With the understanding that Mr. Robinson is willing to undertake the presidency of such a company, it is contemplated that we utilize the standing and organization of the Sub-Target Gun Company, its officers and agents, in securing this business, with the assistance of myself, acting in an executive and administrative capacity; a third party to finance the company by an investment of $100,000. in preferred stock out of a total capitalization of $300,000. Of the balance of $200,000., which would be common stock, $100,000. would be assigned to the Sub-Target Company, $50,000. to myself, and the balance to be kept for company purposes. It is suggested that the organization be named "The American Control and Equipment Company."

I await an expression of your views in this matter.

Yours sincerely,

Address all correspondence to the Boston Office.

Cable Address "Subtarget"

Sub-Target Gun Company

B. Atwood Robinson, President.
Aaron F. Smith, Treasurer.
A. P. Damon, Secretary & Genl. Manager.
Henry C. Wilson, Consulting Engineer.

216 High Street,

Boston, Massachusetts, U.S.A.

Branch Offices:
1 Madison Ave., New York.
29A Charing Cross Road
London, W.C.
Shanghai, China.

Jan. 24, 1910.

Mr. Edwin S. Cramp,
127 East 61st Street,
New York, N. Y.

Dear Sir:-

We acknowledge the receipt of your favor of the 22nd instant, and in reply thereto would say that we agree with you that the time has now arrived when definite steps should be taken for the carrying out of the plans which have been under consideration for so long a time with reference to the organization of a company to secure concessions and contracts for war material, ships, railroads and the development of natural resources, particularly in China and Russia.

As you are well aware, this Company possesses unusual facilities for the successful handling of such project, especially in China where we have our own plant, and where our President, Mr. Robinson, enjoys in a very large measure the confidence of the Government Officials. The approaching visit of the Chinese Naval Commission, headed by the Imperial Prince, Tsai Hsun, to which Mr. Robinson has been asked to act in the capacity of personal advisor during its stay in this country, renders it very important that there should be no unnecessary delay in bringing about the organization of the company.

The question of taking this matter up has been a very serious one with us, as we have, after years of pains taking work, established

an enviable reputation for good work and square dealing, and a very important consideration has been as to whether the proposed company could assume and maintain a like standing. We could not, under any circumstances, afford to be connected with it, unless assured that such would be the case. Our various conversations with you have led us to believe that your ideas coincide with ours in this respect, and that if a company can be organized on proper lines, and if we be allowed to follow the high standards that we have established in our own business, excellent results may reasonably be expected. Our business, as you know, has grown very rapidly and assumed such proportions that nothing short of an extraordinary opportunity would induce us to consider assuming any obligations that might detract from the necessary attention to the business in hand.

Realizing, as we do, the unprecedented opportunity now presented in the Far East, we believe that we will be justified in joining you in the proposed undertaking, believing it will be carried out on proper lines.

Your own wide experience and large acquaintance, and the high reputation of the Cramp name in foreign countries, will be of great value to the organization.

This Company stands ready to place its full facilities and the necessary time and attention of its President and other officers and agents at the disposal of the proposed company, if organized on the lines laid down by you in your letter.

We therefore authorize you to proceed along the lines indicated in your letter, in the exploitation of this organization.

Very truly yours, SUB-TARGET GUN CO.,

H. Wood Robinson President

Connected for Mr. Crump

AMERICAN CONTROL AND EQUIPMENT COMPANY.

Head Office, # 1 Madison Avenue, New York City.

-----oOo-----

The purpose of this organization is to direct particular commercial and manufacturing undertakings in certain foreign countries, based on the following facts:

In the course of the extension of the highly specialized military supply business of the Sub-Target Gun Company, its President, Mr. B. Atwood Robinson, has, through official, commercial and personal sources, developed and firmly secured a remarkably fortunate acquaintanceship among those who have the control and disposition of large and important concessions and contracts. As the result of the past seven years' consistently concentrated efforts, the Sub-Target Gun Company has, and is, successfully marketing its products, including the sub-target rifle machine, intrenching tools, systems for artillery fire-control, both sea coast and naval, and more recently, automatic registering, fraud-proof weighing scales, with the United States and thirty foreign governments.

Representing the Gun Company, in its negotiations abroad, Mr. Robinson has been afforded most unusual opportunities to secure certain very valuable contracts, etc., the scope of which are, obviously, entirely outside the character of business handled by this Company.

Associated with Mr. Robinson, is Mr. Edwin S. Cramp, for many years Vice-President and General Manager of the great ship and engine building company that bears his name. Mr. Cramp's international acquaintanceship and wide knowledge of affairs, predicates a most highly efficient working combination.

From the fact that the Gun Company has successfully built up business relations with the governmental authorities of the foreign nations of the world, it is thought advisable to form an organization with the agencies of this Company as a nucleus for the procuring of concessions and contracts, preferably of a military character, and the placing of such contracts with the leading manufacturers of the world. It is, of course, more desirable that such contracts should be placed with American firms, but, in case of combinations or excessive prices, the A. C. E. Company would be in a position to place same to the greatest advantage with foreign firms. In conjunction with the Gun Company, cooperation has been secured with interests having experience in all lines of military material, so that the cost of procurement of contracts would be reduced to a minimum.

Specific reference is made to work opening up in China, the authorities of which are making every effort and concession to establish the firmest and most satisfactory trade relations with this country, encouraged and backed up in every way by our own

Government, and it is intended to concentrate the resources of the A. C. E. Company in that direction.

The approaching visit of the two Imperial Commissions to this country and Europe, to study and decide upon war and naval material and equipment, affords opportunities for definite and exact application that will secure to the A. C. E. Company, highly profitable commissions to execute.

The existence of a successful establishment, manufacturing the products of the Gun Company in China, the management of which is vested in a board composed of some of the most successful and influential gentlemen in the Chinese Empire, provides a base of operation which contemplates, and in a preliminary manner, has already inaugurated, negotiations for the control of contracts and concessions covering the establishment of works of coast defence and their equipment, and of docks, yards and arsenals; the construction of coast defence vessels and river gun boats; the supply, and later the manufacture of arms and equipment for the military and naval forces; the construction and equipment of certain large public manufacturing and productive establishments; and, finally, of the most immediate importance, negotiations covering the control of the purchase of great volumes of government supplies.

Sufficient preliminary work, including the assignment and long residence in China of an agent of this Company, has already

been undertaken to absolutely assure the success of this project, which includes a financial organization with a capital of Three Hundred and Fifty Thousand Dollars ($350,000.), of which One Hundred Thousand Dollars ($100,000.) will be 7% accumulative preferred, and the balance of common stock, the preferred stock, after its fixed obligation has been met, to participate pro rata and coincidentally with the common stock in earnings. It is desired to realize the sum of One Hundred Thousand Dollars ($100,000) for the one thousand (1000) shares of preferred, and one thousand (1000) shares of common stock; to pay to the Sub-Target Gun Company, one thousand (1000) shares of common stock for the right to use certain resources developed by it, and for certain valuable patent rights; and to pay to Elwin S. Cramp, five hundred (500) shares of common stock for the contracts, resources and interests he will bring to the Company. The initial fixed expenses will be small, and the prestige, connections and resources already established will permit of economical and efficient operative and administrative expenses in the prosecution of this work.

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

INCORPORATED

24,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

This Company **TRANSMITS** and **DELIVERS** messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guarded against only by repeating a message back to the sending station for comparison, and the Company will not hold itself liable for errors or delays in transmission or delivery of **Unrepeated Messages**, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after the message is filed with the Company for transmission.

This is an **UNREPEATED MESSAGE**, and is delivered by request of the sender, under the conditions named above.

ROBERT C. CLOWRY, President and General Manager.

10-48 Am

NUMBER	SENT BY	REC'D BY	CHECK
17	My	Ott	In Paid

JAN 28 1910

RECEIVED at 1053 Third Avenue, New York.

TELEPHONE 1632 PLAZA.

Dated Ca Albany NY 28 190

To Mr. Edwin G. Cramp,
1207 East 61 St NYC.

Unless Philadelphia matter is imperative urged you meet me noon tomorrow.

H. C. Wilson

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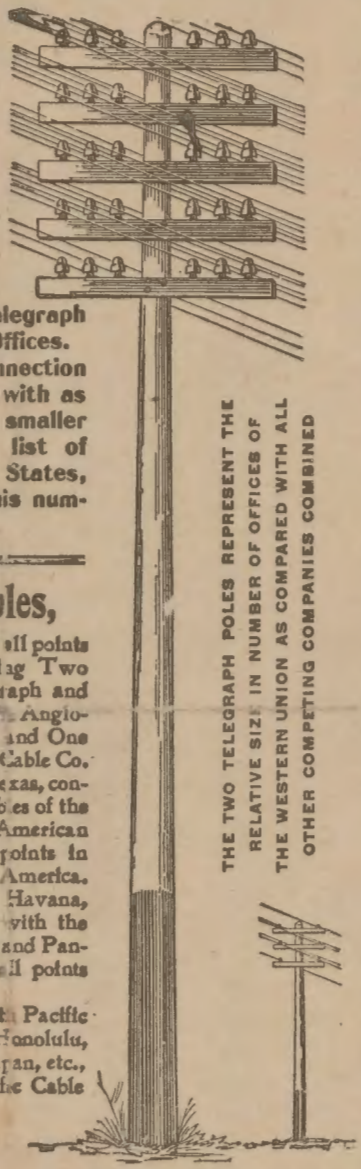

Domestic and Foreign Money Orders by Telegraph and Cable

SEE OTHER SIDE FOR TELEGRAM

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Cable Address "Subtarget"

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216 High Street,

Boston, Massachusetts, U.S.A.

Branch Offices:
1 Madison Ave., New York.
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London, W.C.
Shanghai, China.

Jan.30/10.

Dear Mr.Cramp:-

I expect to arrive at the "Belmont" Tuesday evening at ten o'clock and leave early Wednesday morning for Philadelphia.

Expect to be in New York Thursday morning, and will be glad to see you.

Trusting that you are making progress, I remain

Very truly yours,

B. Atwood Robinson