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 & Gen'l Manager.
Henry C. Wilson, Consulting Engineer.

216 High Street,

Branch Offices,
25 Broad Street, New York.
29A Charing Cross Road,
London, W.C.

Boston, Massachusetts, U.S.A.

March 13th, 1909.

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

Dear Mr.Cramp:- Ireceived 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 began 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 consistantly can in our behalf. I told them that we were in a position to succesfully 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 succesful 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,

B. Atwood Robinson

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 & Gen'l 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.

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,

B. Atwood Robinson

P. S. I hope to be able to meet Mr. Lee and Mr. Greenwood during the day or evening.

R.

Lynnhaven Hotel,

Norfolk, Va., March 29, 1909.

Mr. B. Atwood Robinson,

Prest. 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,

FOREIGN CORRESPONDENTS

CABLE ADDRESS
CHASDALLY NEW YORK

FORMERLY SECRETARY
M. HARTLEY COMPANY

TELEPHONE CONNECTION

CHARLES M. DALLY

29 BROADWAY

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

NAVAL AND
MILITARY
ORDNANCE AND
WIRELESS TELEGRAPH
APPARATUS

FOREIGN AND
DOMESTIC
SMALL ARMS AND
AMMUNITION

SPECIAL
MACHINERY
FOR ALL PURPOSES

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 bring 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,

C M Dally

Over

N. Y. Feb. 19th 1910.

Mr. C. M. Dalley.

Dear Sir.

Your letter of the 17th inst with enclosure received. Having completely severed all connection 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, & Pierre & Irenee.

Yours sincerely

Edmund Herrmann.

N. Y. Herald 3/8/10 -

## CHINA MAY BE BIG BUYER.

WASHINGTON, March 8.—The announcement yesterday that another Imperial Chinese Commission is to visit this country soon caused something of a stir here. The announced purpose is to study the organization of our army, but it is believed that it will be authorized to negotiate contracts for the Chinese army.

It is known that China intends to spend about $100,000,000 for the reorganization of her army. Half as much has been spent during the last five years, but most of it went to Germany, who also furnished military instructors, designated by Emperor William.

N. Y. Herald 3/9/10 -

## CHINESE TO STUDY ARMY.

HERALD BUREAU.
No. 1,502 H STREET, N. W.,
WASHINGTON, D. C., Tuesday.

Mr. Chang Yin Tang, Chinese Minister to the United States, has been advised by cable that a Chinese military commission, headed by Tsai-Tao, is about to make a visit here to study American military organization and methods. The commission will be here in April.

Tsai-Tao is brother of the Regent. He will first take the commission to Japan, where Japanese methods will be studied, after which the American trip will be made.


# ...e New...

NEW YORK, SUNDAY, MAR...


# SCHIFF SEES WAR COMING IN THE EAST

### Japan and Russia Have United to Keep China in Vassalage and a Mighty Conflict Impends.

### ENGLAND IN THE COMPACT

### And Mr. Schiff Fears We May Be Disagreeably Involved—Speech at a Club Discussion of "Race Prejudice."

Jacob H. Schiff, Judge Mayer Sulzberger of Philadelphia, Prof. W. E. B. Du Bois of Atlanta University, Felix Adler, and other speakers discussed "Race Prejudice" before three hundred guests at the Republican Club's Saturday luncheon yesterday. It seemed to be the sense of the meeting, after three hours of speeches, serious and humorous, that the best way for the club to do away with "Race Prejudice" was for each of the club's members to be considerate of all races.

Mr. Schiff, who financed the Japanese loans during the Japanese-Russian war, warned the guests with unusual earnestness of the danger to this country of the understanding between Japan, Russia, and England to keep China in a state of vassalage. His speech followed the speeches of Judge Sulzberger, who is a Hebrew, and Prof. Du Bois, a negro.

"Your Chairman asked me to speak a word in commendation of Judge Sulzberger," said Mr. Schiff. "The other speakers spoke from notes. Being a banker, I am in the habit of making notes. But, I haven't made any for this occasion, and so speaking is going to be correspondingly difficult for me. If we need any good reasons to eradicate race prejudice it is men like Judge Sulzberger and Prof. Du Bois, who, in spite of the prejudice against their races, have fought their way up to education and eminence, who furnish us an example. Prof. Du Bois has delivered one of the best economic discourses I have ever heard, while Judge Sulzberger, when he spoke of the problem of the Far East, has put his finger on the most difficult diplomatic problem which during the next few decades will confront us Americans.

"I hope I may be a false prophet. But, I am sorry to say I believe a mighty war is coming. I say this as a friend of Japan. I helped to finance Japan during the recent war, and Japan's victory is the dangerous thing.

"I was greatly mortified a few weeks ago to learn that Japan had joined hands with Russia—Russia, the enemy of all mankind. Russia and Japan have only one purpose in this union. They want to keep China in a state of vassalage. And 'perfidious Albion,' which professes to be the enlightened friend of all mankind, is a party to this compact. This understanding between Russia, Japan, and England will constitute, during the next few decades, the world's greatest menace. If we don't show just the right statesmanship to defeat the purpose of Japan and Russia, we Americans will be drawn into Eastern affairs in a very disagreeable manner. As to the outcome of the struggle between the races, I don't agree with Judge Sulzberger that the masses are going to determine it. As a Jew, I say that we must show the ancient Jewish spirit. Our text must be: 'Not by might or numbers, but in a right spirit, saith the Lord.'"

The speakers expressed the widest divergency of opinion as to how the different races of the world were to be induced to lay aside their prejudices and live in harmony and common helpfulness. Judge Sulzberger, who was accepted as the dean of the speakers, seemed to think it would probably be evolved from international commerce.

"The most unphilosophical of all philosophical works is the Bible," said Judge Sulzberger. "It contains, in the story of Cain's fear of banishment, the first word about race prejudice. Yet the same book gives us our clearest conception of cosmopolitanism since it tells us we have all descended from the same father.

"You can't undo race prejudice by logic. What knits men together is the vulgar institution of commerce. Logic, for example, isn't going to make the Asiatics give up their prejudice against us. They aren't a race of laundrymen. Their empire is hundreds of thousands of years old, and contains 400,000,000 people. In

speaking is going to be correspondingly difficult for me. If we need any good reasons to eradicate race prejudice it is men like Judge Sulzberger and Prof. Du Bois, who, in spite of the prejudice against their races, have fought their way up to education and eminence, who furnish us an example. Prof. Du Bois has delivered one of the best economic discourses I have ever heard, while Judge Sulzberger, when he spoke of the problem of the Far East, has put his finger on the most difficult diplomatic problem which during the next few decades will confront us Americans.

"I hope I may be a false prophet. But I am sorry to say I believe a mighty war is coming. I say this as a friend of Japan. I helped to finance Japan during the recent war, and Japan's victory is the dangerous thing.

"I was greatly mortified a few weeks ago to learn that Japan had joined hands with Russia—Russia the enemy of all mankind. Russia and Japan have only one purpose in this union. They want to keep China in a state of vassalage. And perfidious Albion, which professes to be the enlightened friend of all mankind, is a party to this compact. This understanding between Russia, Japan, and England will constitute, during the next few decades, the world's greatest menace. If we don't show just the right statesmanship to defeat the purpose of Japan and Russia, we Americans will be drawn into Eastern affairs in a very disagreeable manner. As to the outcome of the struggle between the races, I don't agree with Judge Sulzberger that the masses are going to determine it. As a Jew, I say that we must show the ancient Jewish spirit. Our text must be 'Not by might or numbers, but in a right spirit, saith the Lord.'"

The speakers expressed the widest divergency of opinion as to how the different races of the world were to be induced to lay aside their prejudices and live in harmony and common helpfulness. Judge Sulzberger, who was accepted as the dean of the speakers, seemed to think it would probably be evolved from international commerce.

"The most unphilosophical of all philosophical works is the Bible," said Judge Sulzberger. "It contains, in the story of Cain's fear of banishment, the first word about race prejudice. Yet the same book gives us our clearest conception of cosmopolitanism since it tells us we have all descended from the same father.

"You can't undo race prejudice by logic. What knits men together is the vulgar institution of commerce. Logic, for example, isn't going to make the Asiatics give up their prejudice against us. They aren't a race of laundrymen. Their empire is hundreds of thousands of years old and contains 400,000,000 people. In brute conflict, brute force always wins. Asia's 400,000,000 can conquer our 100,000,000. We have taught Japan the science of murder to the highest degree.

"Russia is trying to carry its iniquitous and blighting principles throughout the Eastern empire. This is not a policy for a free people like the United States to indorse. America is going to be drawn into a struggle in the Far East. The problem before us is whether the struggle shall be merely the brutal one of who shall come out on top, or whether it will be the friendly conflict of friendly men in friendly commercial intercourse."

Prof. Du Bois, an aquiline-featured negro, said race prejudice might be reduced at once if the white race was more tolerant.

"Every politician in the South who gets out of a job tries to climb into power again by an appeal to race prejudice," said he. "He pits the white against the black laborers. Each class of labor is competing against the other in the labor market. They follow the lead of every politician who stirs their prejudice against each other. The two races of laborers are also played against each other by the capitalists. The employers tell the white laborers, when the latter ask for higher wages, that they can hire the colored laborers for even less.

"We have antagonized the blacks in South America and the yellow races in Asia. Yet, through the growth of our manufactures and the narrowing down of our natural resources we will soon be brought into close commercial contact with them. How can we do this successfully if they hate us?

"What the white race has got to realize is that most of the world's population are not white, but colored. It is all very well for you whites to argue that a black is always a black and a yellow is always a yellow. But men don't always keep within their race lines. They break through.

"When you try to repress a human soul that's trying to struggle upward, you're handling dynamite. You white men haven't time, with your politics and business, to keep any large class down. This club should see that the tendencies toward race prejudice which exist in the South to-day are stopped."

Prof. Felix Adler remarked here that it was all very well to decry race prejudice.

"But when you're all through talking what are you going to do about it?" he demanded.

He urged that a committee be appointed to determine whether it would be advisable to have the public schools in the poorer and more sparsely settled districts of the South subsidized by the Federal Government. He wanted the Blair bill revived, and suggested that the Republican Club invite the National Democratic Club to appoint a committee and have the two clubs take up the matter jointly rather than make it a party affair.

President Nesbit of the Cosmopolitan Clubs Association of the United States told of the good work these clubs are doing in twenty-three American colleges to break down race feeling. Chinese, Japs, and Hindus are allowed to become members and mix with white students. A negro was initiated into the Cornell Chapter last year despite the fact that three Southerners resigned.

The Rev. Dr. Aked said he thought the only solution of the race prejudice problem was in religion.

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.G.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 argumented. 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,

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,

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 & Gen'l 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.

March 12, 1910.

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,

P. Atwood Robinson

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

N. Y. Mar. 20th 10.

Maj. H. C. Nelson
Subtarget Gun Co.
N. Y.

My dear Major.

Yesterday morning I was called down to Buell's office to see the charter for the American Control & Equipment Co. as forwarded for incorporation to Albany. 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 Monday morning & we must get together for urgent business.

Yours sincerely Edwin S. Cramp

[3·22·1910]

ARMY AND NAVY CLUB
OF THE CITY OF NEW YORK
107 WEST 43RD STREET

8/22/10.

Dear Mr. Crane:

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

Mr. Robinson, who had been back about ten days, submitted a report of very successful negotiations in Germany, a pleasant surprise to us all.

I note your reference to R.'s letter to our 56th St. friend; I enclose a clipping which may interest you – re Dr. Lawton's magneto.

Will phone you shortly.

Sincerely,
H. C. Wilson.

New York, March 28, 1910.

Mr. B.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

And

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 impertance.

Very truly yours,

New York, March 28,1910.

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,

Tel - 2589 Plaza.

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

March 31st 1910.

Mr. Robt E. Budlong.
Providence R. I.

My dear Mr. Budlong.

I wrote you several days ago to Boston, asking for a personal conference for some 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 below.

Yours very truly.
Edwin S Cramp

"Sunny Lea"
Bellevue avenue -
Newport. R. I.