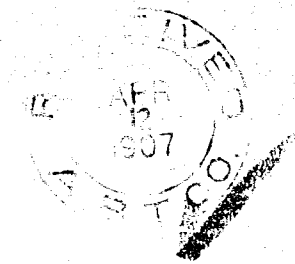


604507



NEW YORK ELECTRIC MUSIC COMPANY
1414 BROADWAY. (COR. THIRTY-NINTH STREET)

BALTIMORE OFFICE
1600 CONTINENTAL TRUST BLDG

NEW YORK, N. Y., March 8th, 1907

Acknowledged
Kearse, R.B. 4/11/07

Recd. 4/11/07
604507

Mr. F. P. Fish,

American Telegraph & Telephone Company,

Boston, Mass.

Write Mr. Fish
4-12-07
HVH

My dear Mr. Fish:--

After leaving you in Albany the other day, I went to Holyoke and as a result of several long efforts have secured an arrangement with Cahill by which all material required for our business in New York and New England states can be manufactured by us, instead of as at present by him. I think it quite probable that a very large number of outlets and special contrivances connected with them will be used in the course of a few years for our work. I am aware that the Western Electric is already overburdened with orders for your output. It occurs to me, however that by reason of the purchase of the works at Rochester you might be interested in obtaining a line of work which could go into these new factories.

outlets

The total amount of material required for subscribers will be greater in our case than in the ordinary telephone case. I would be glad if you would have a thorough report on the nature, and probable magnitude of the manufacture made to you by some of your proper experts. Of course the men in the New York office are already quite familiar with what we are doing, but those in the Boston office would perhaps be chosen for such a mission if you cared to go into the matter.

dynamo

For the heavy work of the dynamos I am now opening similar correspondence with the G. E. people. We must decide at a comparatively early date between making an independent plant on one hand, or having our work done by some outside

938-4

W

60412

Fish, No. 2

company on the other hand. Likewise with the smaller devices, we do not want, if otherwise satisfactory, to start a new factory for ourselves, and the same must look about to have our material made either in the plants controlled by your company of any other satisfactory plants, if they exist. Very naturally I turned first to you.

Very truly yours,

(O. T. Crosby)
OS

OTC/JLL

X-12
35-12

92.