

J. C. O. (Mrs)
Dinner

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1 October, 1910.

Mr. H. M. Katchin, Corresponding Secretary for
Mr. George W. Marston, Chairman
Building and Grounds Committee,
Panama-California Exposition, San Diego, Cal.

Dear Sir:

Referring to your interesting letter of the 19th we submit as requested our proposition for professional services in connection with the proposed Panama-California Exposition at San Diego.

As a convenient way of explaining our usual methods and customs in supplying professional advice, we enclose a copy of our printed professional statement.

Our usual charge for plans for the improvement of public parks is at the rate of \$20.00 per acre plus draughting and other office expenses and traveling expenses and subsistence while on visits to the park or to nurseries, etc. The necessary topographical maps are supplied by our employers as are surveyors for staking out plans, etc. We are not accustomed to undertake the executive control of the forces on

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the ground but make occasional visits for consultation and supervision, as is the custom of most architects. We shall expect to have at least two assistants almost continuously on the work, one a designing draughtsman, the other a designing and supervising plantsman. Some drawings will be prepared in our office but most of them will be made on the ground. Strictly engineering work will be attended to by your engineering force, but in constant consultation with us. We undertake no important architectural design but your architect should be in close and cordial consultation with us. In some cases we shall submit architectural preliminary plans for special park structures, in order to embody our advice based on our experience, so your Committee can easily and fully understand it, and, if approved, instruct their architect accordingly.

We expect to make repeated visits each year, aggregating more time at the beginning while important matters of design will be discussed than during the progress of grading and underground construction, and again toward the end one or other of us will be almost continuously on the ground.

As our rate for park plans does not appear to be applicable to this case, we will call our professional charge for the services above outlined fifteen thousand dollars, payable semi-annually, but the installment to be larger during the early and late parts of our service than during the inter-

mediate period.

As to the amount of our expenses for draughting, etc., at our office and for our two assistants on ground and for traveling, subsistence and incidentals, we cannot give a definite statement in advance because too many of the conditions of the problem are uncertain. Our guess is that expenses at our office may be between \$500 and \$2000 in all; our charges for our two assistants on the ground from \$250 to \$500 per month, according to the men selected, amount of overtime, etc. We do not anticipate that the whole time of both assistants will be employed on the work from beginning to end. We shall at almost any time be able to put them on other work when it appears that the exposition work does not require their services. Probably we should have our draughtsman there nearly all the time, but if any extra good nurseryman is employed by the Exposition company it might not prove necessary to have our planting assistant there to attend to the esthetic side of planting for more than a year and a half or two years.

Our traveling expenses and subsistence may run from \$1000 to \$2000 a year during the active part of our work and perhaps only half as much when we make less frequent and briefer visits.

It is of importance that the landscape architect be employed for the general plan of the grounds before any architect is employed for any building. For instance, we were employed for the general plan of the Columbian Exposition,

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the Lewis and Clark Exposition, and the Alaska-Yukon-Pacific Exposition before any architect was employed to design a building.

It is also of the greatest importance to start and adequately stock a nursery of trees and shrubs as soon as money is available and even before plans are completed for the grounds, and no one can determine upon a list of plants to be grown to such good advantage and with so few mistakes as the landscape architect.

Although we have not made a close study of the flora of Southern California, we have repeatedly visited Los Angeles and vicinity; one of us studied botany further north in California for two years and we have made a careful study of planting in South Carolina, Georgia, and Louisiana and are familiar with Florida, Cuba, and the Isle of Pines. We therefore anticipate that we shall be easily able to familiarize ourselves with the local horticultural and arboricultural conditions, planting material and limitations of San Diego.

While we have much work on hand, there are four members of our firm and we have a large number of assistants. We can therefore adjust our work so we can make the preliminary visit soon after we are notified of the acceptance of our proposition.

Yours respectfully,

Enclosure