

February 9. 1941.

DIRECTORS HOUSE

HENRY E. HUNTINGTON LIBRARY AND ART GALLERY

1650 ORLANDO ROAD, SAN MARINO, CALIFORNIA.

Jack

Dear Mr. Sachs,

Your letter of February 3rd has just come, bringing its invitation to continue my long association with Dumbarton Oaks.

When you & Mr. Thacher & I talked over the future of the grown up & adult Dumbarton, we all seemed to see the garden problems from the same point of view. We agreed there was need of long distance planning,

Simplification where possible & consideration of many projects which will need careful working out in order to carry the new scheme forward without too much dislocation from the past.

As I always work on a per diem basis, plus travelling & office expenses, it will be simpler for me, & less expensive for you, if we continue this practice, with the understanding that my fees & expenses will not exceed \$2000. a year for our year or so of experimental

work together. My charge
is \$1.00. a day, for work done
either in the field or office, &
the costs of my work for Den-
barton will be kept inside
over limit.

My practice is to submit
statements - twice a year,
about January & July first.
As heavy discounts are al-
lowed to me as a landscape
gardener, it is often worth-
while for my clients to buy
through Beal & Tarrant,
Agent. These Agent statements
are also submitted twice
yearly with vouchers for all
expenditures made -

As I accept no discount
except for the benefit of my
client, the 10% or often
20% saving goes directly
to those whom I serve. For
instance, bulbs, seeds, plants
have often been ordered for
Dunbarton, & paid by my
office. This arrangement is
also used by Princeton & Yale
as the benefit by the reduc-
tion which goes directly to
them. Mr. Russell can tell you
of the savings made if you
& Mr. Thacher are interested.

If we make our agree-
ment on this more elastic
basis of per diem fees, plus
expenses, it will leave both
of us free. I can feel

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I may give as much or as
little time as you & the
place seem to need, without
exceeding the \$2000. & possibly
keeping well within this
figure - I want you & Mr.
Thacher to feel, as I shall, that
while we hope & expect to
go on working together for a
considerable time, that both
of us take over trial journey
of a year or so, to see how
the arrangement works -
The day with you &

Mr. Thacher was not an
easy one for any of us, but
your consideration & kind-
ness & your quick under-
standing of his problems
ahead, made me not only
personally but professionally
thankful & hopeful for
the future.

With best messages to
both you & Mr. Thacher

Yours sincerely,

Beaeris Farrand

Before long a few notes will
go to you & Mr. Thacher on
the various subjects we

discussed; to which you
& he may wish to add
questions to be considered on
my next visit — How
via Kae sounds!