

June Twenty-fifth,  
1 9 2 9

Ed Jr. & Captain Snell;

I would be interested to see what your answer would be to this letter and the reason why.

E.F.

June Twenty-seventh,  
1 9 2 9

Capt. Ivan Snell,  
1018 Ninth Street,  
San Diego, Calif.

My dear Capt. Snell:

Regarding Mr. Graves will say I have in mind that beautiful rocky hill with natural boundaries, the west line running down to the 595 foot contour which is supposed to be the water level of the super-Hodges Dam that lies about 2 miles east of the Lake Hodges Bridge.

I have been informed that there is a small spring on this property.

It is very rocky and hill side, has quite a number of rocks but there is one beautiful hill where the view is non-surpassed, and if a road was built to the top of it you would get a view of the entire Lake Hodges several miles west and a mile or more north right in the turn of the river.

The boundary would have to be agreed upon.

I own 1200 acres there and I am willing to sell 250 or 300 acres at \$100 an acre on easy terms. Will take less for cash.

My idea was to develop it in a nice way later on. The super-Hodges dam will undoubtedly be built. It will only be a matter of two or three years, in my opinion.

I would like to cooperate along the lines mutually satisfactory and according to restrictions.

If your friend wants to take the entire tract on easy terms I would sell it to him at a considerably lower price per acre but if he wants me as a neighbor



# 2

I will sell him 250 or 300 acres.

I would like to have him meet me on the ground if he cares to meet me and we can exchange facts.

Yours truly,

EF:AK

Credit ~~us~~ Inell  
with \$675<sup>00</sup>  
Commission on  
sale Lot 7 & wly 100'  
of Lot 14. Block. L.  
QA#7 -  
To Tweedy

1800  
3  
540.00

Credit Inell with  
\$540<sup>00</sup> Commission  
on sale to Fred  
Krugger & Mitzi Anna  
Krugger  
Payable.

1250	
98	
<hr/>	
1250	1250
3	98
<hr/>	<hr/>
375.00	00
	1250 <sup>00</sup>
	<hr/>
	212 <sup>00</sup>
	<hr/>
	50 9.37
312	<hr/>
	18 <sup>00</sup>
	<hr/>
	75 <sup>00</sup>
<del>686</del>	<del>69</del>
	70

In. Inell with  
also dealer Com.  
if not already  
done



MEMO COLONEL FLETCHER

August Fifth,  
1 9 2 9

Reference Our Conversation August 2, 1929  
the following was agreed

- One: To work out a price list of planting trees that will be large enough to pay a commission;
- Second: That I may divide No. 11, Rose Hills, into two equal lots selling Lt. Amos one piece and I may sell the other to some Army officer at the same price at which Amos bought it.
- Third: One week's additional extension of time to Mr. Larrocka in his consideration of Nos. 5 & 6 Avocado Acres No. 7.
- Fourth: It was agreed to pay 30% to me on all property raised 20% over the price list of March 6th, 1929 and further commission of 50% on all raises made thereafter.
- Fifth: In addition to above I request that I be given a week to close sale on Nos. 4 and 3, Avocado Acres No. 7 at \$2500 apiece.
- Sixth: Request that more literature of all kinds be available to my organization on avocados.

CAPTAIN SNELL

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Captain Snell

MEMORANDUM TO COLONEL FLETCHER RE: our agreement of July 24th inst., the following names, property and prices of deals pending are herewith submitted:

The agreement being that they have two weeks in which to close upon these properties. The prices quoted are 10 percent above your present list price as per our agreement. The commission to be paid is 30 percent, as per our agreement.

August Fourteenth,  
1 9 2 9

*Contract  
not - valid*

Harold F. Tweedy and Myrtle C. Tweedy:  
Lot 7, Block "L", Avocado Acres No. 7, . . . Price \$1500  
Wly 100 ft. Lot 14, Block "L", No. 7. . . . " 750,  
(\$550 plus \$200 bonus)

*Cancelled  
6/9/30*

Alternate option on Lot 8, Block L, Avocado  
Acres No. 7, " 1500.00

*not*

Mrs. Irene B. Alleman  
North 1/2 Lot 16, Block J, A. A. 5 Price \$638.00  
Trees reserved to seller

*Cancelled  
6/9/30*

*not*

Elsa Fiedler  
South 1/2 Lot 5, Block J A. A. 5 Price \$633.00  
Trees reserved to seller

*not*

*As discussed  
over phone  
states*

Mr. La Rocca  
Lots 5 and 6, Block L, A. A. #7 Each lot " \$1500.00  
Total \$3000.00  
Westerly 100 ft. Lot 13, Block L No. 7 " \$550  
plus \$200 bonus \$750.00  
This party also requested an alternate option  
on Lot #4, same block

Mr. E. Richards  
Lots 1, 2, 3, Block L A. A. #7, alternate  
option on Lot 4 each \$1500.00  
Mr. Richards is to wire deposit by Tuesday  
next at 6 p. m. or deal is voided at this  
price.

Frank La Rue  
Lot 15, Block L A. A. #7, Price \$1650.00  
Alternate option on Lot 8, same block " 1500

Alternate options means first party to close deal  
takes the property.

CAPTAIN I. B. SNELL

Captain I. Snell  
Office.

Dear Captain Snell:

Answering yours of the fifth will say that your  
plan is satisfactory.

We have both government literature and our own on  
avocados. What more would you suggest? I am interested  
in cooperating with you. Perhaps you would like to get  
out a circular of your own. I will cooperate with  
you in it.

Sincerely yours,

EF:AK

*1250<sup>00</sup> an acre planted  
Snell's com \$250 per acre -*



August Twenty-seventh,

1 9 2 9

Capt. I. B. Snell,  
1018 Ninth Street,  
San Diego, Calif.

Dear Captain Snell:

Enclosed find new price list effective August 21st,  
1929, on Avocado Acres No. 7.

Yours truly,

AK

August Twenty-ninth,  
1 9 2 9

Col. Fletcher:

Little over a month ago I took a friend of mine from Coronado, a Mr. Langbridge, out to Rancho Santa Fe with the intention of interesting him in property there.

Actually, I started his interest by talking up Polo in which he is very much interested.

He has friends in Rancho Santa Fe who are real estate salesmen. Shortly after our visit to Rancho Santa Fe he and his wife left for Honolulu and sent a wire to their friend at Rancho Santa Fe asking the purchase price of some property there.

I know that our contract states that the name of any prospective purchaser would be turned in to the office there at Rancho Santa Fe. However, I believe that I have this by taking him to Mr. Nelson personally and introducing him to Mr. Nelson.

That certainly should cover it and I am telling you this to ask our connection with the sale.

Captain Snell

September Thirtieth,  
1 9 2 9

Captain I. B. Snell,  
Coronado,  
California.

My dear Captain Snell:

I tried to get you by 'phone today but failed.

Let's Ed Jr. you and I have a talk in the very near future. Fall is here and we have got to start something pretty soon. Let's exchange ideas, see if we can get together on a program.

I did not take the Wallers out last week at all. Their plans were completely changed. I am taking them over Palomar Mountain just a joy ride Tuesday afternoon but Mr. Waller has promised to go up and look over, once more and settle on the question of Cedar Creek one way or the other. I want you to be sure and go up on that trip when ever he is ready.

Very sincerely yours,

EF:AK

October Third,  
1 9 2 9

Expt. I. B. Snell,  
1504 Glorietta,  
Coronado, Calif.

Dear Captain Snell:

I had a talk with my son Ed Junior re the conversation between you and he the other day. You have got the situation all wrong.

It goes without saying that if I interest Mr. Waller in anything except the Coronado property within three months from date I will pay you a reasonable commission for introducing him to me.

On the Spreckel's property, that is entirely different. I am only making a 3 $\frac{1}{2}$ % commission and I have negotiations on with two different people and Mr. Waller is perfectly willing to pay you a reasonable compensation and has agree between us to do it on the Spreckels matter.

I think you will admit that 3 $\frac{1}{2}$ % commission is a small commission and having worked for nearly a year and spent a good deal of money on the Spreckels matter I would not care to make any committment at this time but it goes without saying that before any deal is made with Mr. Waller the matter of your compensation I will ask Mr. Waller to settle with you.

Regarding sale of property up the coast it might be better for all concerned that I make the same arrangement with you that I did with Mills make a net figufe and you can have all that you can get over and above that.

Think this matter over and let's get together at your earliest convenience.



# 2

I took a joy ride with the Wallers over Palomar Mountains the other day and they are talking about desiring to go up into the mountains on Saturday. Please give me a ring.

I have tried to get you two or three times but you were out fishing, so they told me. How I envy you!

Sincerely yours,

EF:AK

October Eighth,  
1 9 2 9

Captain I. B. Snell,  
Coronado,  
California.

Dear Captain Snell:

Referring to my letter of October regarding commission, in writing this letter I only had in mind the possibility of a sale to Mr. Waller of one, two or three hundred acres on Cedar Creek in the Canfield Estate, so-called.

I have made him a special inducement to sell him a half interest in 300 acres at \$100 an acre, each of us to put up \$10,000, build the dam and then later on I expect and I am sure Mr. Waller does also, that you will come in with us in the selling of the property.

I want this deal either off or on within three months from date and I will pay you the usual 5% commission on any sale I make Mr. Waller in relation to the above. As any new deals develop where Mr. Waller or any of his friends are interested in other properties it goes without saying that I want you to work on them and you will get your commission to be mutually agreed as each deal develops but you should keep me posted as to whom you are working with, on what deals you are trying to put over and you can at all times count on it that if anything comes up that we have any misunderstanding I will be glad to leave it to a board of arbitrators and the decision of the Board of Arbitrators to be final.

I want your friendship, it is a friendly matter between us so let's be extra careful as between friends so no misunderstanding can arise to mar our friendship.

Sincerely yours,

EF:AK

November Nineteenth,  
1 9 2 9

Mr. I. B. Snell,  
Coronado,  
California.

Dear Mr. Snell:

Hereafter in any sale of property, raw or  
already planted, a contract will be made for  
its purchase.

In the buy and sell contracts no agreement will  
be made to either plant trees or care for trees.  
That must be a separate contract.

Any contract of sale for the care of the property  
hereafter will be made in the name of the  
Morse Construction Company, a corporation.

Yours very truly

EF:AK

November 29, 1929.

Captain I. B. Snell,  
1504 Glorietta Blvd.,  
Coronado, California.

My dear Capt. Snell:

Enclosed find check for \$114.50  
which covers one-half of the money received on the  
Donilly option. She has paid \$139.00, and we are paying  
you one-half of that \$94.50. If the deal goes thru  
we will pay you one-half of the money received on  
this contract until your commission is paid in full.

The other \$20.00 is 1/2 of the  
monthly payment made by Lt. Amis.

When are you going to get down  
to cases and get to work again?

Sincerely,

EF:KIM



**Ed Fletcher Papers**

**1870-1955**

**MSS.81**

**Box: 26 Folder: 6**

**General Correspondence - Snell, Capt. Ivan B.**



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