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Department of Agriculture

TEXAS PECAN NURSERY

R. W. FAIR, Manager
Arp, Texas



THE ROOT SYSTEM
WE GROW

THE KIND OF ROOTS MOST
OTHERS GROW



Mr. L. C. Covert.
G. & H. Covert, Bureau Plant Ind.
Washington, D. C.

IF YOU WANT TO MAKE MONEY PLANT PECAN TREES



TWELVE REASONS WHY YOU SHOULD BUY OUR PECAN TREES

1st. We guarantee that our pecan trees have the **BEST LATERAL ROOT SYSTEM** that is grown in the United States and a good root system is the life and making of pecan trees; so do not fail to start with the **BEST** trees that can be bought.

2nd. Special seed nuts are selected in order to help produce our wonderful root system, as well as hardy, tough nursery stock.

3rd. Much care is used in selecting soil in which to grow our trees, which helps produce our excellent root system.

4th. We give **SPECIAL ATTENTION** to the cultivation of our trees, which is very important in the pecan nursery.

5th. Our trees are all dug with spades, and in no case with tree diggers, in order to preserve their splendid roots. Of course this costs a great deal more, but we spare no expense if it helps to give you a better tree.

6th. As a rule our trees are dug **FRESH** the same day they are shipped which is an advantage over trees which have been healed out from 30 to 60, or even 90 days, which is often the case when you buy from fruit tree agents, or from nurseries who do not grow their trees, but buy pecan trees from wholesale nurseries located east of the Mississippi River, or in the coast country. Pecan trees grown in that section have developed very sorry root systems, because it is the nature of a pecan tree to have just a long tap root with no laterals. They are very tender, fast growing trees, on account of having a long growing season and plenty of moisture; but when these trees are shipped west of the Mississippi River, where they have long, dry, hot summers and hard freezes in the winter, most of them will die, and those that do not die will make runty trees. Why not buy trees that are acclimated to your section?

7th. Pecan trees grown in East Texas are not sappy, tender trees, but have been toughened by the many changes of weather that we have here such as long, dry, hot summers and the freezing winters that we often have. You know Texas is noted for its **CHANGEABLE WEATHER**, so you can see that these conditions make our trees tougher and harder and easier to live and grow off into thrifty trees, than trees grown under more favorable weather conditions all the way through.

8th. East Texas grown Pecan Trees are **BETTER** for you, **TEN TIMES**.

9th. Our customers get from 90 to 100 per cent of our trees to live and grow. Have you been getting such results from **OTHER PECAN TREES**?

10th. Special care is taken in packing our trees for shipment. They are packed well in sawdust and hay, covered with burlap, after which they are dipped in water. All this insures their reaching you in good condition. No danger of roots being dried out.

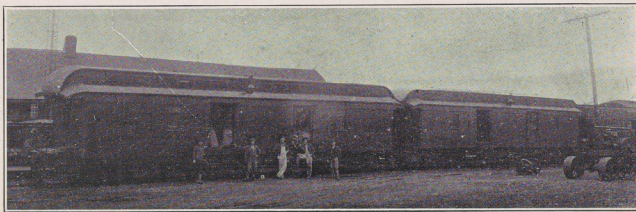
11th. **ABSOLUTELY NO AGENTS.** Order your trees direct from us and save the 50 to 100 per cent that the agents make. They sell you trees that have the long tap root, with no lateral roots, and charge you \$2.00 for this kind of tree, where we will sell you the same size trees with four times the roots, for \$1.00. Can you always depend on what some agents tell you? In case your trees are not what they should be after a year or so, whom can you go to? Where is your agent, and can you get him to make them good?

12th. Every effort is put forth to please our customers and to give them the **BEST PECAN TREES** grown,



The above picture shows a six year old pecan tree, that is about 25 feet high and has a spread of from 20 to 25 feet. Ten acres of trees as good as this one would easily be worth \$500 per acre. 100 acres like this would be worth at least \$50,000. You can grow the 100 acres in six years. Will anything else beat it? You can raise your other crops just the same for six or eight years and at the same time be developing a pecan grove that will make you rich. **ITS FACTS.**

PICTURE OF TWO CARLOADS OF PECAN TREES BEING SHIPPED



—A shipment of two carloads of pecan trees going to a Louisiana plantation. 99% of the trees began growing nicely. **WE CAN HANDLE ANY SIZE ORDER, THEY DO NOT GET TOO LARGE FOR US. WE HAVE OVER A HALF MILLION TREES GROWING NOW. SEE OUR TREES BEFORE BUYING.**

One of the Largest and Most Dependable Pecan Nurseries In the United States

REPORTS FROM A FEW OF OUR MANY SATISFIED CUSTOMERS

We have received many reports from people we shipped trees to last season, and fully 98% of them have reported 100% of their trees living and doing nicely.

READ WHAT A FEW OF THEM HAVE TO SAY AND WRITE THEM IF YOU WISH

Greenville, Texas, May 16th, 1922
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

I bought six pecan trees from you and they all have nice green leaves on them and seem to be doing fine. I expect to plant 25 to 30 more of the same trees next time, and also want to plant a nice orchard. My father also got three trees from you which are in good shape. You are the people we want to do business with.

Yours truly,
J. P. BECKHAM.

Mr. Beckham is owner and manager of the new Beckham Hotel, and the trees were the 9 to 10 ft. size.

Stephenville, Texas, May 15th, 1922
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

We took great care in setting out our trees and are very happy to report that we have had 100% success, every one of the trees having put out and at this time most of the young branches are from six inches to one foot in length.

Your pecan trees, without a question of a doubt, have the best developed root systems that I have ever seen, and there is no excuse whatever, if a person has more than a 5 to 10% loss.

In a year or two we expect to put out a considerable acreage of pecans and trust that you will be able to supply the trees when the time comes.

With best wishes, I am,
Yours sincerely,

FRED W. WESTCOURT

Mr. Westcourt is Professor of Horticulture, John Tarleton Agricultural College.

College Station, Texas, June 9th, 1922.

Texas Pecan Nursery, Arp, Texas.
Gentlemen:

This is to certify that I purchased from your Nursery 3,000 budded paper-shell Pecan trees (the 4 to 5 foot size, Stuart, Delmas, Schley and Success), during the months of November and December, 1921, which are now six months old, and we have 3,000 living trees, or 100%. I can say also, that your service with reference to shipping, digging and packing was very satisfactory as each shipment arrived just as we needed them, and in the best of condition. No doubt the large percentage of trees which I had to live was due to the wonderful root-system that you have accomplished in your nursery.

My grove experienced four floods in eight weeks and I lost about one dozen trees being washed away where we had them planted in low places. Prof. Kyle said that he believed the water did my trees good even if they were set back a few months.

With very best wishes, I am,
Very truly yours,

CHAS. A. FELKER.

Mr. Felker is Chief Clerk of our Texas A. & M. College. A South America Shipment of 200 Trees, 100% Lived

Austin, Texas, Jan. 31st, 1922

Texas Pecan Nursery, Arp, Texas.
Gentlemen:

You will doubtless be interested to know that I recently had a letter from our representative in Argentina, saying that all the pecan trees which you shipped last year were growing nicely, except a few, and they were coming out from the roots.

I was also informed that the owner of the trees was planning on having a much larger order sent a little later.

Sincerely yours,

J. H. BURKETT.

Mr. Burkett is employed by the Department of Agriculture as pecan specialist for the State of Texas.

Dallas, Texas, May 17th, 1922
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

I am, indeed, pleased to acknowledge your favor of the 9th, making inquiry as to the welfare of the trees purchased from you during the Fair last year, and to

advise that thus far they are doing nicely. They have budded out far beyond my expectations for the first year, and from present prospects it appears that they will probably bear either this year or next year, either of which is certainly beyond my expectations.

I appreciate very much your interest in the welfare of the trees, also the instructions you have furnished me as to the care of same, which service is very valuable to me, as I do not know very much about this sort of work. Again thanking you for your interest in the matter, I am,

Yours very truly,
C. A. EGBERT.

Mr. Egbert is with the Dallas City Tax Department.

Chas. L. Edwards, Station A, Dallas, Texas. (Pecan Specialist)—"Your pecan trees have the best root system I ever saw. Would rather have them at your price than most pecan trees as a free gift."

Falls City, Texas, May 9th, 1922.
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

I am having splendid success with the pecan trees gotten from you, and it is all due to the nice rooted trees you sent me. They are growing just beautiful, and if they grow as nicely all this year, and on, in a few years I will have nice shade trees around my home.

I will always recommend your trees to prospective buyers as I am convinced that your trees are unexcelled.

Yours very truly,

V. S. PAWELEK, with Falls City Pharmacy

San Antonio, Texas, May 15th, 1922

Texas Pecan Nursery, Arp, Texas.
Gentlemen:

In regard to the pecan trees that I have bought from you, wish to say that they are doing fine, last years, as well as this year's planting.

Your root system is the best I have ever seen on any pecan trees and it remains a puzzle to me what method you use to grow them.

Wishing you a successful year, I beg to remain,
Yours very truly,

D. D. HEINEN, 427 Adams St.

Del Rio, Texas, May 26th, 1922
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

I received your inquiry regarding the pecan trees bought from you, and pleased to state that 100% of the trees bought of you last season are living and doing well.

The trees bought from you in 1919 were well loaded with blooms this Spring, but I don't think they are going to bear, probably the trees are too young yet to hold the fruit. Have some trees in my grove that has already grown as much as three feet, or more, this Spring.

I am well pleased with all the trees I have purchased from you and wish you greater success in your business.

Yours very truly,

W. R. WHEELER.

Mr. Wheeler is President of the Guaranty State Bank, Del Rio, Texas.

Batesville, Ark., June 2nd, 1922.

Texas Pecan Nursery, Arp, Texas.
Gentlemen:

We have worked the soil good around each pecan tree and have worked well into the soil one pound of cotton seed meal and one half pound of nitrate of soda, and all trees are looking good. One of the Stuarts has five blooms.

Yours very truly,

J. F. BARNETT.

Mr. Barnett is with Barnett Bros. Mercantile Co.

Hallettsville, Texas, May 9th, 1922
Texas Pecan Nursery, Arp, Texas.
Gentlemen:

I am glad that you wrote the letter in regard to the pecan trees I purchased from you. I have only a small lot, and bought just four trees. The trees are doing well. No trouble for trees with roots like these to start.

Yours truly,

W. B. MOINARDUS

We can furnish many more like these and will be pleased to do so, if requested, and very likely can furnish some one in your town or community.

REFERENCES:

Dunn or Bradstreet,
Arp Guaranty State Bank, Arp, Texas
Citizens National Bank, Tyler, Texas
First National Bank, Troup, Texas
Henry Acker, Agricultural Supervisor East Texas, Whitehouse, Texas.
East Texas Chamber of Commerce, Tyler, Texas
Any one that has dealt with us.

DIGGING AND PACKING OUR TREES FOR SHIPMENT

Our pecan trees have been carefully grown, in order to produce all the lateral roots that we can, and in order that you may get the best results from our trees, we have every tree dug by careful men with shovels, so that these roots will be left on the trees as much as possible. As each tree is dug, it is placed back in the same hole that it is dug out of and covered just as deep as it came out of the ground. When we are ready to ship, they are pulled up and brought to the packing shed, packed with Shingle toe, sawdust, hay and moss, then well wrapped with new burlap and securely tied. After being well wrapped we dip them in water to insure them reaching our customers in good shape. A great many of our customers get 100 per cent of our trees to live and some of these have set as high as 3100 trees. OUR TREES ARE GROWN RIGHT, DUG RIGHT, WRAPPED RIGHT and 90 to 100% of them will live if you give them a chance.

PRICES:

BURKETT: (Special Priced) Trees 1 to 2 ft. \$1.00; 2 to 3 ft. \$1.25; 3 to 4 ft. \$1.75; 4 to 5 ft. \$2.00; 5 to 6 ft. \$2.50; 6 to 7 ft. \$3.25; 7 to 8 ft. \$4.00.

PRICES ON ALL VARIETIES, EXCEPT BURKETT, F. O. B., ARP, TEXAS.

TREES	Lots of 1 to 25 each		Lots of 25 to 100		Lots of 100 to 1000		Lots of 1000 and up each	
	25 each	to 100	to 100	to 1000	to 1000	to 1000	to 1000	and up each
1 to 2 feet	\$.85	\$.80	\$.75	\$.70	\$.70	\$.70	\$.70	\$.70
2 to 3 feet	.95	.90	.85	.80	.80	.80	.80	.80
3 to 4 feet	1.25	1.20	1.10	1.00	1.00	1.00	1.00	1.00
4 to 5 feet	1.50	1.40	1.35	1.30	1.30	1.30	1.30	1.30
5 to 6 feet	2.25	2.00	1.75	1.70	1.70	1.70	1.70	1.70

The following sizes are extra fine for shade trees around the house as well as for nuts:

6 to 7 feet	\$3.00	\$2.75	\$2.50
7 to 8 feet	3.75	3.25	3.00
8 to 9 feet	5.00	4.75	3.50
9 feet up	6.00	5.50	4.00

—If further information is desired, write for our large free booklet on "PAPER SHELL PECANS" and how to grow them.

THE BEST IS THE CHEAPEST

Not how cheap, but how good, the quality will be remembered and appreciated long after the price is forgotten.

YOU MAY BUY THEM CHEAPER, BUT VERY LIKELY THEY WILL NOT BE HALF AS GOOD

We grow nothing but pecans, we study nothing but pecans—why shouldn't we grow the BEST pecan trees that are grown? Of course you can buy trees like shown in right of picture of comparison for less money than we can sell ours, but what are you getting? Ours are the cheaper at twice their price. Let quality be first when you set your grove.

IF INTERESTED IN PEACH OR PLUM TREES, WRITE FAIR'S PEACH NURSERY, ARP, TEXAS, FOR PRICES

Texas Pecan Nursery

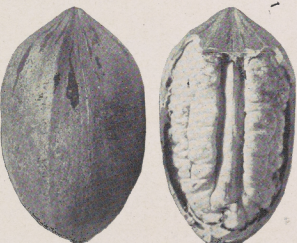
R. W. FAIR, Manager
(Smith County) TEXAS
Arp, Twenty Miles East of Tyler

STUART



The Stuart comes nearer being suited to all sections of the country and soils than any other variety. A large nut, fills well, medium to heavy bearer. A hardy, fast growing tree. One of the earliest in ripening of all large standard pecans.

DELMAS

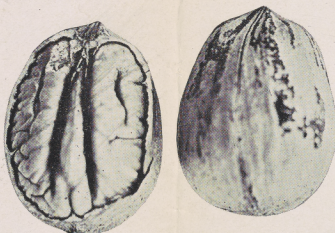


A very vigorous growing tree and a heavy bearer with splendid foliage, large nuts, 40 to 50 will make a pound.

VARIETIES

We grow six different paper shell pecan varieties which we consider after careful study, to be the best tested varieties to be had.

HALBERT



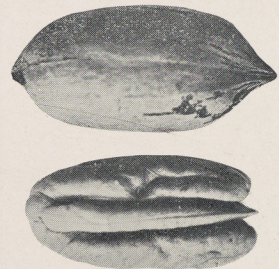
Young trees inclined to be crooked, but get nicer and straighter as the trees grow older. Very early and prolific bearer. Medium size nuts, very thin shell, excellent flavor. A good tree for black waxy land. Should not be set in Mississippi, Louisiana, East Texas and East Oklahoma.

We guarantee all trees to be first-class and true to name, and while we use every precaution possible, we realize that errors can be made, and will only be responsible to the amount of the purchase price of any trees that fail to be as represented. Reserving the right to furnish other trees or refund purchase price.

BURKETT

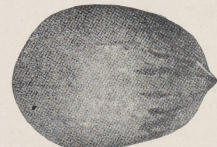
Originated by J. H. Burkett at Clyde, Texas, and is one of the very best varieties for West Texas, and more people are setting it there than most any other variety. Medium size, fills well, good flavor and prolific.

SCHLEY



This is an ideal pecan. Large size, very thin shell, fills and shells out well, fine flavor. Rapid growing tree beautiful foliage and the nuts sell for 10c to 20c more per pound than other varieties, but not quite as prolific as some of the other varieties.

SUCCESS



Is a large and strictly first-class pecan. Strong growing tree, early bearer, thin shell, cracks well and the meats can be taken out in halves. Ripens about ten days later than the Stuart, and is gaining prominence fast.

Over a Half Million Pecan Trees Growing in Our Nurseries

NURSERIES AT ARP, AND TYLER TEXAS—One of the largest Exclusive Pecan Nurseries in America. Growers of the BEST Budded and Grafted Pecan Trees, which have the finest Lateral Root System Grown, 90 to 100% live and grow if given proper care.

THIS FOLDER IS OUR SALESMAN

We would like to talk to you personally and tell you about our Pecan Trees and why they are better, but as it's impossible, we will ask you to please read this folder carefully. We believe it will convince you thoroughly that our trees are the best rooted, and best developed pecan trees that's grown. Please read carefully, else where in this folder the following articles:

East Texas Grown Pecan Trees Are Better.
Our Root System and a Comparison of Our Pecan Trees With Other Nurseries' Trees.

Twelve Reasons Why You Should Buy Our Pecan Trees.
We believe when you have read the above three articles, you will be convinced that our trees are better and that you will at once decide to give our salesman your order. It can not talk, but will give you the facts and will save you the middle man's profit. You will get FRESHLY DUG, WELL WRAPPED, CAREFULLY HANDLED TREES, of which 90 to 100% will live if properly set and cared for. We will assure you that your order will be appreciated and that every effort will be put forth to please you. Satisfied Customers is what we want.

Please file this little SALESMAN in a convenient place, and when you hear PECAN TREES mentioned give it a chance. We believe that we have more satisfied customers and more people talking for our PECAN TREES THAN ANY NURSERY IN THE SOUTH.

OUR NURSERY

R. W. Fair and W. V. Henson, Owners

Our nursery contains 64 acres of the best rooted, best developed pecan trees that's grown in the United States. We have growing today about 500,000 trees that are from one year to four years old and in the Winter and Spring of 1923 we will graft and bud 200,000 or more of these trees. Any tree that does not reach a certain size in a certain length of time is cut out and burned. We consider it a hundred times better to grow a large stock of seedling and bud the best than to bud the runts like some do. You will find our stock young, first class, thrifty stock that has a lateral root system that will make from 90 to 100% live, and in most cases 100% will live if properly set and cared for.

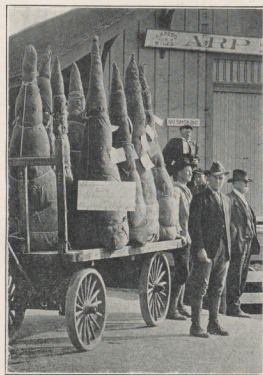
Our nursery was originated by our Mr. R. W. Fair some twelve years ago. Mr. Fair having been interested in pecans since his boyhood days was thoroughly acquainted with the fact that it was very hard to transplant pecan trees on account of their having such a poor root system, so realizing the great need of a Pecan Tree with a good lateral root system which would cause it to live and grow, he started to work to develop this root system. He was soon growing by far the best rooted pecan trees that had ever been grown in Texas, and since that date we have never been able to grow near enough trees to supply the demand. In fact we have turned down orders for thousands and thousands of dollars worth of trees most every year. It pays us to grow the right kind of trees and IT WILL PAY YOU TO BUY THE RIGHT KIND.

OUR NURSERY has grown so very rapidly until it was impossible for Mr. Fair give it the personal supervision that it had been receiving, so he decided to sell an interest to a wide awake, first class business man, so a search was made and after several months searching, W. V. Henson, a man that had been engaged in the banking business for ten years and who had proven himself very efficient and progressive in every way, and who had been a great believer in pecans, was found and at once bought an interest, and has now been actively engaged in the business for two years.

We are growing the best rooted pecan trees grown, we believe in giving every customer a FAIR, SQUARE DEAL, and making EVERY CUSTOMER A SATISFIED CUSTOMER, AND A BOOSTER FOR OUR NURSERY.

WE SELL DIRECT TO YOU, SO IF YOU ARE SATISFIED TELL YOUR FRIENDS, IF NOT WRITE US.

SOUTH AMERICAN SHIPMENT OF 200 PECAN TREES, 100% LIVING, 40 TO 50 DAYS ON ROAD—IF 100% OF OUR PECAN TREES LIVE AFTER BEING SHIPPED TO SOUTH AMERICA, SHOULDN'T YOU GET 100% TO LIVE ANYWHERE IN THE SOUTH?



This is a picture showing 200 of our well-rooted pecan trees being shipped to Sr. Aquiles Gonzalez Oliver, Buenos Aires, Argentine, Republic, which were bought by the Argentine Ambassador at Washington, D. C.

Don't you expect he investigated thoroughly as to where he could buy the BEST PECAN TREES GROWN—THAT HE WOULD STAND THIS LONG TRIP AND THEN GIVE PERFECT SATISFACTION, before placing his order? These people state that they expect to place a much larger order this Fall for shipment late next Spring. As their seasons are just opposite from ours, we have to ship these trees just as late in the Spring as we can, then when they arrive there, they are placed in cold storage for several weeks before their planting season arrives. These trees were shipped in the Spring of 1921.

AUSTRALIAN SHIPMENT OF OUR TREES MADE

A shipment of our trees was also made to Australia this past Winter, but up to date no reports have been received.

WE HAVE NO AGENTS

Why pay fruit tree agents twice as much for pecan trees as they will cost you ordered from us? Often the agent is a stranger to you; he will show you a few very large nuts and talk you into buying varieties that are not at all suited to your locality, and get twice as much for his trees that have practically no roots, as our well rooted trees will cost you. And we guarantee ours to be exactly what we represent them to be. The agent will

TEXAS PECAN NURSERY

R. W. FAIR, Manager

Arp, Smith County, Texas.

R. W. Fair and W. V. Henson, Owners

SET PECAN TREES FOR SHADE, BEAUTY, PLEASURE, AND PROFIT AROUND YOUR HOMES, ON YOUR STREETS, AROUND YOUR SCHOOL GROUNDS. IN YOUR CITY PARKS AND ALONG THE HIGHWAYS.



This pecan tree was set out about 25 years ago for a shade tree as well as for the nuts. It is one of the most beautiful shade trees in the city of Jacksonville, Texas, and has proven to be a very profitable one. It has paid an average of \$50.00 per year for several years so the owner tells us. This tree has paid him just as much as a \$500.00 land note would have paid him at 10% interest. It's worth \$500 to its owner and getting better every day.

Pecan trees are among the largest trees that we have, the longest lived tree we have, and by far the most beautiful and profitable tree that's grown. Fill every spare space around your home with a pecan tree and they will soon add several dollars to your income as well as furnish your family with some of the best and most healthful food to be had. Pecan Trees, besides making the prettiest shade trees that's grown, often pay their owners from \$10 to \$50 per tree. Our pecan trees from 7 feet up, are especially fine for shade purposes as they have developed an extra fine lateral root system. OUR CUSTOMERS ARE GETTING FROM 90 to 100% of our large trees to live. You can count on our large size trees living and growing nicely if you will set them out and care for them according to our directions.

OVER PRODUCTION IMPOSSIBLE, AND GOOD PRICES ASSURED FOR PECANS

We have the WORLD for a market and twelve months to sell them in. Only a small portion of the South can grow pecans successfully, and many that have the proper land will not set pecans because they are not willing to wait.

They do not realize that they are going to wait just the same whether they set a pecan grove, or not, so he who sets them

out and lets them be growing while time goes on is surely the wise man. But few people, you might say, really know what a pecan is. Did you know that we have never yet grown enough pecans of both budded and seedling varieties to give the school children of the U. S. enough for one meal, notwithstanding the fact that we have shipped from 800 to 1000 car loads in one season. The WORLD is calling for pecans, because they are by far the best flavored, and the richest nut in food value, that there is grown today. If we can now only give the children one meal a year of pecans, how long will it take us to grow just the nuts that our children should have?

Dr. J. H. Kellogg, of Battle Creek Sanitarium, Battle Creek, Mich., says that nuts should no longer be considered a table luxury. It should become a staple article of food and may most profitably replace the pork and meats of various kinds which are INFERIOR FOODS and are recognized as prolific sources of diseases. If we can only give our school children one meal a year of this healthful food, how long will it take us to produce just the nuts that our school children should eat? THEN WE HAVE ABOUT FOUR OTHER PERSONS TO EVERY CHILD THAT'S IN SCHOOL TO FEED.

WHEN WILL WE HAVE AN OVER PRODUCTION OF PECANS? NEVER. Years ago the price that was paid for seedling pecans would not justify gathering them, but today seedling nuts are bringing from 10c to 40c per pound and the Budded Varieties are bringing wholesale from 40c to \$1.25 per pound. Paper shell pecans can be sold at half of this price and then the grower will have the best investment that he can make.

The first thing a business man will take into consideration in making an investment is, what will it pay and is it a safe investment. If you will investigate pecans you will find it both safe and profitable, and we do not hesitate in saying that the pecan today offers one of the best fields for investment we know of, and we here give you a few facts to prove this statement.

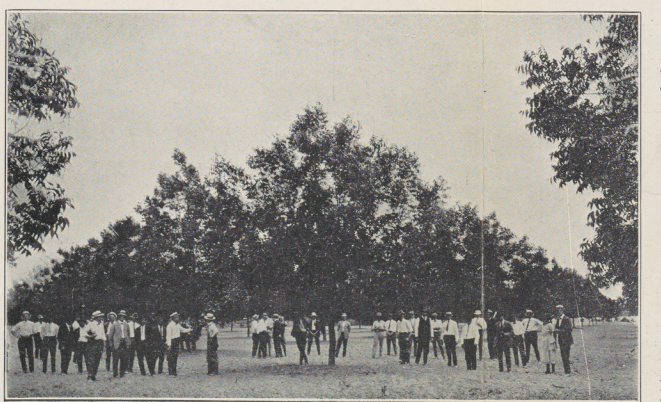
U. S. Department of Agriculture in Bulletin No. 2, values an acre of paper shell pecans when set, at \$100 per acre, with an increase of \$100 per acre each year thereafter until ten years old, when they are valued at \$1,000.00 per acre. Can you think of anything safer and better?

Mrs. T. D. Ramsey of Albany, Georgia, has an 80-acre pecan grove, which she has been offered \$80,000 for at 12 years old, but she refused to sell it and gave for her reason, that there was nothing she could invest in it that would bring her such an income and at the same time be so safe for her children as the pecan grove. (A wise decision.)

There are a great many capitalists that figure that if they buy a piece of property that pays \$100 rent, that property is worth \$1000, which would be ten per cent. You can value an acre of pecans at \$1000, and when it is from 12 to 15 years old, it will pay from 25 to 30 per cent on that valuation.

Mr. I. P. Delmas, Pascagoula, Miss., has an 18-acre grove which contains 325 trees of four varieties, and when this grove was only nine years old, he gathered 9750 pounds of pecans from it. He sold these nuts at 75c, 60c and 40c per pound. Say he averaged 50c per pound, the crop for the year paid him \$4,875, or \$270 per acre and \$15 per tree. This 18-acre grove would pay 10 per cent on \$48,750.00 and each acre would pay 10 per cent on \$2,700 and each tree would pay 10 per cent on \$150. As stated before this grove was only nine years old. You might say just beginning to bear. At 12 and 15 years their yield will be much greater than the above crop, and will continue to increase to yield every year as long as they live and there are lots of pecan trees that are known to be over a hundred years old and are still bearing heavy crops. Think and see if you can recall seeing many large pecan trees dead. Now the above grove has had great attention but no better than we can give if we will. Let's make a conservative estimate and cut the above figures one-half and figure on 20 trees per acre at \$7.50 per tree; one acre would bring \$150 which would be 10 per cent on \$1,500. Remember we are figuring on young trees, but wouldn't they be worth \$1,000 an acre if they never increased any more? A pecan grove will continually increase in value as the trees grow older.

Mr. John A. Lott, of Waycross, Georgia, has a four-acre seedling grove which produced 5,000 pounds of pecans in one year which were sold at \$1,275, which was \$318.75 per acre, or would have been 10 per cent on \$3,187.50.



Mr. E. C. Butterfield, Mgr. of the Big Combination Orchard Co., Winoona, Texas, has the largest paper shell grove in the state, which contains 1,000 acres, and is often spoken of as the Million Dollar Pecan Grove. He is making big money for his stockholders and the trees are now only about 10 to 12 years old. They first planted peach trees, later setting the pecan trees between, but now are cutting the peach trees out, which have held the pecan trees back quite a bit.

Land planted to pecan trees can be cultivated to the same crops that you have been growing, without injury to either the trees or crops.

Col. C. A. Duzee, former president of the National Nut Growers' Association said: "My own best trees are eight years old now and they have returned me more money than the cost of the trees, land, cultivation, fertilizing and interest on the investment." He says he values his grove at ten times what it cost.

SOME NEWSPAPER CLIPPINGS

580 Pounds From a Pecan Tree

Luling, Texas, Oct 1.—One of the first pecan trees threshed in this section has made a record-breaking crop this year, yielding 580 pounds of fine nuts. The tree is on the place of T. T. Brown. The pecans brought 11c per pound, making a total of \$64.02 revenue from one tree. What if these nuts had sold for 50c per pound?

Cuero, Tex., Oct 11.—W. H. Lewis, who owns a pecan bottom in this section, reports two extra fine trees this year. The nuts from these trees are exceptionally large and fine and easily worth 25c per pound, wholesale. A total of 600 pounds of nuts was taken from the two trees. It is estimated that after the thrashing there were perhaps 150 pounds of nuts left on the trees.

300,000 Pounds Pecan Sale

Lampasas, Tex., Aug. 6.—The Bend Pecan Growers Association at Bend, Texas, sold this year's pecan crop, amounting to 300,000 pounds for October, November and December delivery, to a Tyler firm for 15 3/4c per pound. This sale was attended by half a dozen of the large buyers in Texas and the price is considered exceptionally good.

The sale made by the Bend Pecan Growers, Bend, Texas, above referred to, were native wild nuts and the paper shell varieties will bear equally as well when cared for, and Paper Shell Pecans were quoted on the New York market on the same day of the report from Lampasas of the Bend sale, as follows: Queen Brand, 70c per pound, Apex 45c and Juniors 30c.

At Weimer, Texas

Weimar, Tex., Oct. 14.—Quite a number of residents here have grafted pecan trees in their home grounds. Among these are C. H. Potthast, F. J. Nitschmann, Dr. Cook, H. Brasher, J. T. Green and Frank Wanjia. They realize that in the course of a few years they will have an abundance of the fine nuts, all home grown, and it is doubtful if any of them would take \$100 for one of his trees, although the original cost was only about \$1.00 or \$2.00.

East Texas Grown Pecan Trees Are Better

for all states west of the Mississippi River, than trees grown east of the Mississippi; because they are much better acclimated and accustomed to the many weather changes that exist in these states, such as dry weather, wet weather, hot weather and freezing weather.

These conditions with the wonderful root system we grow have made our trees live and grow even in the drought-stricken sections of West Texas in 1916, 1917 and 1918. Most of the Pecan Nurseries east of the Mississippi River are located, near the southern part of the states bordering on the Gulf and the pecan trees grown on or near the coast country are tender, fast growing trees that have never lacked for moisture or fertility and have never been accustomed to dry and freezing weather, which nature requires of a tree, when set where these conditions exist. Trees grown in coast sections cannot give you a decent root system. That kind of soil grows just a long tap root with no lateral roots. This kind of tree cannot give satisfaction. THE ROOT SYSTEM ON OUR PECAN TREES IS THE BEST YOU CAN BUY. Make us prove it. They are worth three times what other trees cost. THE ROOT SYSTEM IS THE LIFE AND MAKING OF A PECAN GROVE. Investigate our before buying.

SUITABLE SOIL FOR PECANS

Pecan trees will come nearer growing everywhere a tree will grow than any other tree we have. Land where you can find water from 10 to 35 feet deep will, as a rule, do fine. It has

64 Acres in Pecan Nurseries.

200000 Trees Will be Grafted and Budded Next Spring

been thought that pecans must be set on bottom land, and it is good, but people are planting more pecans on up land and cut over pine land than any other kind these days and are getting just as good results as on bottom land. If you want a pecan grove and have land that grows other kinds of trees you can grow pecans if you will put them out and care for them.

In planting either bottom or hill land, only plant well drained land and never use land that has a tendency to sour. A pecan tree will grow most any place cotton will, and it is like cotton or corn, the stronger the land, the faster and better the tree will grow, so if your land is poor, fertilize well after the tree is started.

HOW TO SET, PRUNE, FERTILIZE AND CULTIVATE PECAN TREES

A letter of instructions will be mailed with every shipment of trees giving full instructions as to how to Set, Prune, Fertilize and Cultivate pecan trees. Scarcity of space will not permit our going into detail in this folder. Will be glad to furnish this information to any one that wants it.

THE COST OF A PECAN GROVE IS SMALL

There should only be fifteen to twenty trees planted to the acre, and 100 trees will set out from 5 to 7 acres. LOOK AT OUR PRICE LIST and figure for yourself. \$12.00 to \$30.00 will set an acre.

Start your pecan grove NOW and you will never see the day you will regret having done so, but will appreciate your trees more and more as the years swiftly pass by, and not many years hence, they will be giving you splendid returns on the investment.

TIME TO SET OUT PECAN TREES

The time to begin setting out pecan trees is about Nov. 1st as we have most always had good rains and enough cool weather to cause sap to go down and trees to shed their leaves. Trees can be set from Nov. 1st until March 15th. It is preferable to set trees as early as possible so the winter rains will cause the soil to settle more thoroughly around the roots; however, you can get good results in January and February, and some recommend planting as late as March 15th.

GROW A PECAN GROVE THAT WILL BE WORTH

\$1,000 PER ACRE WHILE GROWING OTHER CROPS

The Department of Agriculture in Bulletin No. 2 says that a man can set his land to pecans and grow other crops as he has been doing and at the same time be developing a grove that will be worth from \$1,000 to \$2,000 per acre.

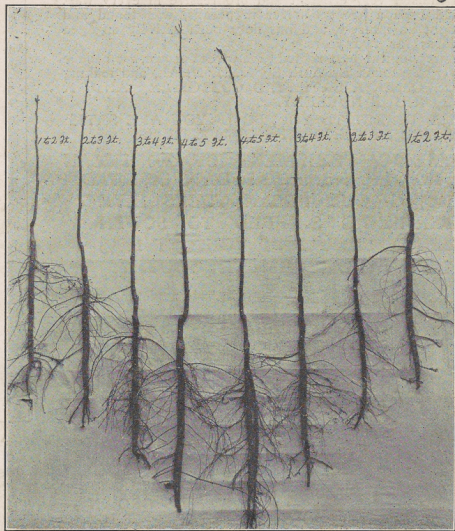
Why should you lose any more time in growing a pecan grove when you can set your trees on your farm and work them, or have them worked, just as you cultivate your crop. Why not look ahead and see what you will gain in eight to twelve years? You can grow just as much stuff for six or seven years and at the same time be increasing your land at the rate of \$100 per acre per year. Will anything else beat this? Figure for yourself. You can set an acre from \$12.00 and up. Why not be the WISE MAN? ...Why not let NATURE, WITH A LITTLE HELP ON YOUR PART make you independent the rest of your days?

A PICTURE OF OUR BOOTH AT THE DALLAS FAIR



This is a picture of our booth at the State Fair at Dallas. We believe in letting the people see the wonderful root system that we are growing and when they see the kind of trees we have and realize how much easier it is for a tree that has a good lateral root system to live, than it is for the poorly rooted tree, almost everybody will buy our trees. The best is the cheapest.

SOME OF OUR THREE MONTH OLD GRAFTS



The above picture was taken when these trees had been grafted only three months. In other words the tops from where the roots start is three months old and the root system is at this time only 15 months old. These trees will be much larger by the time the growing season is over.

NOTICE WHAT A FINE LATERAL, OR SIDE ROOT SYSTEM THESE LITTLE TREES HAVE. Of course these lateral roots are now small but by the time they are two or three years old, which the most of them are when sold, they will have an excellent root system.

We have about 10,000 of these young grafts of the Stuart, Delmas, Success and Schley which will make any one that wants small trees some beauties.

We of course have a large stock of budded trees of our regular varieties in sizes from 1 foot to 10 feet. We furnish you what you want.

A SPECIAL INVITATION TO VISIT OUR NURSERY

We extend a special invitation to everyone that will, to come to our nursery and look our trees over carefully. You will find the best developed pecan trees and the best rooted trees and the **LARGEST PECAN NURSERY THAT YOU EVER SAW.**

We have never yet had a man who was interested in pecan growing, visit our nursery, who failed to place their order, after seeing the wonderful root system that we grow on our trees, unless we were unable to supply the number and varieties that they wanted.