

## Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices





**Over One Million Pecan Trees Are Growing In Our Nurseries**

NURSERIES AT TYLER AND ARP, TEXAS—One of the largest Exclusive pecan Nurseries in the World. Growers of the BEST Budded and Grafted Pecan Trees, having the finest Lateral Root System grown, 90 to 100 per cent live and grow if given proper care

**SPECIAL INVITATION TO VISIT OUR NURSERY**

We extend a special invitation to everyone to come to our nurseries and inspect our trees carefully. You will find the best developed pecan trees and the best rooted trees, as well as the LARGEST PECAN NURSERY YOU HAVE EVER SEEN. We have never yet had a man interested in pecan growing to visit our nursery who failed to place his order, after seeing the wonderful root system our trees have.

# TEXAS PECAN NURSERY

R. W. FAIR, Manager; W. V. HENSON, Assistant Manager

Tyler, Smith County, Texas Formerly of Arp Nurseries at Tyler and Arp

The World's Largest Pecan Nursery, which has been built by Satisfied Customers

PRODUCERS OF THE BEST LATERAL ROOT SYSTEM GROWN, MAKING 90% TO 100% LIVE

**100 Acres In Pecan Nurseries Will Plant 30 Acres More In 1925**

**300,000 Trees Will Be Grafted And Budded Next Spring**

**WE ARE MEMBERS OF:**

- American Association of Nurserymen.
- National Nut Growers Association.
- Texas Pecan Growers Association.
- Southwestern Nurserymen's Association.
- Texas Horticulture Society.

**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 that is 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 grown. Please read carefully elsewhere in this folder, the following articles:

- 1—"East Texas Grown Pecan Trees are Better Acclimated."
- 2—"Our Root System (photograph) and a Comparison of Our Pecan Trees with trees from other nurseries."
- 3—"Seventeen Reasons Why You Should Set a Pecan Grove."
- 4—"Twenty-two Reasons Why You Should Buy Our Pecan Trees."

We believe that when you have read these four articles, you will be convinced that our trees are better; and that you will at once decide to give "Our Salesman" your order. It cannot talk, but it will give you the facts and will save you the middle-man's profit. You will get FRESHLY DUG, WELL PACKED, CAREFULLY HANDLED TREES, of which 90 to 100 per cent 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 are 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.

**HISTORY OF OUR NURSERY—SATISFIED CUSTOMERS HAVE BUILT OUR NURSERY FROM 1/2-ACRE TO 100 ACRES**

TEXAS PECAN NURSERY, which now has over 100 acres and approximately 1,000,000 pecan nursery trees growing in its nurseries at Tyler and Arp, was begun 14 years ago on less than one-half acre of ground, by our present Manager, R. W. Fair. Being thoroughly acquainted with the poorly rooted pecan trees that were being sold throughout the South-west, the first step by Mr. Fair in beginning this nursery, was to learn how to grow BETTER ROOTED TREES.

A number of expensive experiments were made before our very superior Lateral Root System was developed. With trees like we have learned to grow, our customers are having no trouble in getting 90 to 100 per cent live every day in the year. For this reason our nursery has had attention, while you cannot get 50 per cent of the poorly rooted trees that are usually sold by agents to live and grow properly.

Owing to the fact that we have given our customers a High Grade, Well Rooted, Thrifty tree, also a fair, square deal, we have made thousands and thousands of friends and these friends are talking our nursery and our pecan trees every day in the year. For this reason our nursery has developed from 1/2-acre to over 100 acres. This proves to us what satisfied customers will do.

On account of our nursery growing by leaps and bounds, it became necessary to secure an assistant manager, and we soon realized that a good pecan man was hard to find, but finally we located W. V. Henson, a successful banker and pecan enthusiast, to whom an interest was sold some five years ago, and since this time he has been actively engaged as assistant manager.

If you are not already satisfied as to our moral and financial standing, please write the ones given as references, also customers whose testimonials are given here and on attached sheet.

**WHILE GROWING OTHER CROPS, GROW A PECAN GROVE THAT WILL BE WORTH \$1,000 PER ACRE**

It is a settled fact 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, if proper care is given.

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 almost as much stuff for six or seven years and at the same time be increasing your land value at the rate of \$100 per acre per year. Will anything else beat this? Figure for yourself. You can set an acre at from \$12.00 and up. Why not be the WISE MAN? Why not let NATURE, WITH A LITTLE CARE ON YOUR PART, make you independent of the remainder of your days? Prosperity does not come to the man who doesn't try, but to the man who DOES THINGS.

**NOTICE--IMPORTANT**

ADDRESS ALL MAIL TO TEXAS PECAN NURSERY, TYLER, TEXAS. Our largest farm for the past three years has been located just west of Tyler and also in view of the fact that Tyler will afford us better rail road connections, and in turn better express service for our customers, we have moved our offices to Tyler and you will please address all communications hereafter to us here. We will continue to grow stock in and near Arp, Texas, but will not have an office there. We are not connected in any way with the Nursery that has recently started in business at Arp, so if you want to do business with us, address all letters to Tyler, Texas.



The above picture shows a portion of 30 acres that was planted to our Pecan Nursery four months ago. It also shows a portion of one of our three-year old pecan groves.

**OUR ROOT SYSTEM**

A Comparison of Our Pecan Trees With Other Nurseries' Trees. Notice carefully this picture of root systems. The trees on the left are grown by our nursery. We plant seed nuts that produce the best rooted pecan trees known. We select soil that is especially adapted to producing these fine rooted trees. Trees with good roots, such as ours have, can reach out in all directions and draw moisture and plant food with every one of these roots. Can a tree do this that hasn't such roots?



Root System We Grow Kind of Roots Usually Grown

Well rooted trees will not only live better and grow better, but this root system will cause them to bear earlier and produce more nuts. A well rooted pecan tree should be twice as large in five years' time as a poorly rooted tree like those grown by 90 per cent of the nurseries. Think of what this will be worth to you. The trees on the right of the picture were grown by other nurseries. Aren't these trees like the ones you have been buying? A tree with this kind of root cannot draw moisture or plant food except from that soil which comes in contact with the few little lateral roots.

A tree with practically no lateral roots, as shown in right of picture, and like those that are almost always sold, in most cases does not live; and those that do live cannot make satisfactory growth, because they cannot draw sufficient amount of moisture and plant food.

The kind of trees you buy for your grove is its foundation and your future success depends on the quality of trees you set out. Don't fail to buy the best and start right. Remember the root system is the life of a tree and will determine that tree's value. We guarantee to furnish the best pecan trees grown.

**WE ARE RESPONSIBLE FOR OUR TREES**

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 we 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.

Shreveport, La., June 28, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:—The Pecan trees purchased from you had a perfect root system, and practically every one put out the following spring. I consider your trees the best planting stock I ever saw.

My business relations with your firm have been perfectly satisfactory in every respect, having bought something like \$15,000 worth of pecan trees from you in the past two years.

Hoping your business continues to grow, I am as ever,  
Yours truly,  
G. T. SHAW, Planter.



This picture shows our grafting crew. We employ from 25 to 75 men in our Nurseries at Arp and Tyler. The greater portion of these men are trained in this line of work, and this enables us to give our customers better trees and better service. 300,000 to 400,000 trees will be grafted and budded in the spring of 1925 by this crew.

**DIGGING AND PACKING TREES FOR SHIPMENT**

Our pecan trees have been carefully grown, so as to produce all the lateral roots that we can. In order that you may get the best results from our trees, we have each tree dug with a shovel by a careful man, so that these roots will be left on the tree 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 the full order has been dug, they are pulled up and brought to the packing shed, packed with shingle tow, sawdust, hay and moss, then well wrapped with new burlap and securely tied. After being well wrapped we dip them in water to insure their reaching our customers in good condition.

**OUR GUARANTEE**

We absolutely guarantee every pecan tree that we sell to be high-grade, first class stock in every way and to have the best lateral root system grown in the world. If our trees are not as represented you may return them and your money will be cheerfully refunded. Doesn't this guarantee your getting good trees if any at all?

**SOME OF OUR THREE MONTHS 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 are three months old and the root system is at this time only 15 months old.

NOTICE WHAT A FINE LATERAL OR SIDE ROOT SYSTEM THE 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.

**SUITABLE SOIL FOR PECANS**

Pecan trees will come nearer growing anywhere 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 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 on any other kind these days, and they are getting splendid results. 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 be 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.

**THE COST OF A PECAN GROVE IS SMALL**

There should be only fifteen to twenty trees planted to the acre, and 100 trees will set from 5 to 7 acres. LOOK AT OUR PRICE LIST AND FIGURE FOR YOURSELF. \$12.00 to \$30.00 will set an acre.

WE DESIRE TO HAVE ALL THE PATRONS WE MAY OBTAIN BY FAIR DEALING—AND OUR PURPOSE IS ALWAYS TO TREAT OUR PATRONS THAT THEY WILL ALWAYS BE OUR FRIENDS.

OLD AGE IS COMING—HAVE YOU ARRANGED TO PROTECT YOURSELF AND FAMILY WHEN IT COMES?

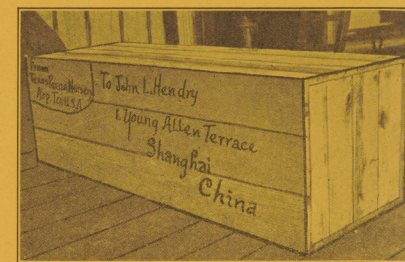
The majority of people can set a 5 or 10 acre grove, or have it set, in their younger days, so when old age creeps up slowly, but surely, they can feel confident that they will not have to suffer from hunger and cold. Don't be a spendthrift. Perhaps today you are in the prime of life and enjoying a good salary, but it is all being spent. Why not play safe and save enough to make a good payment down on a nice little block of good pecan land and set it to pecans in the next few years, if you cannot do it now? When this grove begins to bear, you can build a nice comfortable home on the property or near it and have an independent living the rest of your days. If you are under sixty years of age, you had better investigate pecan growing.



Often Referred to as "THE MILLION DOLLAR PECAN GROVE," E. C. Butterfield, Manager, Winona, Smith Co., Texas

**FOREIGN SHIPMENTS**

We have not only built a large pecan business in the South, but have received orders and shipped trees into five foreign countries, as follows: Argentine Republic, Australia, Japan, Mexico, and China. All of these trees that we have a report on are living and growing fine.



The above picture shows a box of 50 Pecan Trees shipped to John L. Hendry, Shanghai, China. Because our trees live so well there is demand for them in several foreign countries. We have shipped our well-rooted trees almost around the world.

**EAST TEXAS PECAN TREES ARE BETTER ACCLIMATED**

Pecan trees grown in East Texas are better for all states west of the Mississippi River; 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 drouth-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 become accustomed to dry and freezing weather, which nature requires of a tree when set where these conditions exist. Trees grown in the coast sections cannot give you a decent root system. That kind of soil grows just a long tap root with but few lateral roots. This kind of tree cannot give satisfaction. THE ROOT SYSTEM OF OUR PECAN TREES IS THE BEST IN THE WORLD. 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 trees—come and see them.

**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 details in this folder. We shall be glad to furnish this information to any one desiring it.

**PICTURE OF TWO CARLOADS OF PECAN TREES BEING SHIPPED**



A shipment of two carloads of pecan trees going to a Louisiana plantation. 99 per cent of the trees began growing nicely. We can handle any size order—they do not get too large for us. We have over a million trees growing now. See our trees before buying—like this customer did—you will then buy from us.

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

Not how cheap, but how good; the quality will be remembered and appreciated long after the price is forgotten. We grow nothing but pecans, we study nothing but pecans—why shouldn't we grow the BEST pecan trees in the world? Of course you can buy trees like those shown on right of picture of comparison, for less money than we sell our trees for, but what are you getting? Our trees are the cheaper at twice their price. Let quality be first when you set your grove.

**Free Booklet On Pecan Growing**

WRITE FOR OUR 56-PAGE BOOKLET ON "HOW TO GROW PAPER SHELL PECANS." IT'S FREE.

**SEVENTEEN REASONS WHY ANYONE SHOULD SET A PAPER SHELL PECAN GROVE**

- 1 BECAUSE Pecan Growing offers the greatest returns on the smallest investment of anything you can put your money in.
- 2 BECAUSE there is no investment that will pay you so well and at the same time be safe for you as a pecan grove.
- 3 BECAUSE you can grow almost any kind of crop that you have been growing, and, at the same time, be developing a pecan grove that should, if cared for, pay you from 10 to 25 per cent on a valuation of \$1,000 per acre. Can you beat it? Remember you can make almost as much cotton, corn, or anything else that you may want to grow on the land, as you would, had you not set the trees.
- 4 BECAUSE while you are sleeping or looking after other interests, your pecan grove is increasing your wealth. Just give the trees reasonable care and they will do the rest.
- 5 BECAUSE a pecan grove is much better to have than life insurance. A pecan grove left to your estate will provide an income that will come in regularly and which will increase from year to year; but, if cash has been left, nine chances out of ten it will soon slip away and leave your loved ones dependent upon relatives or the world. You do not want this to happen, so provide a 5, 10 or 100 acre pecan grove.
- 6 BECAUSE you can put the same money required to keep up a \$2,000, twenty-year-pay life insurance policy and it will buy the pecan trees to set 80 acres. In 20 years you can cash out your policy for about \$1400; but if the pecan grove be set, you would have an 80-acre pecan grove that would average 10 years old. This grove should at least pay you ten per cent on a valuation of \$80,000, or \$8,000 per year. Think it out and see which proposition is the better. Cut it half in two—and then cut it half in two again. WHICH IS BETTER?
- 7 BECAUSE a pecan grove should live (if given reasonable care) to be 100 to 300 years old, and it will not only benefit you, but it will benefit the unborn generations for years to come.
- 8 BECAUSE pecans are the most healthful food of all the nut families; and, with our meat supply diminishing so rapidly, the pecan will some day be one of our staple foods.
- 9 BECAUSE you are not forced to sell your pecans the day, the week, nor the year you grow them; but by placing them in cold storage you can keep them fresh and good for months and months, or until the price suits you. You can ship them around the world if you like.
- 10 BECAUSE pecans can be grown almost anywhere in the South, and you are due to it yourself, your wife and to your children, to set at least enough pecan trees around your home that you may have all the large paper shell pecans you need for home use, if you more. A few trees around your home will, in many cases, go a long way toward paying the grocery bill.
- 11 BECAUSE they make the prettiest shade trees that are grown on earth; and, at the same time, are producing you a very valuable crop of nuts in addition.
- 12 BECAUSE our State Legislature has made the pecan tree our "State Tree" and has asked all who will to set pecan trees in preference to any others.
- 13 BECAUSE a well located pecan grove is much more valuable where cared for than an English walnut grove in California. But you can not buy a well cared for walnut grove for less than \$700 per acre at 10 years of age; and, in many cases, they will bring \$1000 to \$2000 per acre.
- 14 BECAUSE pecan meats will sell for a great deal more per pound than any other nuts. Five pounds of pecans, when shelled, are sold where there is one pound of English walnuts sold.
- 15 BECAUSE the United States imported from 1909 to 1919, 526,976,620 pounds of nuts, an average of over fifty million pounds per year. At 40c per pound, this would be more than \$20,000,000 per year. Why not keep this money at home?
- 16 BECAUSE the cost of a pecan grove is small. You should only set from 12 to 20 trees to the acre. When large quantities and small trees are used they can be set at a per-acre cost of from \$10.00 to \$40.00. This small investment can be made to grow to be worth \$1,000 per acre if cared for, provided the right land is selected, good trees used and proper cultivation given.
- 17 BECAUSE you can grow a pecan grove while you are growing other crops and can scarcely miss the time, land, or money. Give nature a chance to help take care of you and your family.

**TIME TO SET OUT PECAN TREES**

The time to begin setting pecan trees is about Nov. 10th, as by that time we have usually 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. 10th 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.

**PLACE YOUR ORDERS EARLY**

Place your order early and you will come much nearer getting the sizes and varieties that you want. Set your trees in November or December and you will likely get a better growth the next season. Don't delay, but place your order now.



The above picture shows some one-year old pecan trees. This land is thin, and will not make more than one-third of a bale of cotton per acre, however, from 1 to 3 pounds of fertilizer has been used per acre. PROTECT YOURSELF FOR OLD AGE BY SETTING 5, 10 OR 25 ACRES TO PAPER SHELL PECANS.



# The Superior Root System of Our Pecan Trees Has Made Our Nursery Famous Around The World

## TERMS AND FACTS ABOUT SHIPMENTS

**CASH MUST ACCOMPANY** all orders for immediate shipment. Send check or Money Order. If C. O. D. shipments are wanted, send 25 per cent with your order and we will ship, the balance C. O. D.

**WE DO NOT REQUIRE** a deposit on orders booked before Nov 1st, but on that date, require a payment of 25 per cent and balance when trees are to be shipped. If trees are to be held for shipment after Jan. 1st., we require another 25 per cent, which makes 50 per cent paid on your order, and trees will be retained and shipment made upon your remittance of the balance of 50 per cent.

**BY DOING A STRICTLY CASH BUSINESS,** we save losses on collections and the expense of book-keeping, and this enables us to make the **LOW PRICE** we do on our **HIGH GRADE, WELL-ROOTED** trees.

**NO EXTRA CHARGES** for packing or drayage on U. S. shipments. Extra charges on foreign shipments.

**NO SHIPMENTS** can be made by Parcel Post, as our trees with the roots are too long to be accepted when properly packed.

**ALL LOCAL SHIPMENTS** are made by Express, as we do not consider it safe to ship by local freight.

**CAR LOAD SHIPMENTS** can be made by fast freight in A. R. T. cars. These can be closed, which will prevent freezing.

**QUICK SERVICE**—We use from 25 to 50 men in the digging season, so we can give you quick service.

**WEATHER CONDITIONS**—Our shipping department pays very close attention to weather conditions, and if we feel that it will not be to the best interest of our customers, on account of an anticipated freeze, to make immediate shipment, we hold up the shipment until weather conditions are better.

**ALL TREES ARE DUG FRESH** from the nursery and shipped to you immediately. They should reach you in from 24 to 48 hours after being dug and packed.

## PLEASE READ EXTRA SHEET ATTACHED TO THIS FOLDER

Perhaps you are not acquainted with our nursery or the Splendid Lateral Root System we are growing, and as we have the space in this Folder to print only a few letters from customers or recommendations from our local Banks, etc., we are having a special sheet printed, giving a number of letters from customers, also statements from our home banks and Chamber of Commerce. Investigate our nursery from any source you like. You will find that we stand for a fair, square deal.

## THOROUGHbred PECAN TREES

All of the buds and grafts that we use are cut from **BEARING TREES** and the majority are taken from trees that are from 12 to 20 years old. A large portion (about 50,000) of our Success buds come from a grove which has produced over 100 pounds of nuts per tree in a single year. These buds cost us twice as much as we can buy the same variety for elsewhere. **THE BEST IS NONE TOO GOOD FOR OUR CUSTOMERS.**

## INCREASED THE VALUE OF 40 ACRES \$8,500.00 IN A SHORT TIME

Marble Falls, Texas, July 1, 1924  
Texas Pecan Nursery, Tyler, Texas.

Gentlemen:—The 100 trees I bought from you are all living but two and are doing fine. This year I find a few pecans on the trees bought from you three years ago. It may interest you to know that I refused \$10,000.00 a few days ago for 40 acres on which I have planted 300 pecan trees (mostly from your nursery) and now from one to four years old. I bought the land a few years ago for \$1,500.00. My four-year old trees are about 12 feet high.

Yours truly,  
MAX GOETH.

## THE CITIZENS NATIONAL BANK Capital, Surplus and Profits Over \$700,000.00

Tyler, Texas, Sept. 8, 1924.

To Whom it May Concern:

We are acquainted with the financial condition of the Texas Pecan Nursery, and are glad to state that we have found them thoroughly reliable and responsible in every way.

The writer has set their trees several times and found their root system what they claim for it. These people are supposed to have the largest Pecan Nursery in the world today. We do not feel that anyone will be disappointed in buying Pecan Trees from them.

Very respectfully,  
GUS F. TAYLOR, President.

## REFERENCES:

R. G. Dunn & Co., or Bradstreet.  
Citizens National Bank, Tyler, Texas.  
Arp Guaranty State Bank, Arp, Texas.  
First National Bank, Troup, Texas.  
Troup State Bank, Troup, Texas.  
Chamber of Commerce, Tyler, Texas.  
Tyler Guaranty State Bank, Tyler, Texas.  
Peoples Guaranty State Bank, Tyler, Texas.

## ARP GUARANTY STATE BANK

Arp, Texas, Sept. 12, 1924.

To Whom It May Concern:

The Texas Pecan Nursery has been doing business with this Bank since they began their nursery business, which at first was very small. It is a pleasure to say that we have watched them grow and develop into what we believe to be the World's Largest Pecan Nursery.

The very superior lateral root system which they have learned to grow, and which characterizes every tree they send out, is, we believe, from 25 to 75 per cent better than is usually grown. This one feature of their trees has made their nursery famous through the Southwest, from every state of which section they enjoy a large and constantly growing patronage. They have shipped their trees to many other states in the Union and to the following foreign countries: Mexico, Argentin Republic, China, Australia and Japan.

In all our business relations with them thru these years, we have never heard of a dissatisfied customer, but every one seems to be well pleased.

Texas Pecan Nursery is very strong financially, and its owners, Messrs. R. W. Fair and W. V. Henson, are considered by all to be clean, honest, Christian gentlemen. We feel sure that any dealings had with them will be perfectly satisfactory.

Respectfully,  
J. R. SMITH, Cashier

## PRICE LIST

The prices on our well-rooted Pecan Trees are just as cheap as can be made, and at the same time give the customer the high-grade trees that we grow. It costs us a great deal more to grow trees with the splendid root system, like we have learned to grow on them, and like you will see illustrated elsewhere in this folder, than it would to grow the common long tap-rooted tree with very few lateral roots, like those grown by 90 per cent of other nurseries. Our trees are grown in the Southwest and are much better acclimated to the Southwest than Eastern grown trees.

If the saying that "THE BEST IS THE CHEAPEST" was ever true about anything, IT IS TRUE ABOUT PECAN TREES. Our trees are worth two to three times as much as the common coast-grown pecan trees. The trees you set are the foundation of your Grove. Are you going to start right?

Prices on Stuart, Delmas, Schley, Money Maker, Success and Pabst, F. O. B. Tyler and Arp, Texas:

TREES	Lots of	
	1 to 25	25 to 100
1 to 2 feet	\$.80	\$.70
2 to 3 feet	.90	.80
3 to 4 feet	1.00	.90
4 to 5 feet	1.25	1.15
5 to 6 feet	1.75	1.50
6 to 7 feet	2.50	2.00

If larger trees, or larger quantities are wanted, write for prices and state variety and size desired.

## SPECIAL PRICES ON OUR WESTERN VARIETIES BURKETT, HALBERT AND TEXAS PROLIFIC

Western varieties are hard to bud and graft, so they cost us twice as much per tree as the Eastern varieties do. Therefore, we are compelled to get the following prices on Burkett, Halbert and Texas Prolific, F. O. B. Tyler and Arp, Texas:

TREES	Lots of	
	1 to 99	100 or more
2 to 3 feet	\$1.25	\$1.15
3 to 4 feet	1.65	1.55
4 to 5 feet	2.00	1.90
5 to 6 feet	2.50	2.40

No extra charge for packing and burlaping shipments to points in the U. S. A. Extra charges on Foreign Shipments.

Mt. Pleasant, Texas, June 27, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:—This is to advise you that out of the 500 pecan trees that were purchased from you, 495 are living and the 5 that are dead are due to the operation of the salamanders.

Yours very truly,  
J. M. LOCKHART, Jr.,

of M. R. Lackhart & Co., Cotton, Dallas, Texas.

## FOR GENERAL NURSERY STOCK WRITE SOUTHLAND NURSERY CO. Incorporated Capital Stock \$30,000.00 TYLER, TEXAS

One of the Largest growers of Fruit Trees, Roses, Shrubs, Evergreens, etc., in Texas.

The above Nursery is composed of Fair's Peach Nursery, formerly of Arp, Texas, and owned by R. W. Fair and W. V. Henson, also Hudnall Brothers Nursery Company of Tyler. These two Nurseries consolidated and formed and incorporated the above Nursery. **WE, THE TEXAS PECAN NURSERY,** recommend the above Nursery, and assure you of a fair, square deal.

**VARIETIES**—We grow eight different varieties of Paper Shell Pecans which we consider, after careful study, to be the best tested varieties to be had.

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. 61 per cent meat.

PABST



The Pabst is a good size nut, will run from 45 to 50 to pound; shell average thickness, kernel usually plump, quality good, flavor sweet. The tree is a sturdy, thrifty grower, and productive. It does not bear as young as some varieties, but will begin bearing as early as the tree is ready to produce nuts. 50 per cent meat.

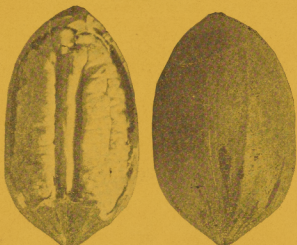
HALBERT



(Picture enlarged 20 per cent)

Young trees inclined to be crooked, but get straighter as the trees grow older. Very early and prolific bearer. Medium size nuts, very thin shell, excellent flavor. A good tree for black wax land. Should not be set in Mississippi, Louisiana, East Texas and East Oklahoma. 57 per cent meat.

DELMAS



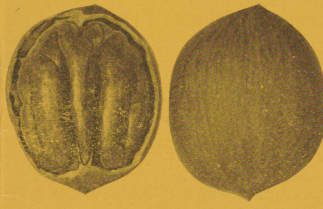
A very vigorous growing tree and heavy bearer with splendid foliage, large nuts, 40 to 50 will make a pound. 55 per cent meat.

SUCCESS



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 almost ten days later than the Stuart, and is gaining prominence fast. 57 per cent meat.

BURKETT



Originated by J. H. Burkett at Clyde, Texas; one of the very best varieties for West Texas. People in that section are setting more of the Burkett than of any other variety. Medium size, fills well, good flavor and prolific. 60 per cent meat.

STUART



The Stuart comes nearer being suited to all sections of the country and all soils than any other variety. A large nut, fills well, medium to heavy bearer. A hardy fast growing tree. One of the earliest ripening of all large standard pecans. 48 per cent meat.



## TWENTY-TWO REASONS WHY YOU SHOULD BUY PECAN TREES FROM US

1. BECAUSE we have learned how to grow the best rooted and best developed Paper Shell Pecan trees grown in the World.
2. BECAUSE we select the best soil that can be found, in order to make our trees develop a good lateral root system, which makes them live and grow.
3. BECAUSE we use the best seed nuts for planting purposes, in order that good, thrifty seedlings may be produced to bud and graft on.
4. BECAUSE we give our trees good, careful cultivation and use enough fertilizer to make good, thrifty, healthy trees; and then bud only the best.
5. BECAUSE we guarantee our Pecan Trees to have the best Lateral Root System that is grown in the United States.
6. BECAUSE a good lateral root system is the LIFE AND MAKING of a pecan tree, and the more lateral roots a tree has, the more feed roots it will have, and the more feed roots a tree has, the more plant food and moisture it can gather, and of course the more plant food and moisture a tree can get the better it will live and grow. Don't you believe it will pay you to buy well rooted trees? Have the trees you have been buying had good roots? Did they live?
7. BECAUSE all of our trees are DUG FRESH FROM THE NURSERY. Each tree is dug separately, with a long handle shovel, in order to preserve its excellent roots.
8. BECAUSE special care is given in handling our trees in order to keep them moist from the time they are dug until they are packed and delivered to our customers.
9. BECAUSE 90 to 100 per cent of our well rooted, carefully handled Pecan Trees will live and grow if given reasonable care.
10. BECAUSE our trees can reach almost any point in from 24 to 48 hours, and with our careful handling and packing, will reach you moist and in first class shape.
11. BECAUSE we are growing the LARGEST STOCK of pecan nursery trees that is grown in the world today. We can fill your order, no matter how large, if it is placed with us in time.
12. BECAUSE we grow all the leading varieties that are best adapted to the states west of the Mississippi River. A special study has been made by us as to where certain varieties will do best, and when you buy from us you get this information.
13. BECAUSE our nursery is thoroughly reliable and we will be glad to furnish the best of references, both as to our moral and financial standing. You take no risk in doing business with us.
14. BECAUSE we sell direct to you, and save you the middle-man's profit. When your trees come direct from us you know just where they were grown and whom to consult about them in the future.
15. BECAUSE in every case you will get trees that have been grown by us and not trees that have been grown a THOUSAND MILES AWAY and that are wholly unacclimated to the states west of the Mississippi River. 90 per cent of the Eastern and Coast grown trees have only a long tap root, with but few lateral or side roots, and as the root system is the foundation and making of a tree, why shouldn't any thinking man buy well rooted trees? See the picture and description of our root system.
16. BECAUSE 90 per cent of the trees sold by general nurseries and their agents are bought from the East and Coast country. In the first place they haven't the roots as stated above, and then too, they have to be dug, packed and shipped a long distance which requires enough time to dry them out badly. They reach the nurseryman and are "heeled-out," later made up with other orders and shipped to the

agent to be delivered. After a few days the agent delivers them, and then the buyer usually lays them around a few hours or days, so consequently a large per cent of the trees are practically dead before they are ever set out. Is this the kind of pecan tree you want to buy? Tell your neighbors and friends to buy their pecan trees fresh from our nursery. Our trees are well rooted, dug fresh, packed well and can reach you in a few hours.

17. BECAUSE our pecan trees are better acclimated to all states west of the Mississippi River. Texas is noted for its changeable weather, so our trees have been toughened to hot weather, cold weather, dry weather, and wet weather, which will enable them to do best for you.
18. BECAUSE all of our trees are budded from large bearing trees, which insures early bearing.
19. BECAUSE we grow hundreds of thousands of seedling trees, so we bud and graft only the best. The smaller trees and "runts" are cut out and burned. We burn more trees than lots of pecan nurseries grow. IT'S A FACT.
20. BECAUSE we use every effort to satisfy every customer. Satisfied customers have helped us build the largest Pecan Nursery Business in the World today.
21. BECAUSE the Express rate from our nursery in either local or car-lot shipment will be much less than on trees grown east of the Mississippi River. Cheaper express means quicker deliveries. Quicker deliveries mean getting your trees in better condition. Don't forget this.
22. BECAUSE we absolutely guarantee every pecan tree that we sell to be high-grade, first class stock in every way and to have the best lateral root system grown in the world. If our trees are not as represented, you may return them and your money will be cheerfully refunded. Doesn't this guarantee your getting good trees if any at all?

## LOOKING DOWN THE ROWS OF OUR 30-MONTHS OLD TREES



This picture shows some of our 30-months' old nursery trees. You will notice a man standing down the row with his arm raised; he is not able to reach the top of the trees.





Above you will see our Mr. Fair standing under a 5-year old Burkett Pecan tree. This tree is about 17 feet high and has a spread of about 20 feet. This is the third year this tree has produced nuts. A 10-acre Pecan Grove with trees as good as this one at five years old would be worth from \$350.00 to \$500.00 per acre, if the statement of noted pecan men is true—and we believe it is.



You will see in the above picture several members of the State Horticultural Society, which met in our city in August, inspecting a portion of our 100-acre pecan nursery. Several of these gentlemen said they had never realized that there were as many pecan trees growing in the entire State as we showed them in our nursery.

Come and see our nursery and you will also be surprised; then buy a few of our well-rooted trees and you will be surprised again at the growth you will get.





62.83

1924

LIBRARY  
RECEIVED  
★ 0671-1-1924 ★  
U. S. Department of Agriculture.

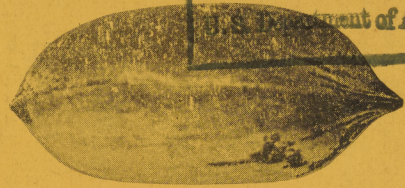
# Texas Pecan Nursery

R. W. FAIR, MANAGER  
TYLER, TEXAS  
(Formerly of Arp, Texas)



The Root System  
We Grow

Kind of Roots  
Usually Grown



*Mr. L. C. Corbett,  
Hort. Bureau Plant, Industry  
Washington, W. C.*

BY SETTING PECAN TREES YOU CAN MAKE YOUR  
LAND WORTH \$1,000.00 PER ACRE





# Read What Our Customers, Our Bankers, and Our Friends Say About Our Pecan Trees, Also Our Methods of Doing Business

## ARP GUARANTY STATE BANK

Arp, Texas, Sept. 12, 1923.  
To Whom It May Concern:

The Texas Pecan Nursery has been doing business with this Bank since they began their nursery business, which at first was very small. It is a pleasure to say that we have watched them grow and develop into what we believe to be the World's largest Pecan Nursery.

The very superior lateral root system which they originated, and which characterizes every tree they send out, is, we believe, from 25 to 75 per cent better than is usually grown. This one feature of their trees has made their nursery famous throughout the Southwest, from every state of which section they enjoy a large and constantly growing patronage. They have shipped their trees to many other states in the Union and to the following foreign countries: Mexico, Argentine Republic, China, Australia and Japan.

In all our business relations with them through these years, we have never heard of a dissatisfied customer, but every one seems to be well pleased.

Texas Pecan Nursery is very strong financially, and its owners, Messrs. R. W. Fair and W. V. Henson, are considered by all to be clean, honest, Christian gentlemen. We feel sure that any dealings had with them will be perfectly satisfactory.

Respectfully,  
J. R. SMITH, Cashier.

Hempstead, Texas, Sept. 22nd, 1923.  
Texas Pecan Nursery, Arp, Texas.  
Gentlemen:

I have 25 of your trees growing and they are as fine as can be. Some are about 14 feet high. The Halbert bore nuts the second year from planting. Several of the trees have nuts this year. I am boosting your nursery. Bought trees from other nurseries, most of them died and those that lived made very slow growth. Did not lose a one of your trees.

Yours truly,  
H. C. Barzack.

Llano, Texas, June 28th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

The trees bought of you, about two dozen, are all living and have all grown sprouts from six inches to three feet in length.

Yours very truly,  
A. D. DEATS.

Sulphur Bluff, Texas, July 15, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

My trees are looking better than any that I have seen. They are 7 years old and have tops enough to bear from 25 to 40 pounds of nuts to the tree. Out of 500 trees I only have one missing, so you see I have had good luck in getting them to live.

Respectfully,  
J. W. St. CLAIR.

In conversation with our Mr. Fair, Mr. St. Clair, stated that he had spent \$300.00 looking over other groves and trees and that he had the nicest trees to their age of any that he had seen.

Corsicana, Texas, July 5th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

Of the 153 trees I received, four were planted here in town and all are living,

## TEXAS PECAN NURSERY

Offices: TYLER, TEXAS

Satisfied Customers Have Made Our Pecan Nursery One of the Largest in the World Today

Nurseries: Arp and Tyler

149 were planted at the farm and all but two seem to be doing fine and they seem to be alive but not growing.

I was absolutely surprised at the root system you grow.

From your catalog, I, of course, had great expectations but being a little skeptical, I, of course, thought they would not look as good as on paper, but was greatly surprised.

Respectfully yours,  
ROBERT M. COOKSEY,  
With First National Bank.

Ft. Stockton, Texas, July 2nd, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Dear Sirs:

My trees are coming along very nicely and I am taking care of them under your

also paid a much higher price for his trees than I did. Your trees are much better and cost only one-half as much as the trees bought from agents.

Yours very truly,  
W. P. STOVALL,  
Star Route, 2.

Baird, Texas, April 29th, 1924.

Texas Pecan Nursery, Arp, Texas.

Gentlemen:

I wish to thank you for sending me such an excellent lot of trees. 100 per cent are growing and looking fine. The trees had the best lateral root system of any trees I have ever seen.

Yours very truly,  
C. V. JONES.

## CITIZENS NATIONAL BANK

Capital, Surplus and Profits Over  
\$700,000.00

TYLER, TEXAS

September 8th, 1923.

To Whom It May Concern:

We are acquainted with the financial condition of the Texas Pecan Nursery of Arp, Texas, and are glad to state that we have found them thoroughly reliable and responsible in every way.

The writer has set their trees several times and found their root system what they claim for it. These people are supposed to have the largest Pecan Nursery in the world today. We do not feel that anyone will be disappointed in buying Pecan trees from them.

Very respectfully,  
GUS. F. TAYLOR, Pres.

instructions. Your trees are good and should do best anywhere if they are taken care of, as they have the best root system I have ever seen on any Pecan trees. I am,

Very sincerely yours,  
DAN BIHL.

Wichita Falls, Texas, June 28th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

Received my Pecan trees in fine shape and they are the finest I ever saw. Am sure you will receive orders from some of my neighbors that saw what a wonderful root system your trees have. I have these trees where I can furnish them plenty of water.

Yours very truly,  
E. C. COTTERLY.

Lamesa, Texas, Aug. 29th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

Am glad to say that every Pecan tree bought from you last season is living and growing fine. I think my trees will be an advertisement for your nursery in this section. My neighbor put out two lot of trees that he bought from agents, the same time I bought from you and he hasn't a single tree living today. He

Senate Chamber, Austin, Texas.

To Whom This May Come: Greetings:—

Pluck, ability, honesty, sincerity, concentration of high ideals coupled with technical study and practical experimenting with different species of Pecan has made The Texas Pecan Nursery the largest Pecan Nursery in the entire world.

Indeed, Tyler, Smith County and Texas as a whole, congratulate R. W. Fair and W. V. Henson, on building such an institution for the betterment of Texas and our nation. To these two enterprising gentlemen, above all others, can be accredited the awakening as to the possibilities of the Pecan business of our Nation.

Very sincerely yours,  
THOMAS G. POLLARD,  
Senator 7th, Dist. of Texas.

Jean, Texas, Aug. 30th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Dear Sirs:

I am writing you in regard to the Pecan trees I ordered from you last winter. They are certainly doing fine and especially the Halbert which set a few nuts this year. The trees that I bought from you last year have also set some nuts this season. I hope to set more of your trees in the near future.

Yours very truly,  
J. W. BISHOP.

Schulenburg, Texas, Aug. 29th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

I am certainly well pleased with the results I am getting from your Pecan trees. You will remember that I placed my order rather late but they are coming up to my most optimistic expectations. I believe you have perfected a root system that will insure a growth of 100 per cent of your trees if they receive proper care and attention when setting them out. I will assure you that I will place another order for more trees this fall.

Respectfully yours,  
ERNST OLLE.

## CHAMBER OF COMMERCE TYLER, TEXAS

Aug. 18th, 1924.

To Whom It May Concern:

As president of the Tyler Chamber of Commerce, it gives me pleasure to say for the TEXAS PECAN NURSERY COMPANY of Tyler and Arp, Texas, that the same is managed by R. W. Fair and owned by Mr. Fair and W. V. Henson, and that we recommend to you as being entirely reliable and responsible, both of these gentlemen.

The business organized by Messrs. Fair and Henson has grown from one of very small proportions only a few years ago to one standing first in the world in its line—that of a Pecan Nursery, and it has been by honest effort, through work and fair dealing that this success has been achieved.

Further, let us say that we believe the Pecan industry is a coming one in this state and that no one interested can afford to overlook the opportunity of consulting the gentlemen whose names are mentioned above and dealing with their firm.

Very respectfully,  
R. B. STILL, President.

Phoenix, Ariz., April 3rd, 1924.

Texas Pecan Nursery, Arp, Texas.

Gentlemen:

One hundred per cent of the Pecan trees you sent me this winter are leafed out and going strong.

Very truly yours,  
D. A. GILCHRIST.

Phoenix, Ariz., July 16th, 1924.  
Texas Pecan Nursery, Tyler, Texas.

Gentlemen:

Your letter of June 26th received, and in regard to your trees, will say they have so far proved all O. K. I have not lost a one. One died back but is coming out at the ground. Trees in this section should be shaded, the first year, from the afternoon sun, as we have a much hotter climate than you have.

Yours very truly,  
E. P. PERRY.

Ozark, Ark., June 27th, 1924.  
Texas Pecan Nursery, Tyler, Texas.

Gentlemen:

Right now I have 99 trees growing. I am not going to get discouraged if I lose some during the first year but am going to try to keep the 99. Think the 100th one came out but died.

Yours very truly,  
JNO. T. DONNELL, Proprietor.  
Ozark Lumber Company.

Abilene, Texas, July 27th, 1924.  
Texas Pecan Nursery, Tyler, Texas.

Sirs:

The Pecan trees ordered from you last fall are all living and growing fine. Am well pleased.

Respectfully,  
H. M. McBEATH.

## REFERENCES:

R. G. Dunn & Co., or Bradstreet.  
Citizens National Bank, Tyler, Texas.  
Arp Guaranty State Bank, Arp, Texas.  
Troup State Bank, Troup, Texas.  
First National Bank, Troup, Texas.  
Col. P. L. Downs, Temple, Texas.  
Chamber of Commerce, Tyler, Texas.



Durant, Okla., June 27th, 1924.  
Texas Pecan Nursery, Tyler, Texas.  
Gentlemen:

The Pecan trees that I bought from you some time back were planted according to your instructions and are all growing nicely.

Very respectfully,  
C. J. GREEN, M. D.

Batesville, Ark., May 23rd, 1924.  
Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
The 11 Pecan trees bought of you two years ago are doing extra fine. More than half of the trees are in full bloom and have lots of branches more than a yard long.

Yours very truly,  
J. F. BARNETT.

San Marcos, Texas, July 26th, 1924.  
Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
Three years ago this fall, I ordered three Pecan trees of you. All grew off nicely. The Halbert had good many Pecans last year. The Stuart and Halbert each have nuts this year.

Am very proud of my trees.  
Yours very truly,  
MISS B. MALONE.

CUT ON THIS LINE

## ORDER BLANK

ADDRESS ALL ORDERS TO

# TEXAS PECAN NURSERY

NURSERIES at TYLER and ARP, TEXAS

TYLER, TEXAS

Office at TYLER, ONLY

Date Ordered \_\_\_\_\_ 192\_\_\_\_\_

Your Name \_\_\_\_\_ Write Plainly

Post Office \_\_\_\_\_

Street Address \_\_\_\_\_ County of \_\_\_\_\_ State \_\_\_\_\_

Express Office (If Different from Postoffice) \_\_\_\_\_

Should we be out of varieties ordered, shall we substitute? ("yes" or "no")

Date to be Shipped \_\_\_\_\_

Amount Enclosed \_\_\_\_\_

No orders received for less than five Dollars

No. Trees	VARIETIES	HEIGHT	PRICE	TOTAL
	Stuart			
	Delmas			
	Pabst			
	Success			
	Schley			
	Money Maker			

### SPECIAL PRICED TREES

	Burkett			
	Halbert			
	Texas Prolific			

TOTAL \$ \_\_\_\_\_

Don't address any Mail to Arp, Texas, as our Office is at Tyler from now on

### NUT PUBLICATIONS AND INFORMATION

If you want to know more about Pecan Growing, subscribe for the Pioneer Pecan Press, \$1.50 per year. San Saba, Texas.

American Nut Journal, \$2.00 per year 39 State Street, Rochester, N. Y.

Join the Texas Pecan Growers Association if you want to get some good, reliable information on Pecan growing. Membership fees, \$2.00. OSCAR S. GRAY, Sec. Waxahachie, Texas.

Galveston, Texas, July 4th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
A few years back, I bought a Stuart Pecan tree from you and want to report that it is doing fine. It has bloomed several times but this is the first year it has borne. There is about 60 nuts on it now, some of which are almost an inch long. This purchase was made while you were at Arp.

Very truly yours,  
V. E. AUSTIN,  
Ave. D, care Austin & Co.,  
307- 22nd Street.

Lampasas, Texas, June 29th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
I am pleased to advise that the 9 Pecan trees ordered from you are all living and with one exception are growing nicely.

I am well pleased with the lot.  
Yours very truly,  
DAN CULVER.

Wharton, Texas, July 15th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
Beg to advise that all the trees I purchased from you last fall are living and doing fine.

Yours very truly,  
J. P. TAYLOR.

San Antonio, Texas, June 30th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
The trees shipped us the past season were all well rooted, all are living and growing nicely. We are very proud of them.

Yours very truly,  
Box 319. Mr. and Mrs. J. E. HARLOW.

### COMBINATION ORCHARD CO., WINONA, TEXAS

Aug. 24th, 1924.

To Whom It May Concern:

I am pleased to have the opportunity here to say that I have known the owners of the Texas Pecan Nursery for several years and have done several thousand dollars worth of business with them. I have always found them to be first-class gentlemen with a high regard for fairness in a business deal.

These gentlemen are giving their entire time to the study of Pecan growing and can advise any one interested in Pecan grove development or individual tree planting. I unhesitatingly recommend the Texas Pecan Nursery to any one who expects to grow Pecans. They grow first-class trees, they are making a study of the Pecan business and are qualified to answer your questions in that line. My dealings with them have been very pleasant.

Yours very truly,  
E. C. BUTTERFIELD, Mgr.

Tyler, Texas, July 18th, 1924.

Texas Pecan Nursery, City.

Gentlemen:  
Wish to advise that I put out 208 of your 4 to 5 ft. Delmas and Stuart trees, two miles south of Pittsburg last December and all except one has lived and put out well. Some of them have limbs more than a foot long now. The one that has not put out is still green. The trees set 4 and 5 years ago have a good many nuts this year and had a few last year.

Yours very truly,  
J. E. STATHAM.

Ft. Worth, Texas, June 27th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
I bought from you in the fall of 1923, some Pecan trees and it may be a little too early to crow about the growth of these trees but I will frankly admit they are the talk of the neighborhood who laughed at the idea of my planting trees among rocks.

I am thoroughly satisfied.  
Yours very truly,  
A. A. HATCHER.

Oakville, Texas, June 9th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
The eight Pecan trees ordered from you last winter are growing fine.  
Yours respectfully,  
I. HINTON.

Tyler, Texas, Aug. 30th, 1924.

To Whom It May Concern:

The Texas Pecan Nursery has become one of the leading industries of East Texas under the capable management of Messrs. R. W. Fair, Manager, and W. V. Henson, Asst. Manager. It has been my privilege to know these gentlemen for a number of years and I attribute the phenomenal success which has attended this industry to the honest methods employed in the conduct of the business of same.

Mr. Fair is also one of the officers of this bank and I heartily recommend him, also Mr. Henson, as being high tone, christian gentlemen whose business dealings are always conducted on the highest plane.

Respectfully yours,  
S. L. WATTS,  
President Tyler Guaranty State Bank.

Refugio, Texas, July 29th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
We cannot praise your trees too much as we have all of ours growing. They look good to me. Only wish I had ten times as many set out. Our dealings have been very pleasant and any time that I can speak a good word for you people, will gladly do so.

Yours very truly,  
JAS. S. KELLY.

Bishop, Texas, June 27th, 1924.

Texas Pecan Nursery, Tyler, Texas.

Gentlemen:  
I have some Pecan trees bought of you in the spring of 1923 and two in the fall of 1923 and there is only one thing wrong with the first trees bought, that is they are growing so fast I have to keep the limbs tied up to prevent breaking. My new ones have put out and think they will do equally as well.

With best wishes, I am,  
Yours very truly,  
J. D. HOWARD.

San Angelo, Texas, Jan. 12th, 1924.

Gentlemen:  
If you remember, two years ago, I bought 15 Pecan trees from you, 9 to 12 feet high. Every one of these trees lived and I gathered nearly a bushel of Pecans from them this fall and which had been set less than two years. I want 40 more of your best selection.

Yours very truly,  
St. Angelus Hotel,  
C. C. McBurnett, Prop.

### PEOPLES GUARANTY STATE BANK, TYLER, TEXAS

Aug. 14th, 1924.

To Whom It May Concern:

We take pleasure in commending to you the Texas Pecan Nursery of this city, formerly of Arp, Texas, as one of the most progressive, reliable concerns in this section of the state.

We are personally acquainted with the personnel of this concern. Mr. R. W. Fair, its President, and Mr. W. V. Henson, Secretary-Treasurer. They are both high-class, honorable, Christian gentlemen, thoroughly experienced in the nursery business, and we can commend them to you in the very highest terms, knowing that each and every individual or firm dealing with them will be dealt with honestly and squarely, as is their motto. We can truthfully say that we have never heard of a complaint against them from any source.

Respectfully,  
J. M. STEPHENS, Cashier.