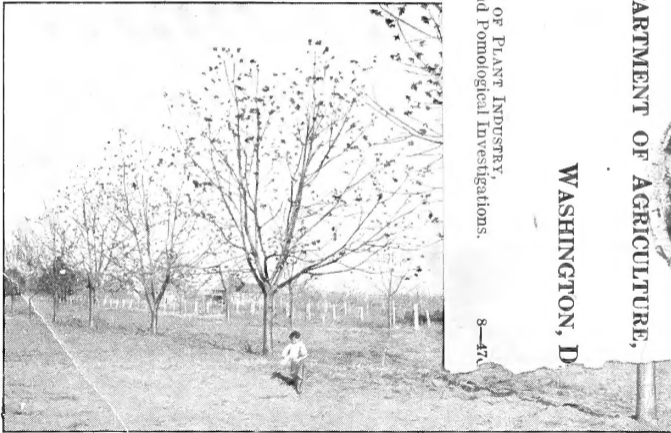


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52,23  
The Life-Save  
in Lean Year



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# Sometimes the Nursery Row Spells Failure or Success

It makes every difference in the world how trees are treated in the nursery. If they have been crowded or neglected at this critical stage of their existence, no subsequent care can make them normal, no matter how much you fertilize and cultivate them.

Here at Harlan Farms Nursery we realize the great importance of our task. Every tree in our nursery is helped along by cultivation and the most careful attention.

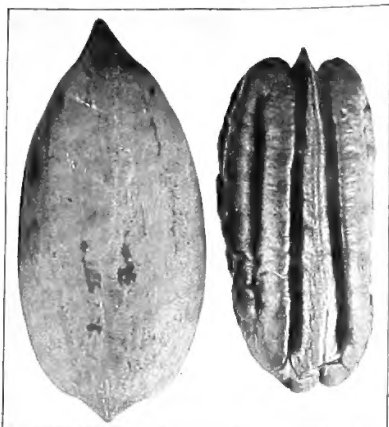
You take no chance with Harlan Farms Nursery Pecan trees. Plant them right, and treat them right, and they'll grow and thrive for you. Our care guarantees that they're in good shape when you get them.



**Healthy, clean and vigorous growth—no inferior stock shipped by us**



# Here Are the Best Pecans You Can Plant!



## Schley Is a Winner

If you were to ask prominent Pecan growers to name their four most profitable varieties, Schley would be in almost every list. No other variety surpasses Schley in quality, and few are able to equal its possibilities for profit. It produces good-sized nuts, with thin, brittle shells which are easily broken and separated from the kernels. Their season is early and the nuts can be shipped to market when prices are high.

The light brown kernels are quite smooth and plump—practically free from wrinkles. Because of their regularity of form, they are in great demand for candies. The flavor is excellent.

## Pecans for Shade

Because of abundant foliage and long life, Pecan trees are frequently planted for shade. They possess all the advantages of maples and oaks, and in addition furnish an abundant crop of nuts each fall.

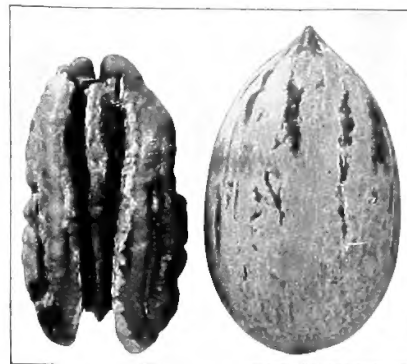
A well-grown Pecan is quite likely to yield more than a hundred pounds of nuts each season. Do you prefer a tree which gives shade alone, or one which furnishes shade and a crop worth from \$40 to more than \$100? Plant Pecans and gain shade and profit at the same time.

## VARIETIES ARE IMPORTANT

We consider **Stuart** and **Schley** the very best varieties of Pecans that can be obtained. They have been tested throughout the entire South and in every locality have demonstrated their superiority.

**Success** is, we think, as good; the flavor is not inferior and the nut is shapely and attractive. In some sections it seems to bear better crops than the other varieties. Success has not been grown by us as long as Schley and Stuart, but we believe it is a comer.

If you are in doubt concerning which sorts to plant, write to us and we shall be glad to advise you. Certain varieties seem a bit more successful in some localities than in others, and we shall be happy to help you make a wise choice.



## Stuart Brings Top Prices

**Stuart** has a slightly larger, more irregularly formed kernel than Schley. The meats are plump and full, with a rich, sweet flavor. The shell is brittle, fairly thin, and cracks easily.

One of the chief advantages lies in the robustness of growth. No care is required beyond ordinary cultivation and an occasional dressing of fertilizer.

**Success.** A large, broad nut with good cracking qualities. The large kernel completely fills the shell; excellent flavor.

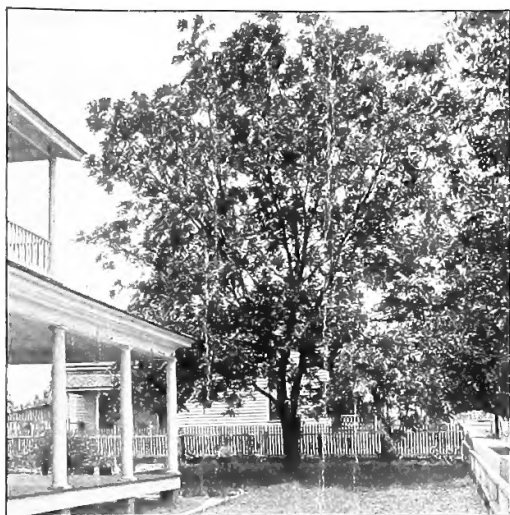
## How to Plant Pecans

Dig all holes before ordering trees. Make the holes 3 feet deep and 2 feet across. In ordinary soil, trees can be placed 50 to 60 feet apart; in extra-heavy soil place them 60 to 70 feet apart.

Cut off a fourth or more of the top from 4-foot trees. Larger trees should be cut back even more. Trim the ends of tap and side roots a bit and plant as soon as possible. See that the tree stands as low or lower than it stood in the nursery row. Mound up the soil about the trunk after planting. **This is extremely important.**

It pays to mix rich top soil and well-rotted manure <sup>around</sup> as the tree is planted. (Be sure manure is <sup>thoroughly</sup> rotted!)

Keep trees <sup>roughly</sup> ~~cut~~ <sup>pruned</sup> and see that their trunks are not bruised by singletrees; use a hoe, it pays.



This tree yields 150 to 300 pounds per annum

*Pecans aren't particular; any ordinary soil will develop splendid trees.*

# Something About Harlan Farms Nursery Pecan Trees

Every tree we sell is budded or grafted with scions from old trees of proven productiveness and reliability. That means that the right stuff is in them from the start. **Never plant a seedling Pecan tree**, for in nine cases out of ten the nuts will be small and inferior. The budded tree partakes of the characteristics of the parent scion; the seedling tree usually produces nuts the size of small marbles.

Equally important is the care received by the trees in the nursery. Unless the roots are kept moist from the time the tree is dug, the growth of the tree is certain to be retarded, and even more serious consequences may result.

In our nursery each tree, as soon as it is dug, is put back in the hole and covered with moist soil. Later, when the entire order has been dug, the trees are loaded into a wagon and wet moss is thrown about the roots, with a tarpaulin over all to give protection from sun and wind. Just as soon as they arrive at the packing-shed the trees are baled in wet moss, waterproof paper, and burlap.

**No trees are dug until an order for them has been received.** Most orders which arrive in the morning are shipped the afternoon of the same day. In

every case the trees are shipped the same day they are taken from the ground—sure to be fresh and healthy. Practically half of the failures of Pecan planting are due to carelessness in the nursery or by the planter in the field. **Pecan roots must not be permitted to dry.** We give you real protection in the nursery; if you do your share the trees are certain to succeed, and to produce regular profits for you year after year. Full planting instructions are sent with every order, giving detailed information about fertilizing and subsequent care of the trees. Be sure to have the holes dug before you order, for we ship promptly. Be careful to heed our planting instructions, then you can't go wrong!

Pecan roots must not be permitted to dry. Take the trees direct from the express office to the field and take out only one tree at a time from the bundle.

There are two distinct kinds of people in this world: those who live for the present only and those who live with an eye to the future. In the first class you can place those men who plant only grain or cotton crops from year to year. "Why plant trees?" they'll say. "Maybe I'll be gone before they show a profit." Needless to say this type of man is making very little money. He'll spend his life working only for today, when a little consideration of the years to come would make him independent.

Are you putting all your energy into today's effort, or are you investing for the future?

Do you have patience enough to wait ten years for big profits and then take life easy, or do you prefer to work hard as long as you live?

Would you prefer to leave your children a worth-while inheritance, or a barren acreage on which with hard work they scratch out a bare living?

## What Will You Have Tomorrow?

A Pecan grove will solve your financial worries in ten years. Ten acres, twenty acres—as many as you can conveniently spare—should be planted with our sturdy budded trees this season. Use filler crops if you wish; they will pay for the grove if given proper attention. But by all means plant Pecans this year. Each year you delay means another season of hard toil.

We do not exaggerate; ask the owner of any mature Pecan grove if it has not proved to be easy profit and if he says "No" it's because he doesn't want any more people in the business.

Think the matter over carefully; a little patience and a little plot of ground will put you on your feet for good.

Please use the order blank on the other side; it saves time and helps us.



"Profitable shade for the barnyard"

Wishing seldom produces results. Wishing for a Pecan grove won't bring one, but filling out the order blank on the other side of the sheet will!

# HARLAN FARMS NURSERY, LOCKHART, ALABAMA





# 10 ACRES OF PECANS—A FAT BANK-BOOK

Farming has its ups and downs like every other business; some years are extremely profitable and productive, other years may bring only slight returns. In the South, for many years, too much dependence was placed upon the cotton crop. If cotton was successful, well and good; if it failed, practically no profit resulted, and the work of the year was performed for naught.

Southern farmers are beginning to realize the mistake of this "all cotton" policy; diversification of crops proves infinitely more profitable, and serves to maintain a paying average each year. Although one crop may fail, others will succeed; seldom, if ever, are all the crops lost, and in lucky years all of them may be successful.

## Pecans Produce Regular Profits

Pecans are easily the most profitable crop a farmer can produce, when labor costs are taken into consideration. Once the trees have come into bearing they produce regularly each year, and the crop of nuts is but little affected by unfavorable weather conditions. Healthy, thrifty Pecan trees are very resistant to diseases of any kind. Once they have been planted the trees

need an occasional cultivation, and, of course, should be fertilized, but little other attention is required.

Quick results should not be expected from a Pecan grove. Ordinarily the trees bear three or four years after planting, but no regular paying crops need be expected until the eighth or tenth year. That's why the nuts will never be so plentiful that prices will drop; most people want quick returns—want to get their money back the same year.

## Foresighted People Plant Pecans

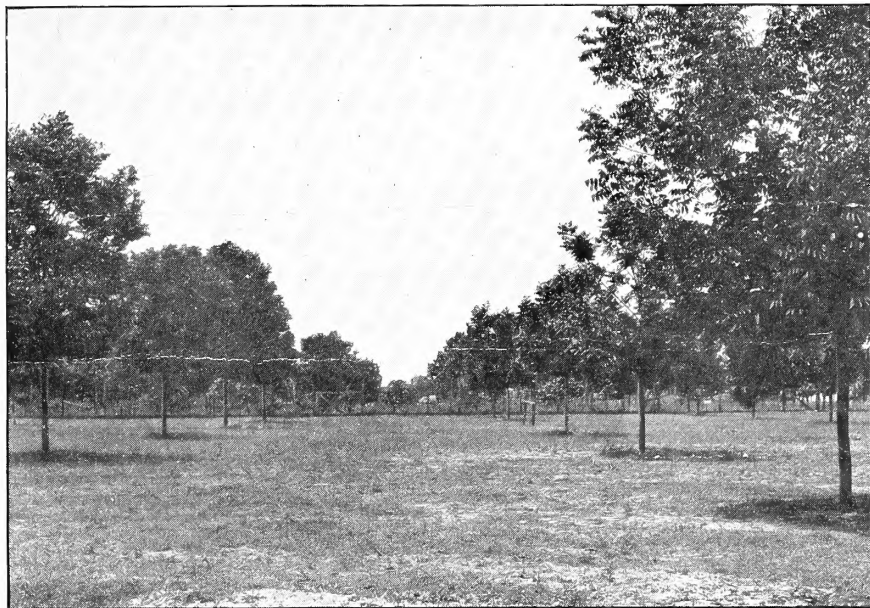
Yet a Pecan grove is an almost certain success; if our instructions are followed there is little chance of failure. In addition, the trees are extremely long-lived; they will bear for generations and produce exceedingly heavy profitable crops when they are sixty and seventy years old. Young men should plant them as an investment; older men should start groves for their children.

Every farm should contain at least ten acres of Pecans. Plant as much land as you can conveniently spare; in ten years you'll find the grove the most profitable portion of the farm, as Pecans bring in a regular profit each year.

## Look Ten Years Ahead

Is there anything else you can plant that will bring you corresponding profit? Fruit trees are moneymakers, but they require much more work and do not have so long a life. A ten-year-old peach tree is about finished; a fifteen-year Pecan tree is growing more profitable each year. Fruit trees require spraying, pruning, worming, and the crops must be picked when ripe or their value is lost. One or two people can gather the nuts of a large Pecan orchard with ease. There's no hurry, next week finds the crop just as good as this. There's no loss through shipments "received in bad order," no loss because of rainy periods or delays in shipment.

If you had your entire farm in Pecan grove at this time you would be making bigger profits than you have ever made. A Pecan grove is almost like money in the bank—the interest (or profit) keeps coming in year after year.



Grove of 6-year trees at Lockhart—located on poultry farm

# Filler Crops Pay For Your Pecan Grove

Newly planted Pecan trees do not take up much room, so naturally there is plenty of space for catch or filler crops. Pecans attain such great size when they mature that it is necessary to space them carefully when planting. In rich soil they should be set 50 to 60 feet apart; in heavier soils increase this distance to 60 or 75 feet.

Peaches, plums, figs, grapes, and strawberries are all well adapted for use as fillers, as well as ordinary field crops, since they bear without delay, and may be cultivated with the Pecans. Frequently such a crop will entirely return the cost of planting and caring for the Pecans and even pay a good profit besides. If filler trees are planted, say one between each two Pecans, there is little likelihood that they will be detrimental before the grove comes into profitable bearing.

## Cover Crops Add Fertility

Where temporary crops are not desired, cover crops should be planted and turned under. Cowpeas, vetch,

and the clovers, add greatly to the humus in the soil. Some farmers realize the great returns of Pecans but are not able to give up ten acres of good ground at this time. While your trees will develop best in a grove, where they can be properly and easily cultivated, they will grow well almost everywhere. One of the illustrations upon the other side shows how a Pecan grove was used as a chicken-yard. Chickens and hogs will not injure the trees, but cattle and horses should not be pastured in a young grove.

## Pecans Will Thrive Anywhere

Pecans may be planted along the roadside and in nooks and corners where nothing else can be attended to. You will be glad later when they come into bearing, for while they will not be so profitable as grove trees, they are well worth while when their cost is considered.

Can you afford to start a grove of Pecans? Better ask yourself "Can I afford not to?"

