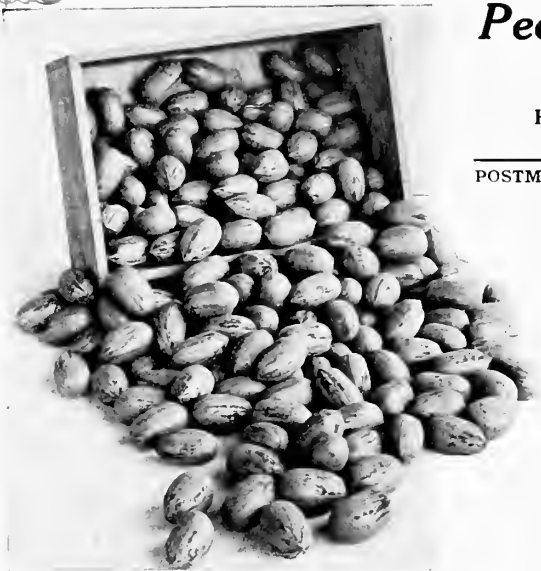


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Pecans for Old-Age Pensions

HARLAN FARMS NURSERY
Lockhart, Alabama

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BUREAU OF PLANT INDUSTRY,
Horticultural and Pemological Investigations.

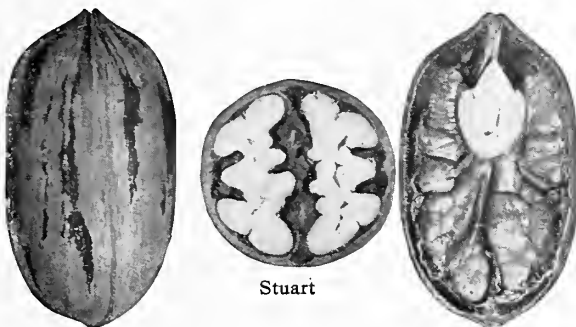
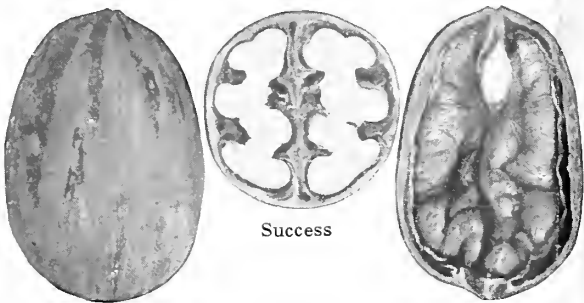
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These Profitable Pecans Should Be in Every Orchard

NELSON. This nut is extremely large, possibly the largest of all, with some specimens weighing nearly an ounce. The shell is medium thin, quality fair, but requires a rich soil to fill properly. The tree is a rapid grower, comes into bearing early, and produces a heavy crop. Nelson is especially recommended for planting throughout the grove for pollenizing other varieties.

SUCCESS is noted for its good flavor and easy cracking qualities, its resistance to scab and the early bearing and prolific habits of the unusually beautiful trees which are very symmetrical in outline. Every order should call for some Success trees. It is a good pollenizer.

The importance of cross pollination in insuring abundant yearly crops is recognized by all authorities. Mixed orchards bear better than orchards of one variety.

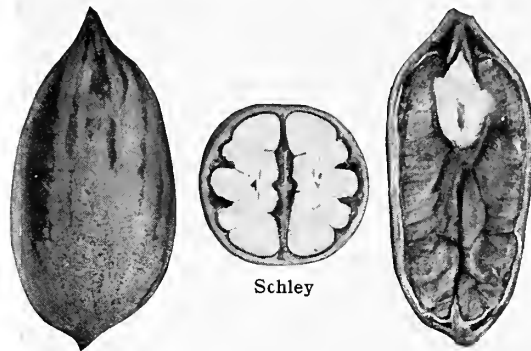


MONEY-MAKER. A variety recommended for all sections. The tree is a sure cropper and bears heavy loads of nuts. The shell is not quite so thin as that of Schley or Stuart, but can be cracked without difficulty. The color is a light yellowish brown with a few purple-brown marks at the apex. Very profitable.

SCHLEY. The nut has a thin, brittle shell, which is readily broken and easily separated from the meat. The light brown kernel is plump, quite free from wrinkles, and possesses a splendid taste. Because of its large size and its regularity of shape, this variety is in great demand by candy-makers and is popular for table use for the same reasons. Schley should be in every grove; it insures profit for the commercial grower and guarantees a good supply of nuts for home use.

STUART has a larger kernel than Schley, and so makes a fast-selling nut for table use and readily brings good prices at all times. The shell is thin and easily cracked; the kernels are always plump and richly flavored. The growth of the trees is remarkably vigorous; no care is required, besides ordinary cultivation and fertilization, to gain bumper crops of nuts.

We recommend that all Pecan planters join the National Pecan Growers Association. The dues are only \$2 per year, and membership entitles you to one copy of the minutes of the annual meetings. This alone is worth a great deal more than the cost of membership. We do not know of any information concerning Pecan problems that is more valuable than is found in the minutes. Send check to J. Lloyd Abbot, Secretary, Spring Hill, Ala.



Pecan Market Not Yet Developed

At present, most nut-buyers are acquainted with seedling Pecans only, but every year more people are learning about and demanding the large, thin-shelled, well-flavored varieties. Buyers in many parts of the country have never seen these finer varieties so that it will be years before our home market is adequately developed. In 1919 there were imported into the United States 24,854,000 pounds of almonds and 31,891,000 pounds of walnuts, and it is estimated that some 20,000,000 pounds of Pecans were produced in the southern states that same year. This gives an idea of the tremendous quantity of nuts used in a single year, and the surface of the market has only been scratched. For many uses Pecans can be substituted advantageously for walnuts and almonds.

Pecans have been favorably received abroad, having brought three or four times as much money as other nuts, indicating that there is a wonderful market for them in Europe; but few are now being exported.

Plant Ten Acres as an Old-Age Pension

Next to life insurance, no better provision for the later years in life can be made than by investing in a Pecan orchard. It requires about twelve years to come into profitable bearing. If the better, thinner-shelled varieties are grown, a crop of 700 pounds of nuts per acre may be expected, which at 40 cents a pound (a fair average of the price the dealers pay the growers) gives a gross income of \$280 an acre. After deducting the cost of cultivating, fertilizing, and other legitimate expenses, there will be a net income of about \$200 per acre, which will increase as the years go by.

Grow a Legacy for Your Children

Pecan trees live to be 100 to 200 years old. The older the trees, the bigger the crops, thus making the finest kind of a permanent investment. Just think of having a grove of 10, 20, or 30 acres bringing in a comfortable income to pass on to your children, who, if they give it just ordinary care, can pass it on to their own children knowing that the third or even the fourth generation will derive a comfortable living from it. It is like establishing a permanent trust, and it can be done with less expenditure of cash than by any other method we know. Do not put off making so important a decision—"he who hesitates is lost." Fill out the blank on the back of this folder and send it to us today; next to your life insurance policy, it will be the very best investment you ever made.

Catch-Crops Pay for the Orchard

Catch-crops are grown between the trees to pay for the cost of cultivation. A rotation of corn, cotton, and cowpeas may be grown. Properly handled, these will pay for everything, so that at twelve years of age, when the Pecan orchard is on a paying basis, it will have cost you nothing. Do you know of any other investment you can make that will be handed to you for nothing?



The Most Profitable Pecans

The profits from your Pecan orchard will depend entirely upon what kind of trees you plant. There are large nuts and small ones, thick-shelled and thin-shelled kinds, seedlings and named varieties.

A typical market nut is one of large size, 1 1/2 to 1 7/8 inches long and an inch or nearly so in diameter, with a thin shell that cracks easily, and which contains plump, well-flavored meats that fill the shell. Some high-quality sorts have all these good qualities, but offset them by too many off-years—years when nuts are not borne.

After much observation and consultation among the growers and buyers of Pecans, we decided that the best Pecans to grow for home or market purposes are Schley, Stuart, Success, Money-maker, and Nelson.

With the four varieties, Schley, Stuart, Success, and Money-maker it is advisable to plant the fifth variety, Nelson, solely for the purpose of insuring the adequate cross-pollination which produces larger crops. This method guarantees abundant yields of the best quality.

We Do Not Sell Seedling Trees

Every Pecan tree sold by Harlan Farms Nursery is budded or grafted. The buds are taken from fruiting trees which we know are true to name. Every possible safeguard is used in the nursery to grow trees that will satisfy our customers, both in quality of the tree itself and in the quality and quantity of the nuts produced in later years.

Many planters have found Pecan groves an extremely good investment, and we are sure that a grove of Harlan Farms trees will be a good investment for you. You probably have the land, therefore all you need is the trees—12 to the acre. Among them you can grow ordinary crops or fruits, and in ten years you will find it so profitable you will want more acreage.

Plant Pecans Freely About the Farm

If land is not available for an orchard, Pecans may be used as markers between fields, in fence-corners, or landmarks at angles in the farm-lines. Border the road with them, or the lane leading from the road to the farm. Pecans grow anywhere, provided the soil is rich and has abundant moisture. They produce better nuts when cultivated, but uncultivated trees will produce good nuts that more than repay the planter for his trouble, provided they are the finer sorts such as we recommend.

The Most Beautiful Shade Trees

The Pecan has no superior as a beautiful tree in the regions where it thrives. It is a graceful, tall, broad tree, casting a delightful shade. Why not plant them in the yard, to shield the porch or the side of the house, to hang a swing or a hammock under? The great beauty of the tree will add to the value of the place and it will bring in an income. Pecans planted for shade will yield enough nuts in a few years to pay taxes on your home.

How to Plant Pecan Trees

Pecan trees should be planted between the middle of November and the middle of March—the trees must be dormant.

Dig all holes 3 feet deep and 2 feet across before you order trees. Have plenty of rich top-soil at each hole, and mix it thoroughly with the soil you place about the roots. Be liberal with your fertilizer; a Pecan tree which makes a fast growth is practically immune to pests.

When the trees arrive, keep the roots covered until they are placed in the hole. Two men are necessary; one should hold the tree erect while the other uses the shovel. Tamp the soil firmly about the roots, or pour in a bucketful of water when the hole is more than half full, to insure that there are no air-pockets about the feeder roots. Plant the tree a little deeper than it stood in the nursery.



HARLAN FARMS NURSERY, LOCKHART, ALABAMA

Gentlemen: Enclosed find check for \$_____ Send by express or freight, whichever you consider better:

Number Desired	Variety	Size	Cost each	Total

Ship to _____ Town _____ County _____ State _____ R. D. Number _____

Give Post Office if different from freight or express office _____

Sign or print name here plainly _____

TEAR OFF AND MAIL THIS TO US TODAY

PRICES OF TREES F. O. B. LOCKHART, PACKED

	I to 4	5 to 49	50 up		I to 4	5 to 49	50 up
3 to 4 ft. tops, 3-yr. roots	\$0 90	\$0 80	\$0 70	6 to 8 ft. tops, 5-yr. roots	\$1 50	\$1 20	\$1 10
4 to 5 ft. tops, 3-yr. roots	I 05	90	80	8 to 10 ft. tops, 5-yr. roots	I 80	I 55	I 45
5 to 6 ft. tops, 4-yr. roots	I 20	I 00	90	SPECIAL PRICES WILL BE MADE FOR QUANTITIES OF 1000 OR MORE			

Buy 12 trees for each acre. Pecans should be planted 60 feet apart each way.

SATSUMA ORANGES

The Hardy Citrus Fruit

Profitable plantings of Satsumas have been made in this state and others bordering the Gulf of Mexico. There is no other citrus fruit of comparable size and quality which can be fruited commercially in this climate.

The tree is a rapid grower and a good producer. The crop is ready when it is ripe and is quickly marketed because of the urgent demand which has never been completely satisfied.

The fruit is of medium size, rich orange-yellow with a thin, easily removed skin, and crisp juicy flesh of refreshing quality.

An orchard of Satsumas is bound to pay good dividends because of the certainty of the crop and the steadily increasing demand for citrus fruits of all classes.

We offer well-rooted, heavy, three-year-old plants budded on *Citrus trifoliata*.

- 10 to 49 plants 40 cts. each
- 50 to 99 plants 35 cts. each
- 100 and up 30 cts. each

NOT LESS THAN 10 PLANTS SOLD

