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But

What They Say

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WE LIKE TO KNOW what others are doing. With this in view I recently sent a letter of inquiry to many of my old customers. The replies are interesting. One told how he had just cut the saplings from among his six-year old trees. Another set his trees in a hog pasture, and they have never been cultivated. Others failed for different reasons. It is well to recall this: **THAT PRODUCT WHICH WILL PROVE PROFITABLE UNDER NEGLECT HAS NEVER YET BEEN DISCOVERED, AND NEVER WILL BE.**

But it is with those who have succeeded that we are most interested. These have taken care of their trees. They have succeeded because they have used the means necessary to success. They have fed their trees; and now the trees are feeding them. We all have—

MUCH TO LEARN as to soils, varieties, cultivation, fertilization, insects, when trees will come into profitable bearing, etc. Some lessons can be learned from these replies. And as we are most interested in those who succeed, I give here some quotations from those who are growing pecans profitably. The thoughtful reader will get some information direct and some from "reading between the lines."

Mrs. R. D. Gay, Cuthbert, Ga.—"I am delighted to know that you have time to think of an old customer. Yes, my pecans have done well; have only one regret that I didn't plant ten acres instead of five. They are now in full bearing."

Mr. M. D. Boon, Salisbury, N. C.—"I can inform you that the hundreds of trees of paper shell pecans of the popular varieties Stuart, Schley, Vandeman, etc., ordered from you 7 to 10 years ago for resale and personal planting have reached highest expectation. A number of trees planted in dynamited holes in Virginia and especially in Alamand and Guilford Counties, N. C., not only bear well each year, but began doing so the third and fourth seasons after planting."

Judge H. D. Clayton, Montgomery, Ala.—"The pecan trees that were bought from you five or six years ago, have proven to be very satisfactory. They were well rooted and fully up to the size on your advertisement. I believe there were fifty bought from you at that time. Forty-nine of them are now living and bearing, and have been bearing for the past two years or more. I recently examined these trees. They are growing on the old homestead which was owned by my father near Clayton in Barbour County—high hill lands, clay subsoil. I mention this leading to the idea of the tree that bore most fully this year. It was a Frotscher, and was full of fine nuts of high quality. I was a little doubtful about the success of the Frotscher on high well drained hill lands, for I was informed that it originated in the Louisiana delta. It may be that the heavy rains last summer accounted in part for its prolific bearing this year. The next freest bearer in the grove was a Schley. Let me add that the Stuarts also bore a good crop.

"I fully agree with you that pecan trees must be taken care of. The

land ought to have shallow cultivation and a cover crop, such as hairy vetch or cowpeas; and about the time that the trees are budding a sprinkling of potash, phosphate and nitrate of soda should be made evenly on all the ground around the tree as far as the limbs above are extended. I have found the manipulated fertilizers, 8-4-4 to be very good. However, on some of the trees I have used only well rotted lot manure—a good coating—and they did well.

Mr. C. R. Vaughn, Cantonment, Fla.—“The 100 pecan trees purchased from you in 1915 had as fine a root system as any trees I have ever purchased, they all lived and have done well considering the care that my hired help have given them. The Frotschers are the most prolific strain of Frotschers that I have ever seen. The Moores on several different years seemed to have as many nuts as they had leaves, their limbs would hang down like a hound’s ears, the Stuarts are good bearers and are the fastest growers of any trees in this grove.”

Mr. B. L. Youngblood, Minter, Ala.—“I have bought trees from you several times and with uniform satisfaction and my only regret is that I did not set out an orchard some years ago when I bought my first trees from you.”

Mr. G. W. Joiner, Statesboro, Ga.—“In 1923 I made over 1,000 lbs. on less than a half acre of trees. In 1924 the “leaf case bearer” struck my grove and almost destroyed two crops. This year the crop is fairly good.”

Mr. Jno. T. Thorne, Farmville, N. C.—“I want to tell you a word about the pecan trees I have bought from you from time to time. They are fine and have made me a good crop this year. If I had known you two years sooner I think I would be several thousand dollars better fixed.”

Judge R. M. Mann, Little Rock, Ark.—“They have done usually well. I have had a very small mortality in these trees, and have taken good care of them, and am very much pleased with them; in fact, I am recommending to all pecan growers in this state to purchase their trees from you, because I think you are better located for Arkansas conditions and furnish more reliable trees than can be obtained elsewhere.

Mr. H. D. Yawn, Milan, Ga.—“It is a pleasure to let you know about my trees; it was eight years ago that I saw your ad. in the Christian Index, and I bought 25 trees. My trees are the finest trees I ever saw anywhere. My trees started to bear the third year after planting. I bought 12 trees from a tree agent. One of your trees is worth all the 12 I bought from the agent.”

Mr. John P. Almand, Little Rock, Ark.—“I am glad to write back that I am still in the game and now have a very nice little orchard of over 200 trees, having planted some of them almost every year for the last eight years. This year I have had 63 of them to bear and from what I can learn I believe my results are as good as many have. Last year a little Moneymaker, which I bought from you seven years ago last spring, yielded a pound and twelve ounces. This year the same tree yielded twenty-six pounds, and of the ten Moneymakers purchased at this time the balance are doing almost equally as well. Of the six varieties purchased from you, all of them bore this year, and I would give first place to the Moneymaker and second to the Delmas. I pur-

chased ten Delmas trees, and these too have been beautifully loaded and are very pleasing in their shape. Other than the case bearer which gave me a little trouble the first year, I have not detected any diseases whatever. My trees are planted sixty feet on the square alongside of the bank of the Arkansas river four miles south of the city, and all have grown up nicely. I bought twenty Stuarts from you and these have done well, except occasionally there are some very small nuts. I, too, have the Schley, which I would speak well of, as it has borne nicely; also Nelson and Frotscher, both of which have had nice nuts but not many on the tree, especially the Nelson, awfully large, of course, but not well filled out. I am thinking seriously of top-working all of my Nelsons except one, keeping it merely for show."

Mr. J. A. L. Wilson, Ft. Valley, Ga.—"In regard to your letter I have some Schleys that were put out in 1914, and this is the 7th crop; 36 trees to the acre. This year they made 100 lbs. to the tree; I sold them for 35 cts. a lb."

Mr. J. H. Timberlake, Macon, Ga.—"Will say that the three hundred and twenty-five trees that we bought from you, although planted in the latter part of March, and had no rain for nine weeks after planting, we lost only 5% the first year. Since then when we set six hundred trees, and on account of the number we let the price influence us and bought from another nursery and planted in January, and had fine seasons all through the spring we lost better than 15%. The trees we bought from you bore a fine crop this year and I don't think there are any finer trees to the age anywhere."

Mr. S. J. Flanders, Summit, Ga.—"The trees I bought from you some years ago, will say I have the prettiest trees of their age I have ever seen. They have been bearing almost all the years since I set them out, and this is their best year. I have just shipped 2,230 pounds from the trees on two acres. I am sure that when all are gathered there will be 2,500 lbs. I would not buy trees from any other if I could get yours."

Mr. C. E. Cole, Surrency, Ga.—"Will say, I have a few pecan trees that I bought from you, some 18 or 20 years ago. I kept the nuts separately from one of these trees. When it was about 14 years old I got \$75.00 for nuts from this single tree. I think this tree had a third more nuts this year than it did the year I kept them separate."

Judge W. V. Custer, Bainbridge, Ga.—"Am only sorry that I did not put out a little orchard when I first came to South Ga. I believe they are the finest sort of an investment for a man in his old age."

Rev. W. A. Kennedy, Blackstock, S. C.—"I will say, I bought five pecan trees from you two years ago. These trees came up to expectations in every respect. In fact I have frequently recommended you to neighbors. Your trees were larger than some bought here for two and one-half times the price I paid you."

Mr. H. J. Doty, Macon, Ga.—"You couldn't ask for any finer looking trees than my trees I bought from you. They grew well and have borne well."

Mr. Edgar J. Oliver, Savannah, Ga.—"The trees are doing wonderfully well. I should say they are all 30 ft. or more high, and are in a flourishing condition. I planted them New Year's day 1919.

Mrs. L. Lester, Montezuma, Ga.—"Three years ago this month I bought from you four pecan trees, two Stuarts and two Money-makers. A few days ago I gathered several dozen nuts from the Stuarts; they were fine in size and flavor."

Mr. B. Overstreet, Oliver, Ga.—"My pecan trees that I bought from you are doing fine. I have just finished gathering this crop. My trees are 8 years old this fall and from twenty trees I have gathered 600 lbs. of nuts."

Mr. J. R. Nutting, Atlanta, Ga.—"Your pecan trees have always given entire satisfaction, and the trees that have had the proper attention have yielded fine results."

Mr. T. M. Furlow, Americus, Ga.—"The several hundred trees that I have bought from you through several seasons I have never received one that did not come up to and surpass my expectation. I don't think that I have ever had less than 97% to live, and I have always bought the 5-6 foot trees."

Mr. O. M. Greene, Iron City, Ga.—"The trees I purchased from you three years ago bore this year and the nuts were delicious and well developed. I would not take \$25.00 a piece for the 18 trees."

Dr. P. C. Quarterman, Valdosta, Ga.—"The Pecan Trees purchased from you three years ago have been highly satisfactory, despite the fact that 15 or 20 of them were destroyed by fertilizer being placed too close to the trunk . . . I have had no other trouble with trees except some being injured by rabbits."

Mr. F. S. Liles, Woodbine, Ga.—"The pecan trees bought of you four years ago next month are doing fine. About sixty per cent of them bore this year, and one Frotscher tree had seventy-two nuts on it, and is certainly fine specimen of tree. I have trees that I bought elsewhere at same time, but have not proven to be as good as your trees."

Mr. W. G. Raines, Statesboro, Ga.—"My trees are doing fine. Gathered more than 200 lbs. off one tree 10 years old."

Mr. W. J. Pierpont, Savannah, Ga.—"For a year or two I have been thinking of writing to you to tell you how greatly pleased I am with the pecan trees that I bought of you in February, 1921. As I wrote you at the time I had only room for a few for my own use. I had then recently bought a country place at Isle of Hope which I was developing and where I have since made my permanent home.

"One of the trees was hopelessly broken by a wind storm in the summer of 1925, but the seven which remain I believe to be the prize trees of the state for their age. The young trees as they came to me were very thrifty and started off with a vigorous growth the first summer and experienced pecan growers have told me that at the present time they have never seen such trees for their age."



And so you will see that others are succeeding with pecans and finding them profitable. YOU CAN DO SO, TOO, IF YOU WANT TO.