





FACTS ABOUT PECAN GROWING.

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Ques. Can I grow good pecans from seedling trees?

Ans. Most emphatically, you cannot, and it will require about ten years to make a failure.

Ques. How long will I have to wait for grafted trees to bear?

Ans. From three to five years from transplanting; I have some that bore well-matured pecans the third year.

Ques. It is said trees will not bear well if tap-root is cut. Is this true?

Ans. The biggest "fib" ever started. Those grafted from the heavy bearing varieties bear so full until the limbs bend and sometimes break under the burden of fruit they take on.

Ques. It is said they are easily blown down if they are transplanted. Is this true?

Ans. "Fib" No. 2 is as far from the truth as No. 1. The tornado of last September struck the grove around my home when my five-year-old trees had on their foliage and a good crop of nuts. Houses were blown from their foundations; the forests near me were literally torn to pieces; my young trees were bent to the ground, the leaves beaten into shreds and the nuts beaten off of them—not one of them was uprooted. They are now blooming nicely and give promise of a splendid crop for this year.

Ques. It is said that grafted trees won't live long. Is this true?

Ans. In answer to "fib" No. 3 I would say that no one living is old enough to tell. The first tree ever grafted of which I have any knowledge is only a few hundred yards from where I am sitting. It has borne annually for a number of years; it is as healthy and as vigorous as it can be and looks as though it might live and bear for five hundred years—if cared for.

Ques. Why are grafted Pecan trees sold at a price so much higher than other fruit trees?

Ans. The stocks into which they are grafted have to be cultivated from two to four years before they are large enough. It requires an expert to graft them successfully, just as it would to graft an oak or a pine, and there will be a large per cent of failures, even with the most skilled. On these that fail you have spent three to four years' labor and get nothing in return. It takes *Time, Skill and Money* to produce them. Where these three elements are necessary in order to produce anything, that thing is always dear.

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**DESCRIPTION OF THE LEADING VARIETIES.**

**"SUCCESS."**

This grand nut has probably attracted more attention than any other nut recently introduced. Though not the largest nut in existence, the kernel proved to be the heaviest in a test of fourteen leading varieties, made during a series of years. Ovate in form, with thin shell of splendid cracking quality; kernel very plump and heavy; flavor excellent, color bright, and form fine. We think it a little superior to any other Pecan we have ever cracked. Tree of good, sturdy growth and heavy annual bearer. Select nuts, forty to the pound, average forty-five. The original tree for twelve years has never failed to bear. Keeping qualities the best. This is becoming the great commercial variety.

*Stuart.* Nuts large or very large; oblong; brownish shell, strongly marked with dark color. Shell of medium thickness and of very good cracking quality. Kernel full, plump, bright colored. Best quality; flavor rich and sweet. Heavy bearer. Tree a strong grower, with large foliage.

*Schley.* Size, medium to large; oblong, somewhat flattened; light reddish brown with a few small markings of purplish brown; shell thin, separating easily from the kernel; kernel full, plump, bright yellowish brown in color; flavor rich, nutty; in quality one of the best. Tree a good grower.

*Frotscher.* A large, oblong nut; bright yellowish brown in color, with a few purplish black markings; shell very thin, cracking easily. Kernel large, easily removed, full, of good quality. One of the handsomest nuts grown. Tree a vigorous grower, of spreading habit with scaly bark; bears heavy crops and can always be depended upon for its high-flavored nuts.

*Van Deman.* Large, rather slender, pointed at both ends. Color reddish brown, with purplish brown markings. Shell of medium thickness; cracking quality excellent. Kernel full and plump, bright brownish yellow; flavor sweet and good. Tree is vigorous; healthy, with large, bright foliage.

*Russell.* A medium to large-sized nut, oval and pointed; grayish brown, with numerous small, purplish black markings. Shell thin, of excellent cracking quality; kernel plump and of good quality. A good grower, of handsome shape.

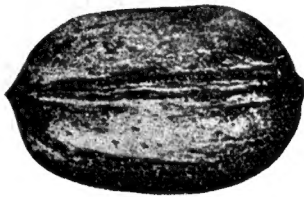
**PRICE OF GRAFTED OR BUDDED TREES.**

Two to three feet, \$1.50 each; \$18.00 per dozen; \$125.00 per 100.

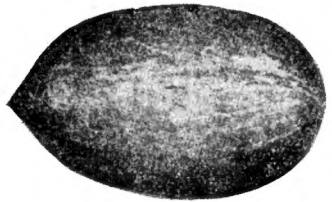
**SOUTHERN NURSERY CO.**

**Winchester, Tenn.**

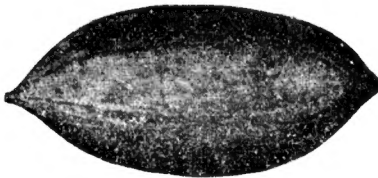
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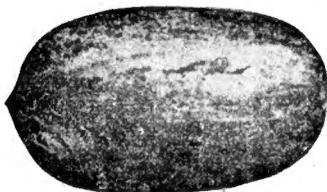
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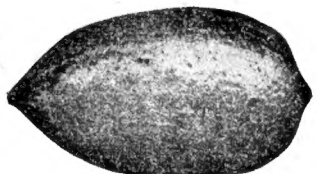
STUART



VAN DEMAN



FROTSCHER



RUSSELL

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### PAPERSHELL PECAN PROFITS.

Absolutely true and reliable facts are given below. You can see for yourself the great profit in high-grade papershell pecan orchards. Read carefully and investigate if you like. You will find any land that will grow good cotton will make big money for you in our high-grade pedigreed papershell pecan trees.

The owner of the Parker Grove of Mitchell County, refused \$10,000 for a ten-acre pecan orchard. It paid a higher rate of interest on this amount than he could get elsewhere.

The Jackson Pecan Company sold a 75-acre orchard of papershell pecan trees for \$600 per acre. Just set out four and five years, had not cost them more than \$100 per acre. Five hundred dollars per acre on an investment of \$100 in four or five years is making money mighty fast.

An attorney of Albany, Ga., was authorized to pay \$5,000 for a 5-acre pecan orchard.

The Barnwell Grove, of Baconton, Ga., consisting of 600 acres, budded and grafted five and six years brought \$202,700. This was worn-out cotton land before put into pecans.

A payable profit of not under \$175,000 is worth considering.

Dr. R. P. Jackson sold 100 acres in pecan trees (twenty trees to acre) for \$500 per acre, just set out three and four years. Forty thousand dollars profit on 100 acres of land in three or four years is mighty fine.

Twenty thousand dollars was refused for twelve acres of pecan trees by Mrs. Gunnells, \$1,666.66 per acre looks like a high price, but the revenue from the pecan crop nets her over twenty per cent interest. She could not get this rate of interest elsewhere. She was wise in refusing to sell.

Two hundred and eighty thousand dollars was paid for the Horlbeck Grove, of Charleston, S. C., consisting of 600 acres.

The owner of the Delmas Grove, of Scranton, Mississippi, refused \$1,800 per acre. The nut crop annually pays a high rate of interest on this amount.

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### ESTIMATED EARNINGS FROM A FIVE-ACRE PECAN ORCHARD.

	Per tree	Per tree	Per acre	Per orchard
4th year -----	1 lb.	\$ .35	\$ 7.00	\$ 35.00
5th year -----	3 lbs.	1.05	21.00	105.00
6th year -----	10 lbs.	2.50	70.00	350.00
7th year -----	25 lbs.	8.75	175.00	875.00

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8th year	----- 45 lbs.	15.75	315.00	1,575.00
9th year	----- 70 lbs.	24.50	490.00	2,450.00
10th year	----- 100 lbs.	35.00	700.00	3,500.00
				\$8,890.00
11th year	----- 125 lbs.	43.75	875.00	4,375.00
12th year	----- 150 lbs.	52.50	1,050.00	5,250.00
13th year	----- 170 lbs.	59.50	1,190.00	5,950.00
14th year	----- 200 lbs.	70.00	1,400.00	7,000.00
15th year	----- 220 lbs.	77.00	1,540.00	7,700.00
				\$30,275.00
16th year	----- 250 lbs.	87.50	1,750.00	8,750.00
17th year	----- 275 lbs.	96.25	1,925.00	9,625.00
18th year	----- 300 lbs.	105.00	2,100.00	10,500.00
19th year	----- 325 lbs.	113.75	2,275.00	11,375.00
20th year	----- 350 lbs.	122.50	2,450.00	12,250.00
				\$52,500.00
Income, 10th year	-----		\$ 8,890.00	
Income, 15th year	-----		30,275.00	
Income, 20th year	-----		52,500.00	
				\$91,662.00

The foregoing estimate of earnings is made on a basis of 35 cents per pound, which is below the price for which these nuts will ever sell. They sell at the orchard at from 50 cents to 75 cents per pound, and it is impossible to buy any amount at that price. They are now selling at retail in Chicago at from 90 cents to \$1.50 per pound.

**A SURE FUTURE FOR THE FARMER OR PROFESSIONAL OR SALARIED MAN OR WAGE-EARNER.**

The aspiration of every normal man is a home—a real home.

That does not mean a flat or semi-detached house in a monotonous brick or cement row.

The home he wants is the ideal of the race—a house with ground enough to give him elbow room.

There must be no taint of landlord who may evict, or the mortgagor who may dispossess.

Planting a pecan grove is the shortest and quickest way to attain a home.

The world has never before offered such an opportunity.

You make a home and a living and an enduring heritage for your children.

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It will keep on increasing for fifty years with little labor or trouble.

A pecan grove is a better investment than insurance.

It is better than business, because no one has ever failed in the pecan industry.

It is better than a good job, for old age or the trust can't get you.

Pecan growing is better than any other form of agriculture, for the pecan has few enemies, the crop is not affected by the weather, and it is not lost if there happens to be a scarcity of labor.

While the money-making pecan crop is growing, the ground can be used for raising garden truck, corn or cotton, peanuts, sweet and Irish potatoes; a grove is also a fine place for chickens.

Pecans are sold in the highest-priced markets in the world.

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### **DYNAMITE—PLANTED TREES.**

The productivity of dynamite-planted trees is now beyond dispute. Until within a very few years it was thought the virtue of dynamite in agriculture or horticulture was where the soil was underlaid with hardpan, when the explosive was regarded as valuable in breaking the hard soil. Five or six years ago it was discovered that dynamite planting and plowing added immensely to the yield of trees, bushes and cereals. The reason for superiority of blasted over hand-dug holes is very simple, it is because the explosion of the dynamite loosens up the soil for yards around the spot, kills all grubs, works off other animal life likely to injure the young tree and thus makes root growth easy; whereas digging the hole with tools tends to pack the earth around the roots and retard their growth, as the same illustration amply demonstrates. Authorities say the ideal soil for agriculture is one the natural consistency of which allows water to circulate freely through it, and at the same time reserve or conserve it so that it is available at all times for the needs of growing plants.

### **HELPS ROOTS TO GET PLANT FOOD.**

Like perfect human beings, perfect land is very scarce. Other soils must be brought up to the highest possible point



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of productivity by artificial preparation. It is not necessary for roots to come in contact with the plant food. Plant roots have the power to draw from the soil the necessary elements of plant food—that is, if the soil is sufficiently porous to permit of the passage of these elements. The porosity of the soil is of the highest importance, as water or moisture carries the food elements to the plant root. Here is where an explosive is beneficial even when the soil is good, average or fair. It thoroughly loosens the soil and exposes it to the chemical action of air.

### **PRODUCTIVITY OF TREES DOUBLED.**

With the land in this condition, the rain can penetrate to the subsoil at all times to irrigate and fertilize the vicinity of the main roots. Nourishment is carried to the vital organs of the young trees. The rich fertilized, oxygen-bearing surface soil is not scoured away by the rains. It is carried down through the cracks to the roots. The explosions not only enrich the soil and turn it over, but they kill worms, fungi, and parasites in the vicinity. Freed from the attacks of insect pests and abhorreous diseases, and with every horticultural inducement for growth, the dynamite-planted trees far outstrip those set out in the old-fashioned way. In five years your trees planted with dynamite will be worth twice as much as those set out with a shovel.

### **PECAN GROVE THE IDEAL HOME AND BEST INCOME INVESTMENT.**

Mr. B. W. Stone, of Thomasville, Ga., in a paper read before the State Horticultural Society, said: "You might ask do the facts justify your interests, and will planting for the future be safe?"

### **MORE THAN \$50 AN ACRE IN SEVENTH YEAR.**

"We think so, when ten acres at Thomasville last fall, the seventh year after planting, yielded 1,136 pounds of nuts, which sold for 50 cents per pound before gathered. And the same land produced one bale of cotton to the acre (worth from \$50 to \$75, according to market price).

"We think so, when we can get from thirty to sixty pounds of nuts off a ten-year-old tree and sell them for 50 cents a pound.

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"We think so, since the planter of a pecan grove now not only benefits future generations, but himself as well.

### PECANS BETTER PROPERTY THAN CALIFORNIA WALNUTS.

"We think so, since we sell California with 700 carloads of walnuts, and a cry for more walnuts and a great boom on walnut-growing in California.

"We think so, since an acre of walnuts in California is worth from \$700 to \$1,500, and pecans are better property.

"We think so, because we saw the grocery merchant selling shelled pecans faster at 80 cents per pound than he was selling English walnuts and almonds at 60 cents.

### PECAN SUPPLY INADEQUATE.

"We think so, since we see if the whole crop of pecans were equally distributed to all the inhabitants of the United States, it would furnish only *one* dainty meal.

"We think so, since there are less than one-half million trees planted, and over thirteen million peach trees in Georgia.

"We think so, since the apple sections plant a few more million apples annually.

"We think so, since it takes a stiff bank account to buy 100 acres of land, planted to pecan trees.

### TREES DON'T DIE AND GROVES ARE NEVER ABANDONED.

"We think so, since there has never been one pecan tree die with old age, and the oldest a few hundred years old.

"We think so, since we never heard of a pecan grove being reset to any other fruit. They are sometimes retopped, but not reset.

### NUTS ECONOMICAL AND NUTRITIOUS FOOD.

"We think so, since the world needs nuts to take the place of high-priced meats.

"It is safe in the future, for what costs little is lightly esteemed and attracts but little attention."

Until a few years ago pecan culture was the hobby of a few who were regarded as cranks by their fellow-agriculturists. But now the pecan industry is attracting atten-

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tion as one of the great wealth-producers. This is partly due to the fact that the human family is just beginning to realize the value of nuts as a food. The future of the pecan is assured, for the reason that it is a distinctively American nut indigenous to the soil of the Southern States, the most productive center being located in a territory known as the Greater Georgia.

Notwithstanding the great increase in pecan growing, the production is unable to meet the demand. Nuts are constantly being sold on the tree at from 50 cents to \$1.50 per pound. In addition to this, the producer is not beset by the pests and parasites that keep poor the growers of fruit, cotton, cereals and root crops.

The pecan tree has practically unlimited age and produces enormously at a comparatively early date, a five-year-old tree being known to bear twenty-five pounds and will increase each year. A twenty-year-old tree produces from \$75 to \$200 worth, and at forty it will bear in the neighborhood of \$350 worth. These figures refer to the producing capacity of trees planted by the old method. The modern dynamiting method of development not only enhances the growth, but increases the production.

### **BETTER THAN LIFE INSURANCE—THE THING FOR A YOUNG MAN.**

There is nothing better for a young man to do. It is better than life insurance, as it will not only provide and take care of the owner in old age, but will do the same thing over and over again for his children's children.

### **PAPERSHELL PECAN INDUSTRY IS THE GREAT MONEY-MAKER—WHAT HAS BEEN DONE?**

Trees (pecan) thirteen years old have grown to be one foot in diameter and yield one barrel to one and one-half barrels (150 to 225 pounds) annually. Trees reach their full bearing at 30 to 40 years of age, at which time the annual crop reaches as high as twenty bushels (1,000 pounds).

Papershell pecans are selling every day at 50 cents a pound, while a very great portion of the crop is sold for more—as high as \$1.50 a pound being recorded.

**PECANS AS FOOD.**

We believe the coming of the pecan into the food markets of the world marks an epoch in the history of the race. A higher average of civilization is always accompanied by improved conditions of nourishment, and a glance at the chemistry of the foods of the nations most advanced shows us very quickly where changes for the better are likely.

Let us avoid technical terms and mention only familiar facts. Some may not have seen the simple experiment of taking a quarter of a large pecan kernel and lighting the end of it as if it were a candle. It burns with slow, clear flame as pure and free as a wax taper. When a small portion is well charred, blow out the flame and let the nostrils feast on the odor of the slender thread of smoke arising. Every meat eater instantly exclaims, "burnt steak." And they are not mistaken in this. What we smell when a piece of fresh beef is scorched is the odor of the oil it contains, the oil which the animal has absorbed from its vegetable food, digested and built into the fibre of flesh and bone. And it is this very oil that gives to meat its strength as a food.

The bee goes to the flowers of the field and brings honey we could scarcely obtain in any other way. The animal we have been taught to slaughter for food brings us the strength of the plant life it has fed upon. But in the latter case, every grain of the substance we eat is tinctured with the individuality of the animal. Every animal killed for food has its own peculiarities. While the base of the food value is the same in all, each one is permeated with the animality of its kind. How much better it would be if we might get our food values from the vegetable direct, thus cutting out the infusion of any animal quality. Clearer thinking and cleaner living would be easy.

Straws show which way the currents flow. Here is just one. Close observers know that excessive users of alcoholic drinks prefer a meat diet. Indeed the strict vegetarian can not use alcoholic beverages to excess. Meat seems necessary to the drinker, and only meat eaters form the drink habit as a rule. So when current history shows that the use of alcohol as a food or drink item is not keeping pace with the growth of population, we may be sure the mighty guiding power back of human evolution is developing a food product

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for the race to displace meat. Certainly the article that supplants meat will be of great commercial importance, and everything about the pecan, its food characteristics, its economy of production and of market distribution show it to be the leading candidate for this place in public favor.

The cost of production is always vital. Statistics show that six acres of ground are required one year to put one good three-year-old steer into the slaughter house. The grazing lands of the country are already almost exhausted. We are already in sight of the time when it will be too expensive to feed humanity on meats. And right here a whole page might be written about the economy of the pecan nut because it is not a perishable product to ship or store. It will be the poor man's staff of life because he can store a year's supply as safely as his rich neighbor. The market price of pecans will be high, and comparatively free from fluctuation.

Population rapidly increases but the number of our acres remains the same, and we are often startled with the question, "Where will our food come from?" Let us compare pecans with meat a little further. One acre busy six years sends one steer to market whose weight is, say, one thousand two hundred pounds. One acre of twenty pecan trees, yielding fifty pounds per tree, in six years produces six thousand pounds, and the chemical food power being three and a half times that of beef, multiply by  $3\frac{1}{2}$ , so we have

The cost of handling and getting to the consumer is a two hundred and ten thousand as the figure to compare with one thousand two hundred. This sum contained in two hundred and ten thousand just 175 times. As a business proposition, then, an acre of good pecan trees is worth 175 times as much as an acre devoted to cattle raising.

point in which the pecan has every other known food product discounted twice at least, and in this advantage both consumer and producer will justly share.

Hence we say, after thoroughly considering the gravest question of human progress as well as the commercial prospects of the food question, we believe the arrival of the paper-shell pecan marks an epoch in the history of the race.

**PROGRESS OF THE AMERICAN NUT INDUSTRY.**

The latest United States census reports are for 1909. While the largest annual production of nuts in this country, as shown by census figures for that year, has a value of but \$4,500,000, our annual imports amounts to \$15,000,000. We import annually from Spain, France and Italy more than 18,000,000 pounds of almonds, an average of more than California's production in any two years. We import annually from European and other countries 2,000,000 pounds of English walnuts, one and one-half times as many as California has produced in the year of largest crop. Cocoanuts and their meats to the value of \$2,000,000 were imported into this country in 1910. Brazil nuts to the amount of 3,500,000 bushels are brought in annually. Importations of peanuts amount to 29,000,000 pounds, and of filberts and hazel nuts 12,000,000 pounds a year.

Average imports of almonds have increased from less than 9,000,000 pounds in 1901-1905 to more than 15,000,000 pounds in 1905-1910, nearly seventy per cent. Imports of English walnuts have increased in the same time from 19,000,000 to 29,000,000, more than fifty per cent. Filbert imports have increased from 7,000,000 in 1906 to 11,000,000 pounds in 1910.

We do not yet produce one-fourth of the nuts we consume; and the demand is steadily increasing.

PRODUCTION OF NUTS IN CONTINENTAL UNITED STATES.

Kind of Nuts	Trees of Bearing Age, 1910	Pounds Produced In 1909	Value of Products In 1909	Trees of Bearing In 1909	Pounds Produced In 1899
English Walnuts	914,270	22,026,524	\$2,297,336	726,798	10,668,065
Almonds	1,187,962	6,793,539	711,970	1,649,072	7,142,710
Pecans	1,619,521	9,890,769	971,596	643,292	3,206,850
Cocanuts	1,222		501	48,664	
Black Walnuts	786,210	15,628,776	244,479		
All other nuts	515,909	7,988,402	221,291	635,460	19,011,200
<b>Total</b>	<b>\$60,920,9</b>	<b>62,328,010</b>	<b>4,447,173</b>	<b>3,702,286</b>	<b>40,028,825</b>

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Prof. W. N. Hutt, State Horticulturist of North Carolina, recently procured statistics regarding the pecan acreage in the Southern states. As many of the Southern states have native wild areas of pecan trees, it was found to be practically impossible to obtain exact statistics of seedling pecan trees. The inquiry, therefore, was directed entirely toward statistics of budded or grafted trees, standard named varieties. The results are set for in the first of the following tabulations.

In the second of the following tabulations is given the production of nuts by states, comparing the beginning and end of a decade.

### STANDARD NAMED VARIETIES PECAN

Budded and Grafted—Southern, W. N. Hutt, Raleigh, N. C.		
	Trees	Acreage
Georgia -----	240,320	14,000
Florida -----	163,935	10,371
Alabama -----	38,112	1,856
Mississippi -----	35,356	2,135
Louisiana -----	22,805	2,268
North Carolina -----	11,151	557
South Carolina -----	10,871	558
Texas -----	6,814	383
	529,264	33,228

### NUT PRODUCTION BY STATES

	1899 Pounds	1909 Pounds
Alabama -----	193,570	439,382
California -----	17,775,505	28,278,115
Florida -----	98,470	382,535
Georgia -----	181,710	845,553
Louisiana -----	665,770	796,925
Mississippi -----	313,620	866,504
North Carolina -----	244,330	1,244,629
South Carolina -----	213,320	376,013
Tennessee -----	659,660	783,570
Texas -----	1,836,970	5,945,932
	22,182,925	40,959,158



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Nuts and State	Trees, Bearing	Age Not Bearing	Age	Pounds	1909 Value	1899 Pounds
<b>ALMONDS:</b>						
Arizona	6,639	845		33,759	\$ 4,198	116,510
California	1,166,730	365,961		6,692,513	700,304	6,992,610
All other States	14,593	22,769		67,207	7,473	33,950
<b>Total</b>	<b>1,187,962</b>	<b>389,575</b>		<b>6,793,539</b>	<b>\$777,970</b>	<b>7,142,710</b>
<b>PECANS:</b>						
Alabama	44,683	125,734		228,341	30,540	60,670
Arkansas	13,758	13,811		249,955	17,603	86,050
Florida	42,515	176,207		307,632	43,962	46,800
Georgia	75,519	325,779		354,046	47,845	27,440
Illinois	28,330	8,223		107,069	10,301	41,380
Louisiana	36,527	119,547		723,578	70,635	637,470
Mississippi	60,524	148,293		637,293	79,936	242,300
Missouri	48,822	7,214		147,420	10,467	75,710
North Carolina	6,876	20,781		74,861	8,194	10,900
Oklahoma	96,766	53,796		894,172	59,841	16,580
South Carolina	33,366	43,638		159,823	20,442	13,020
Texas	1,087,619	621,550		5,832,367	566,203	1,810,670
All other States	44,019	20,755		174,212	15,987	138,400
<b>Total</b>	<b>1,619,521</b>	<b>1,685,066</b>		<b>9,890,769</b>	<b>\$971,596</b>	<b>3,206,850</b>
<b>PERSIAN WALNUTS:</b>						
California	853,237	546,804		21,432,266	\$2,247,193	10,619,875
Mississippi	2,705	5,513		66,492	6,949	5,670
Oregon	9,526	177,004		79,060	8,288	6,110
All other States	48,802	77,092		448,706	34,906	36,310
<b>Total</b>	<b>914,270</b>	<b>806,413</b>		<b>22,026,524</b>	<b>\$2,297,336</b>	<b>10,668,065</b>

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The pecan is by far the better nut of them all, yet it will be seen from these figures that the importation of inferior nuts from foreign countries is many times greater than the production of pecans in this country, and that many millions of dollars in money are sent out of our country annually for nuts of different kinds, and that our exportation of nuts is very small. These figures should convince any one of the importance of growing at least enough pecans to supply our own country.

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These Nurseries were established in 1872, and from a small planting have been enlarged until now they cover an area of 1,000 acres. Our business has steadily grown until we now have an established trade equalled by no other Nursery in the South. Our Nurseries are in the mountains of Tennessee, 40 miles north of Huntsville, Alabama, where the soil and climate produce Nursery Stock of the highest grade, unsurpassed and seldom equalled in thriftiness and healthfulness. Peach Yellows, Rosetta, Root-knot and other diseases are unknown in this section, and the San Jose scale has never been known to exist here.

It is with pardonable pride that we refer to our large plant and our facilities for doing business, which are the result of close application and a desire to please our customers. Our packing grounds are upon the line of the N. C. & St. L. R. R. A side track runs into our packing grounds, and we load directly into the cars.

In thanking our friends and customers for their patronage in the past, we wish to say that we shall endeavor to merit its continuance by giving the same careful attention to every branch of the business that we have in the past.

### **SOUTHERN NURSERY COMPANY Winchester, Tennessee**

**Bradstreet's Mercantile Agency**

**Dun's Mercantile Agency**

**Farmers National Bank, Winchester, Tenn,**

**Home Bank, Winchester, Tenn.**

# A Special Offer for You



To introduce the new "KANT-KLOG" Sprayer we make a very special offer to the first reliable applicant in each locality. The "KANT-KLOG" has distinct features found on no other sprayer. It is the first and only nozzle to give both flat and round sprays and solid streams. Has cleaning device for removing obstructions without stopping the spray. The new spring Hose-Cock starts or stops the spray instantly so preventing waste of fluid.

Sprays Trees, Potatoes, Vegetables, Vines, White-Washing, Disinfecting and many other uses.

**Others are making hundreds of Dollars with this Machine**

If you wish either to book the orders in your section, or want a sprayer for your own work, fill out the blank on opposite side and we will send special proposition, descriptive matter, etc.

**Return this to  
ROCHESTER SPRAY PUMP CO.**

**177 Broadway, ROCHESTER, N. Y.**

(See other side)



**\$1700 Made by One Man**

**Selling the "Kant-Klog" Sprayer in  
his home County during spare time**



If you need a sprayer for your own use—or if you want to book the orders of your neighbors and friends, fill in and send this blank to address given below—we have

**A Special Offer for You**



Name \_\_\_\_\_

P. O. \_\_\_\_\_

St. \_\_\_\_\_ State \_\_\_\_\_

**Mail this to ROCHESTER SPRAY PUMP CO.**

**177 BROADWAY, ROCHESTER, N. Y.**

(Over)

# BIG SUBSCRIPTION OFFER



You Get ALL FOUR of These

**Magazines With Southern Fruit Grower**

For One  
Year Each

FOR **\$1.15**

*Order Now*

THIS EXCEPTIONAL OFFER IS GOOD FOR A SHORT TIME ONLY

Subscriptions may be new or renewal. All renewal subscriptions will be extended for one year from present date of expiration.

# Southern Fruit Grower's Big Family Offer

Peoples' Popular Monthly, for One Year  
The Household, for One Year  
Home Life, for One Year  
The Gentlewoman, for One Year  
Southern Fruit Grower, for One Year

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## \$1.15

You Get all Five Publications by returning this Coupon and \$1.15.

Prices are Rapidly Advancing Order Now.

Southern Fruit Grower,  
Chattanooga, Tenn.

Gentlemen: I am returning this coupon with \$1.15, for which I am to receive the Big Family Offer, as listed above.

My Name is .....

Town .....

Street or R. F. D. ....

State .....

If Not Delivered in Five Days Return to

NAME \_\_\_\_\_

P. O. \_\_\_\_\_ R. No. \_\_\_\_\_

STATE \_\_\_\_\_

**WINCHESTER,**

1000 ACRES IN CHOICE NURSERY STOCK

**TENNESSEE.**

**U. S. A.**

*E. W. Chattin,*

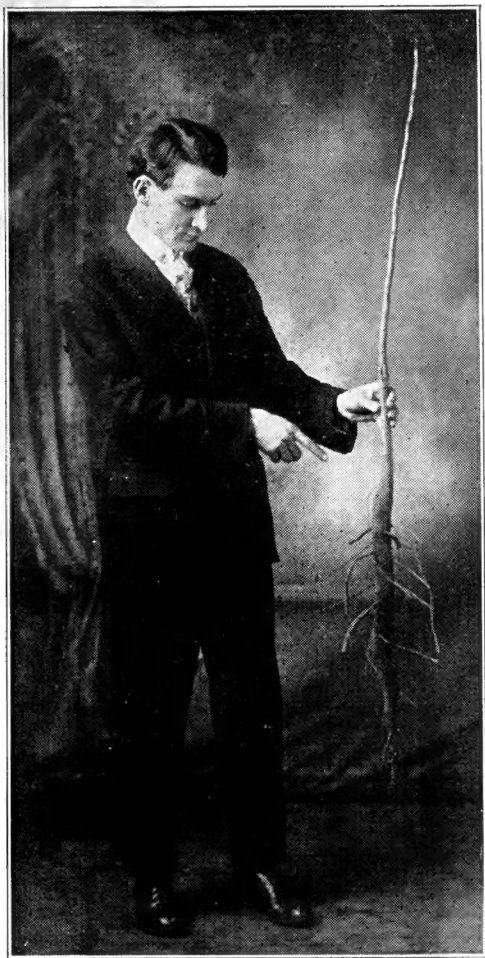
Secretary and Treasurer

**Southern Nursery Company**









**GRAFTED PECAN TREES, 2 to 3 Ft. Grade**  
Note index finger pointing to union of scion and root