Overview of Nursery Industry.

• Overview of the nursery industry, pitfalls and limitations.
• Current nursery production
• Future outlook
Overview of Nursery Industry.

• Year 1 plant seed for rootstock.
  – Seed germination is usually strong, but can vary. Often need to rotate to new ground for best growth.
  – Many nurseries have switched to a more intensive management system that includes:
    • Laying a plastic mulch like that used for vegetables.
    • Fumigation of land prior to planting.
    • Careful nutrient management with fertigation.
    • Excellent control of pests and diseases.
Overview of Nursery Industry.

- Year 2 Growth of rootstock.
  - First year growth is primarily directed downward towards root.
  - Once top stops growth in year 1, it is difficult to renew growth.
  - Some nurseries are getting enough growth the first year to graft in year two, shortening the rotation from 3 years to 2 years.
Overview of Nursery Industry.

- Final year, (year 2 or 3), grafting of scion onto rootstock.
  - Specialized procedure which few people are proficient at.
  - “Take” varies by year and grafter, often is around 60-80%.
  - Sometimes missed grafts can be budded that summer.
Overview of Nursery Industry.

- Final number of trees sold is reduced by:
  - Non germinating nuts.
  - Seedlings too small to graft.
  - Grafts not taking or growing poorly.
  - Not having the right variety.
  - Failure to pick up orders.
Production Trends

• Nearly all nurseries sold out quickly for 2012.

• Most nurseries have 50-100% sold out for 2013.

• A few a significant orders sold for 2014.

• There is a current shortage of pecan trees. Why?
  – Boom in planting due to recent increases in pecan nut value.
  – Some contraction in existing nurseries in prior years.
Nurseries Queried

- Shiloh Pecan Farms
- Patten Seed Co.
- Clough Pecan Nursery
- Simpson Nurseries
- Stone Pecan Nursery
- Woodard Pecan Nursery
- Orange Heights Pecan Nursery
- Underwood Pecan Nursery

- Tom Stevenson
- Richard Merritt
- Jim Jordan
- Kirk Law
- Richard Grebel
Established Nurseries

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Trees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>235,500</td>
</tr>
<tr>
<td>2014</td>
<td>416,000</td>
</tr>
<tr>
<td>2015</td>
<td>456,000</td>
</tr>
</tbody>
</table>
New Nurseries

Number of trees

- 2012: 17,000
- 2014: 265,000
- 2015: 275,000
New Cultivars Being Planted

<table>
<thead>
<tr>
<th>Top Cultivars</th>
<th>Second Tier</th>
<th>Minor Cultivars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sumner</td>
<td>Excel</td>
<td>Byrd*</td>
</tr>
<tr>
<td>Desirable</td>
<td>Cape Fear</td>
<td>Morrill*</td>
</tr>
<tr>
<td>Pawnee</td>
<td>Caddo</td>
<td>Cunard</td>
</tr>
</tbody>
</table>

- Cunard
- Eclipse
- Lakota
- Forkert
- Stuart
- Kiowa
- Amling
- Mandan
- Casper

* High demand but low number of trees available currently.

Dr. Patrick Conner
Tree Availability

• While future supply of trees may be high, it does not guarantee the availability of your desired cultivar.
  – Patented cultivars: UGA releases (Byrd, Morrill, Cunard)
  – Clough cultivars: Excel, Eclipse

• New releases will have a slow buildup of graftwood and trees.
  – USDA releases (Lakota, Mandan)

• Less popular cultivars will always be harder to obtain
  – More and more minor cultivars and grower cultivars are being introduced.
Tree Availability

• The Solution? Plan Ahead and talk to your nurseryman!

  – Talk to the nursery at least the year before you want to plant.
  – Bigger growers often claim their trees as the seed are being planted.
    • Don’t need to know the cultivars desired until the year ahead of delivery.

  – Be aware of who propagates the cultivars that you want to plant.