

PECAN NURSERIES : EXPANDING OR CONTRACTING?



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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.



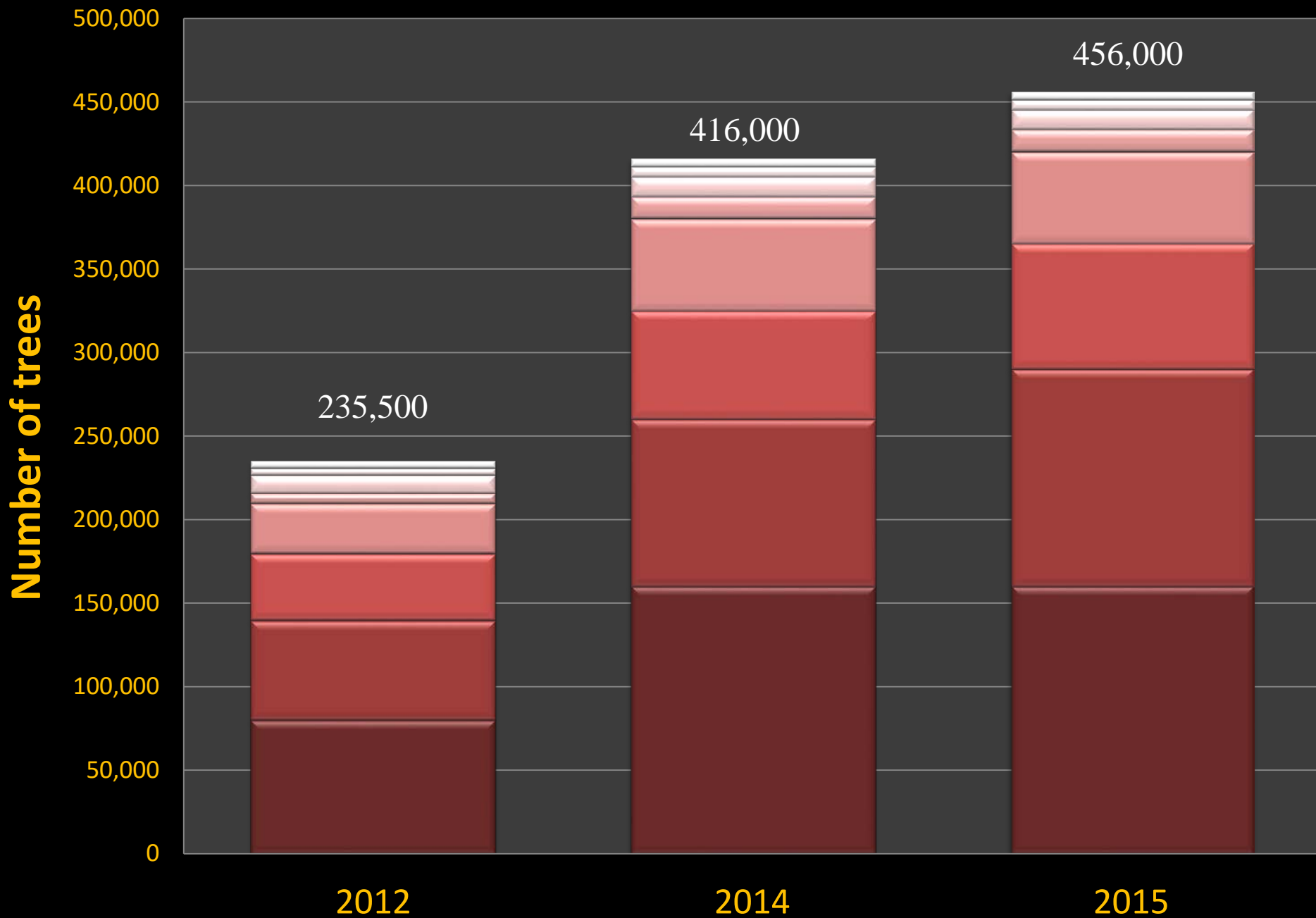


Nurseries Queried

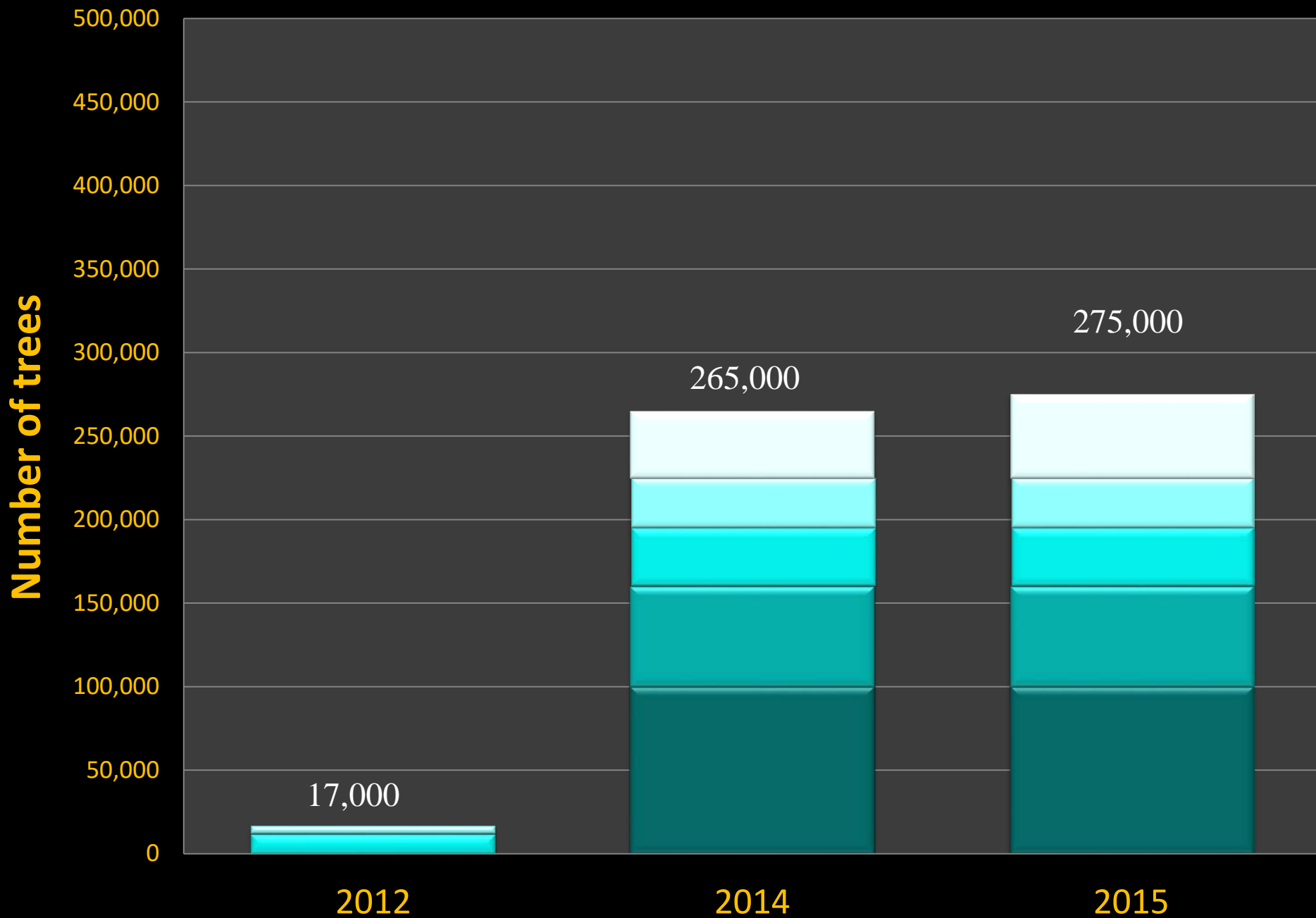
- Shiloh Pecan Farms
- Patten Seed Co.
- Clough Pecan Nursery
- Simpson Nurseries
- Stone Pecan Nursery
- Woodard Pecan Nursery
- Orange Heights Pecan Nursery
- Underwood Pecan Nursery
- Tom Stevenson
- Richard Merritt
- Jim Jordan
- Kirk Law
- Richard Grebel



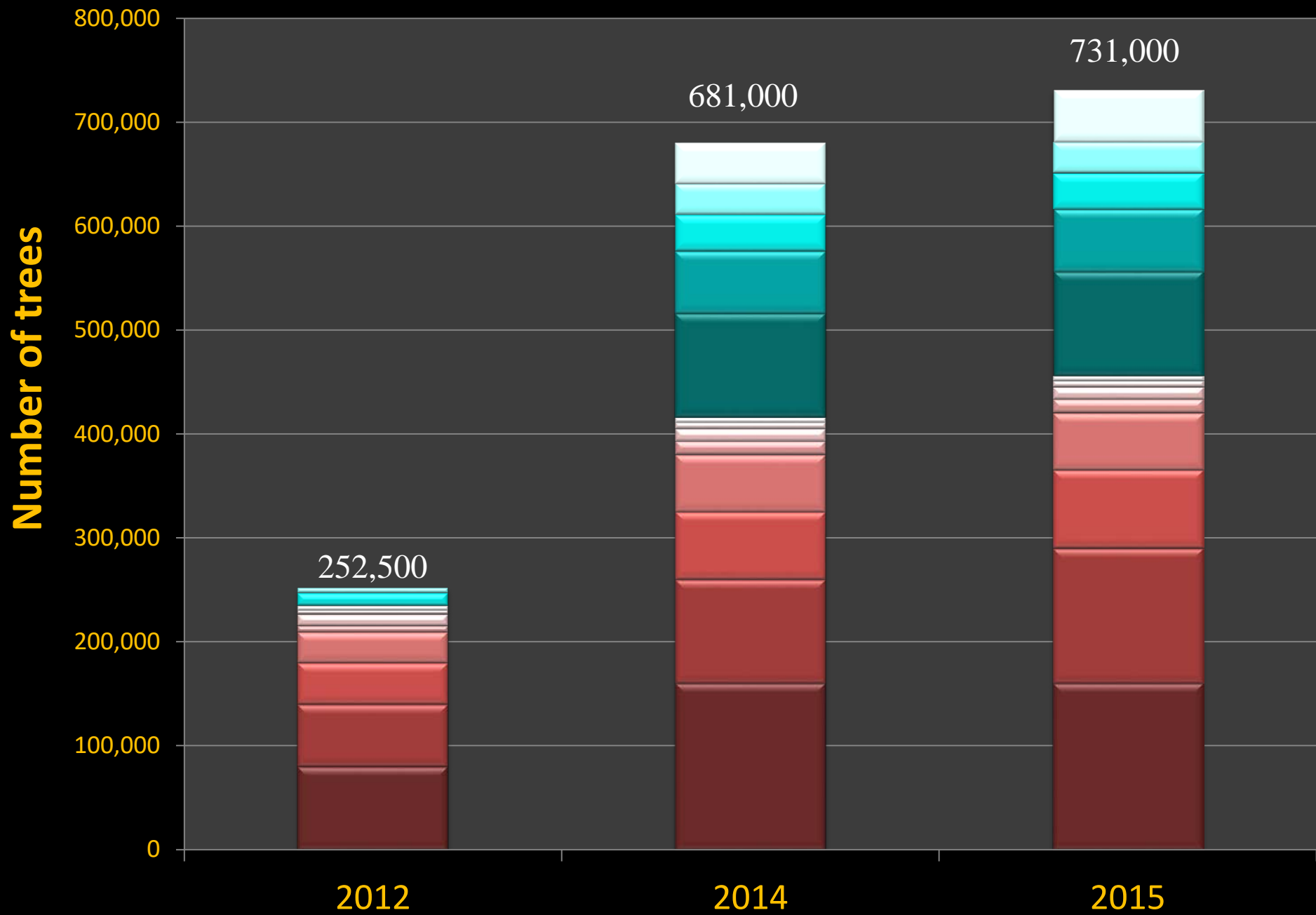
Established Nurseries



New Nurseries



All Nurseries





New Cultivars Being Planted

- Top Cultivars

- Sumner
- Desirable
- Pawnee

- Second Tier

- Excel
- Cape Fear
- Caddo
- Ocone
- Creek
- Elliott

- Minor Cultivars

- Byrd*
- Morrill*
- Cunard
- Eclipse
- Lakota
- Forkert
- Stuart
- Kiowa
- Amling
- Mandan
- Casper



* High demand but low number of trees available currently.





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.





Questions?

