

PECAN COUNTRY NEWS

Volume 20

Summer 2017

On the Calendar

Jul 9-12:

Texas Pecan Growers Conf.; Frisco, TX

Aug 23-25:

Dia del Nogalero Delicias, Chih., MX

Aug 25:

Arizona Pecan Growers Conf.; Tucson, AZ

Sep 7:

GA Pecan Growers' Fall Field Day, Ty Ty, GA

Sep 7-9:

Nat'l Pecan Shellers Mtg. Portland, ME

Sep 21:

Alabama Pecan Growers Conf.; Fairhope, AL

Come visit with us at a show near you; or drop by our facilities in Georgia, Oklahoma or New Mexico.

International PR firm gets smart on pecans.

The American Pecan Board and Weber Shandwick, the powerhouse public relations firm chosen to lead promotional efforts for the Federal Marketing Order, have embarked on an "immersion tour." The tour began in Las Cruces, New Mexico in early June and will continue with stops in the central and eastern-regions. The goal of the tour is for Weber Shandwick to get to know the ins and outs of the American pecan industry first hand. They want to hear our stories, see our farms, and see what makes the pecan industry special. With this knowledge, and their own expertise, they have big plans to amplify demand for the American pecan. The tour is also a way for members of the pecan industry to get to know who is representing them and their product.

The Las Cruces portion of the immersion tour included several stops at farms and shelling plants in the Rio Grande Valley. Southwest Texas Pecan Company, Stahmann Farms, Tom Salopek Farms/Western Blend Fertilizer, New Aces Pecan Company, James L Ivey, Ltd., and Five R Farms were all visited in

the busy two days spent touring the area.

A highlight enjoyed by all was climbing to the top of Stahmann Farms' gravity-driven cleaning plant and taking in the incredible view of miles of pecan trees.

by Jacie Salopek



The view from atop the Stahmann Farms pecan cleaning plant



Kevin Ivey teaches about planting and grafting pecan trees

Cindy Loggins Wise bids farewell to Oklahoma pecan growers.

Cindy Wise said her goodbyes to Oklahoma growers at their recent conference in Ardmore, Oklahoma. It wasn't quite her final pecan conference because that's scheduled, appropriately enough, at the Texas conference in July. Ms. Wise has touched many lives in her long career with the Texas Pecan Growers Association and in guiding a couple generations of pecan magazines, including today's *Pecan South*. At the Oklahoma Pecan Growers' awards banquet, she was the keynote speaker, entertaining the crowd with her recollections of decades spent helping to build the pecan industry into what it is today, and some of the funny things that happened along the way.



Continued on page 2

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Pecan Folks

Cindy Wise (continued from page 1)

Cindy Wise has been a valued member of the nation's pecan family with influence that extends well beyond her home state of Texas. She's also been a beloved friend of the Savage family from the very early days of Savage Equipment. While we're sad for her departure from the pecan industry, we are expecting this treasured friendship to continue for many years to come.



To honor her many years of service, the Oklahoma Pecan Growers Association presented Cindy Wise with a commemorative plaque and a rocking chair uniquely crafted from pecan wood. Standing are Bob and Daniel Knight.

Visitors from Television Land

One of the biggest names in outdoor sports, who is also a longtime friend of the Savage family, visited the Madill, Oklahoma area in May. World-class angler, Jimmy Houston was in town to record an episode of his fishing program at the Savage family's Hauani Creek Ranch.

Oklahoma native (and pecan grower) Jimmy Houston has spent several decades developing his skills and sharing his love of fishing with the world through television. He's established his sportsman legacy in the National Freshwater Fishing Hall of Fame and the Professional Bass Fishing Hall of Fame. Mr. Houston lives a busy life, traveling to fishing competitions and filming his outdoor sports program, but he also makes time to support many worthy causes. Jimmy often speaks at churches and charity events throughout the country, including benefit programs for St. Jude's Children's Hospital, Make-A-Wish Foundation and the Veterans Homes in Sulphur and Ardmore, Oklahoma.

For this particular television episode Jimmy's guest angler was Mr. Tim Guraedy. Some readers will know him better as "Mountain Man" through his regular appearances on reality TV hit, Duck Dynasty. Tim also happens to be an author and has his own radio program. His book, *Mountain Man: Keepin' a Slow Profile*, encourages us to consider "the wisdom of speaking slower than you think, taking time to talk with others, helping a person in need, eating together as a family, and doing a job right the first time." During their visit, Guraedy and Houston were very gracious, taking time out from their fishing expedition for some lakeside story telling with several Savage Equipment folks.



Fishing one of the lakes at Hauani Creek Ranch in Oklahoma



Jimmy Houston and "Mountain Man" chat with some of the Savage crew.



Jimmy Houston, Basil Savage and Tim Guraedy (a.k.a. Mountain Man)

Pecan Pieces

News you can use!

Here's a sampling of pecan-related news available on the internet and some of our favorite pecan publications.

More on agricultural "drones"

We barely scratched the surface on this topic a couple of issues back. I recently stumbled upon a more comprehensive article in the May/June 2014 Issue of MIT Technology Review written by Chris Anderson. Anderson is the former editor in chief of Wired magazine and is the co-founder and CEO of 3D Robotics and founder of DIY Drones. His article led me to some interesting presentations on Youtube and a couple of companies that seem to be leading the way toward better, easier agricultural applications made much more accessible and useful by "drone" technology. The official term used by the Federal Aviation Administration for these craft, is UAS or SUAS (Small Unmanned Aerial Systems).

This low-altitude view (from a few meters above the plants to around 120 meters, which is the regulatory ceiling in the United States for unmanned aircraft operating without special clearance from the Federal Aviation Administration) gives a perspective that farmers have rarely had before. Compared with satellite imagery, it's much cheaper and offers higher resolution. Because it's taken under the clouds, it's unobstructed and available anytime. It's also much cheaper than crop imaging with a manned aircraft, which can run \$1,000 an hour. Farmers can buy the drones outright for less than \$1,000 each.

Anderson tells us that many of the advances that make drone technology affordable are driven by the mobile phone industry. These advances include tiny sensors such as accelerometers and gyros, small GPS modules and very small, powerful processors.

Drones can provide farmers with three types of detailed views. First, seeing a crop from the air can reveal patterns that expose everything from irrigation problems to soil variation and even pest and fungal infestations that aren't apparent at eye level. Second, airborne cameras can take multi-spectral images, capturing data from the infrared as well as

the visual spectrum, which can be combined to create a view of the crop that highlights differences between healthy and distressed plants in a way that can't be seen with the naked eye. Finally, a drone can survey a crop every week, every day, or even every hour. Combined to create a time-series animation, that imagery can show changes in the crop, revealing trouble spots or opportunities for better crop management.

After reading the article, I investigated some of the companies mentioned. We tend to think of drones or UAS's as the multi-rotor, helicopter type of vehicle, but there are some very sophisticated "fixed wing" systems available. One company that's doing a lot of work in the agricultural sector is *Precision Hawk*, and their Lancaster-5 UAS is shaped more like a small airplane. It can do some pretty cool stuff. You can define a fly-over area, and the software maps

out a grid to fly. Launch the craft, and it flies the grid automatically then comes back to the starting point and auto-lands. It has

a longer flight time and can cover more area than most "multi-rotor-type" vehicles. It can fly for 45 minutes and cover 300 acres at about 300 feet. There are several types of sensors that are easily plugged into the airframe and can be swapped out in the field. These can be employed for visual inspection, crop analysis, plant height measurement and many other purposes. You can check out their website, www.precisionhawk.com for more info.



Arizona tree nut plantings on the fast track

An April 18 article on the Western Farm Press website, by Cary Blake, addresses the surge in new tree nut plantings in Arizona, primarily in pistachios and pecans. The information contained in the piece was gleaned from a session on Arizona farm land sales, rents, and commodity trends at the 2017 Spring Ag Forum held in Phoenix, presented by the Arizona chapter of the American Society of Farm Managers and Rural Appraisers (ASFMRA).

Continued on page 4

More Pecan Pieces

Arizona tree nuts (cont. from page 3)

Tree nut plantings are on the fast track in Cochise County. Also, statewide crop ground prices and rental rates are mostly stable to inching higher.

Doug Littau of Finley & Associates at Willcox located in southeastern Arizona's Cochise County says pistachio and pecan plantings in the northern reaches of the county are quickly expanding, largely by California producers wanting to expand elsewhere due in part to reoccurring drought.

Littau explained that pistachio growers were buying land that has never been farmed to develop into orchards. Also, pecan growers are searching out crop land that has been idle for decades and has water wells, with plans to re-develop this acreage into pecan orchards. There is also a lot of acreage newly planted in pecans in the Bowie area of eastern Arizona.

Schorr says Arizona pecan acreage (bearing and non-bearing) could reach 27,000 to 30,000 acres by 2020. Cochise County is home to about one-third of the state's pecan acreage. Predominant varieties include Western Schley and Wichita with Indian varieties on the increase.

In 2014, Arizona was the fourth largest pecan grower in the nation (21 million pounds), preceded in order by Georgia (76 million pounds), New Mexico (67 million pounds), and Texas (61 million pounds), according to the Agricultural Marketing Resource Center.

The information on Arizona production is a couple of years old, but the trend remains the same. According to the National Pecan Shellers Association, in 2016, Arizona accounted for 23 million pounds of pecans, keeping it ranked fourth among



New pecan acreage near Bowie, Arizona

pecan producing states. New Mexico ranked second with 70 million pounds. Clearly, growers in the Southwest are expanding their impact on the pecan industry.

Pecan shows & such

In early June, the **Oklahoma Pecan Growers Association** gathered in Ardmore for their annual conference and show. Attendees enjoyed the opportunity to renew friendships, swap pecan stories and examine the latest tools to enhance their pecan growing and processing operations. The event included a tour of pecan-cleaning facilities and orchards belonging to cattleman, pecan grower and banker Brent Wade of Ringling, Oklahoma.

The **Texas Pecan Growers Association** will soon be meeting at their annual conference and trade show. From July 9th through the 12th, the Embassy Suites Hotel and Conference Center in Frisco, Texas will host the event. For more information, you can go to pecans@tpga.org or call 979-846-3285.

One of the largest gatherings of pecan folks in Mexico will take place August 23-25. It's called the **Dia del Nogalero**, and the Facultad de Agronomía at UACH will host the event in Delicias, Chihuahua, Mexico. You can email nogaleros@prodi-gy.net.mx or telephone MX (639) 472-6366 for more information about this conference.



It just wouldn't be an Oklahoma Pecan Growers Conference without an abundance of good food.

Featured Equipment

New faces at Savage Equipment

The engineering department at the Savage Equipment facility in Madill, Oklahoma has recently enjoyed a welcome expansion. Two newly minted engineering graduates joined the team in May. The new face is that of Wyatt Goodin, who hails from Wichita, Kansas. The much more familiar one is Basil Savage III (known to some of you as BW or Third Base). Of course, being the grandson of Basil Savage, Sr, he already has a strong connection to pecans and machinery. Both of these young men recently completed their engineering studies at Oklahoma State University in Stillwater and both

are making an early impact on operations at the Savage plant.

In the Baconton, Georgia offices for Savage of Georgia, there are two more new faces. Zack Jones started with us late last year. He is now the Georgia-area Inspection Master sorter technician and helps in the parts department. Zack is also a newlywed, having married shortly after joining the Savage team.

Kyle Stratton started in May, fresh out of college. He went to the University of Georgia in Tifton, earning a bachelor degree in Agri-science and Environmental Systems. He's an avid outdoors-man, but in between the fun, he'll be traveling the state visiting customers and delivering equipment.

Savage Equipment has definitely been on a hiring spree lately, with the aim to better support our customers.



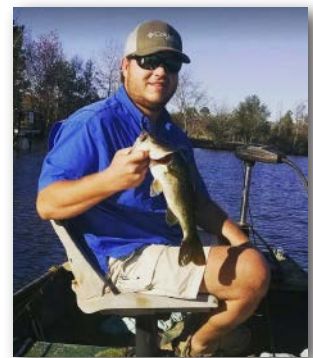
Wyatt Goodin



Basil Savage III



Zack & Taylor Jones



Kyle Stratton & Bass

Inspection Masters pre-season service

As the exclusive dealer for Inspection Masters Pecan Sorters, Savage Equipment offers the option for pre-season service on these machines. The service is designed to provide sorter owners with the best opportunity to start the busy harvest season with a healthy, well-tuned machine. The service visits will take place from mid-July through September and will include, among other things, the following:

- Cleaning the sorter of dirt and debris
- Testing and calibrating the air supply
- Testing and calibrating the lighting system
- Verifying air valve systems
- Re-calibrating the imaging system

- Inspecting condition of standard wear items
- Verifying and calibrating electronic systems
- Updating to latest software when applicable
- Refresher training for sorter operators

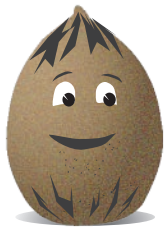
Rates for the 21-Point Pre-Season Service will vary based on straight-line distance from your nearest Savage technician. The fee will cover travel expenses when pre-season service is performed at a time that is mutually agreed upon. Letters about this service will be sent out to sorter owners in late June and early July. Simply fill out the form and send it in with your check if you would like the service.



Just Plain Nuts

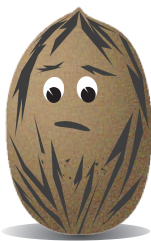


Jimmy Houston recording an episode of his fishing show with "Mountain Man," Tim Guraedy, at the Savage family's Hauani Creek Ranch. Story on page 2



Stewart, you're looking a little down. What's wrong, buddy?

I don't know, Elliot. It seems like I can't do anything right lately. I keep getting into trouble without even trying.



The other day I was standing in line at the bank. The old lady in front of me tells me she's just there to check her balance. I say, "no problem" and give her a little shove. Well, turns out her balance was so bad she topples over a potted plant and starts cussing me.

Then last night, my upstairs neighbor knocked on my door at 2:30 a.m. I couldn't believe it! 2:30! Lucky for him I was still up, playing my bagpipes, or I would have really been steamed.

Now, my wife's mad at me too. The other night, I was explaining to her about reincarnation. I told her that when you're reincarnated, you come back to life as a different animal. She said she'd like to come back as a cow. I said, "Clearly you weren't listening to me." That's when she threw her shoe at me.

EASY GRANOLA RECIPE WITH PECANS AND CRANBERRIES (Slightly modified from www.rachelcooks.com)

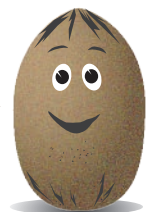
Ingredients:

- 3 cups rolled oats
- 1/2 cup raw shelled sunflower seeds
- 1 cup chopped raw pecans
- 1/2 cup sliced raw almonds
- 1 cup flaked unsweetened coconut
- 2 Tbspns ground flaxseed
- 2 Tbspns wheat germ
- 1 heaping Tbspn ground cinnamon
- 1/4 tsp salt
- 3 Tbspns canola or coconut oil
- 3 Tbspns honey
- 3 Tbspns brown sugar
- 1 Tbspns pure vanilla extract
- 1 cup dried cranberries

Directions:

1. Preheat oven to 300 degrees Fahrenheit. Spray a baking sheet with nonstick cooking spray.
2. In a large mixing bowl, combine oats, sunflower seeds, pecans, almonds, coconut, flaxseed, wheat germ, ground cinnamon and salt. Stir to combine.
3. In a small microwave-safe bowl, add oil, honey, brown sugar, and vanilla. Heat in microwave for 45 seconds on 50% power. Stir to combine. If using coconut oil, continue to heat in 30 second increments until coconut oil is completely melted. Pour over dry ingredients and stir until everything is coated. Spread into an even layer on prepared baking sheet.
4. Place in preheated oven and bake for 15 minutes. Remove from oven, stir, and continue to bake for 15-20 minutes or until golden brown. If you like big chunks, press down with spatula and let cool completely on pan. If you don't want large chunks, stir 3-4 times as granola cools. Stir in cranberries once cooled.

Granola! What a wonderful invention. You can have it with milk for breakfast, eat it for a snack, or put it on your ice cream. And, it's kinda healthy. Amazing, really.



If you've got a humorous story (true, kinda true, or a complete fabrication) or a good, clean joke you'd like to share, send it along to pecancountry@savageequipment.com, and we might just include it in our little newsletter.