

PECAN COUNTRY NEWS

Volume 28

Summer 2019

On the Calendar

July 14-17:
TX Pecan Growers Conf.
Frisco, TX

Aug 28-30:
Dia del Nogalero
Delicias, Chih., MX

Sep 5:
GA Pecan Growers Fall
Field Day, Hawkinsville

Sep 5-6:
AZ Pecan Growers Conf.
Tucson, AZ

Sep 11-13
National Pecan Shellers
Meeting, Nashville, TN

Sep 19
AL Pecan Growers Conf.
Fairhope, AL

2019 Oklahoma pecan conference

Pecan folks from Oklahoma gathered with growers from Texas, Kansas and other states at the Ardmore Convention Center in June for this year's Oklahoma Pecan Growers Conference and Show. This being the home state of Savage Equipment, we tend to create a rather large presence at this event.

It was two-and-a-half days of pecan education, friendship, delicious food (including lots of pecan treats), and a great "field trip" to Arubuckle Mountain Pecans, the farm owned and operated by Mike and Valerie Bynum. The Bynums, relative newcomers to the industry, hosted a wonderful field day for everyone and served up a delicious meal and plenty of good old-fashioned southern hospitality. They Bynums offered some excellent "lessons learned" that provided valuable insights for all the growers that attended.

In the pecan show portion of the event, Dick Hoffman proved he's figured out how to grow high quality pecans, taking home most of the top

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Photo by Catherine Clark

Grower Dick Hoffman dominated the field with three major awards for his pecans.



Meet the new guy in New Mexico

Earlier this year, Loren Horton joined the Savage Southwest team in Mesquite, New Mexico. We're proud to have Loren on board to support growers and processors in western Texas, New Mexico and Arizona. He's a native New Mexican, born and raised in Hatch, and a graduate of New Mexico State University with a degree in Agriculture. He grew up milking cows and living the ranch life in southern New Mexico and even has some experience in managing pecan orchards. We believe he's a perfect fit for the Savage team and his fluency in Spanish will be a real asset in the region.

Although Loren is based out of the Savage office in Mesquite, he's already wearing out the roads getting to know Savage customers and meeting their equipment needs. Loren says he's, "optimistic about the future of the pecan industry here in the Southwest."

Loren and his wife, Rebekah, have two children. Daughter Hailey is thirteen and son Cade is ten. We couldn't be more pleased to have the Horton clan as part of our Savage family, and we hope you'll stop by our Mesquite office and get to know "the new guy."



The new friendly face at our Savage Southwest facilities in Mesquite, NM

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Pecan Folks

Oklahoma conference (cont. from page 1) prizes and more hardware than he could carry.

The educational sessions included lessons on everything from weevils to marketing, including a session on pecan cleaning equipment by our own Basil Savage III (a.k.a. Third Base or BW).

For many years, one of the highlights of the Oklahoma Pecan Conference has been the Pecan Food Show, led by the charming Ms. Andrea Mount. This was her last year to run the food show, and we're so thankful for her years of service. In this year's delicious competition, some of our Savage family were standouts. Libby Savage and Avah Savage took home several nice pieces of silver in recognition for their "Grand Champion" baking skills. The traditional auction of prize-winning baked goods brought in some serious cash that will help fund scientific research for the pecan industry.



Pecan growers Mike & Valerie Bynum talk pecan growing with OPGA President, Chad Selman and Dr. Charles Rohla of the Noble Research Institute

Big pecan conference in Texas

Just north of Dallas, Texas is the thriving suburb of Frisco, home to the Dallas Cowboys' business and training complex and quite a few gatherings of the Texas Pecan Growers Association. This year, July 14th to 17th, the 98th annual conference for Texas pecan growers will be held at the Embassy Suites Hotel and Convention Center there.

This conference is always well attended by pecan folks from across the U.S. and far-flung corners of the globe, and for good reason. Many of the world's best experts on the pecan business and pecan growing will be sharing their knowledge and experience in seminars and casual conversations throughout the event. The enormous, air conditioned (it's July in Texas, after all) exhibit hall will be filled with dozens of vendors offering everyone a hands-on opportunity to examine an amazing array of equipment and all manner of pecan-related stuff. Of course, Savage Equipment is eager to present their wide range of equipment to the growers, accumulators and processors wandering the show floor.

Adjacent to the exhibit hall, a terrific assortment of pecan seminars will be taking place. It starts with a "Mini

Pecan Short-course," sponsored by Texas A&M AgriLife Extension. Monday afternoon through Tuesday, the educational program will feature topics to help you manage your orchard and business, including talks on irrigation, photosynthesis, long-term weed control, and pests; a Texas buyer licensing panel and a presentation on how to communicate with consumers.

There will also be industry updates from leaders of the National Pecan Shellers Association, National Pecan Federation, U.S. Pecan Growers Council, and the Texas Pecan Board. The American Pecan Council will give an update on their recent strategic planning efforts. Tuesday will include the TPGA business meeting, updates, grower awards, and a crop estimate.

It all wraps up Wednesday with a trip southwest to Granbury, Texas where we'll tour Anthony Orchards and Leonard Bend Farm and enjoy a wonderful lunch together.

There will be several special events to make the conference more of a fun family experience. For more information, go to tpga.org/tpga-events.



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.

USDA statement on federal disaster relief package and trade-related loss compensation

It's been a long time coming, but a large disaster relief and trade-loss mitigation package finally cleared Congress and the President's desk. About three billion dollars in aid to cover losses from weather disasters in 2018 and 2019 are now available. Additionally available are "\$16 billion to support farmers as they absorb some of the negative impact of unjustified retaliation and trade disruption," according to a press release from the U.S. Secretary of Agriculture, Sonny Purdue.

President Trump and Congress are presently faced with defining an array of fiscal, monetary, trade, and national security policies that will protect the interests of the United States and define the U.S. and Chinese relationship for years if not decades to come.

Heat stress concerns: Not only for your trees

For us Northern Hemisphere pecan folks, we're now well into that time of year when we should be taking precautions to minimize the heat stress in our trees. Hopefully, we are equally aware of the dangers associated with heat stress for those humans out there working around the orchard. An August 15, 2018 article by Tim Hearnden in the Western Farm Press provides some useful and perhaps even lifesaving guidance based partly on information provided by Ben Faber, University of California Cooperative Extension soils, water, and subtropical crops advisor for Ventura and Santa Barbara counties..

Temperature, humidity, direct sun radiation, airspeed, and workload all factor in to the amount of stress induced by the environment. A person's age, weight, physical and medical condition, use of medications and alcohol, and acclimatization play a role in how those environmental factors affect individuals. Even in seemingly mild temperatures,

the factors listed above can mean a risk of heat stress. Below are some ways, suggested in the article, to reduce the risk to folks.

- **Provide plenty of water.** There must be an adequate supply of clean, cool, potable water. Workers in the heat need to drink three or four glasses of water per hour, including at the start of the shift, to replace water lost to sweat. That equates to two or more gallons per person in an eight-hour day. Also, thirst isn't a reliable indicator of dehydration, so workers often have to be reminded to keep drinking water.

- **Provide shade.** Direct sunlight can add as much as 15 degrees to the heat index, so work should be done in the shade if possible, Faber says. If not, where possible, employers need to provide a shaded area for breaks and for when employees need relief from the sun. Wide-brimmed hats are also advised.

- **Acclimatization is important.** People need time for their bodies to adjust to heat, particularly if they're returning after a prolonged absence, recent illness, or moving from a cool to a hot climate. For hard work in hot conditions, Faber suggests starting with shorter periods and working up to a full shift over 4 days to 10 days.

- **Provide rest breaks.** Breaks reduce internal heat load and provide time for cooling, as well as an opportunity to drink water. They should be taken in cooler, shaded areas.

- **Recognize illness symptoms.** Employers should watch for early warning signs such as headache, muscle cramps, and unusual fatigue, and provide an effective response. Illness can rapidly get more severe and can include unusual behavior, nausea and vomiting, weakness, rapid pulse, excessive sweating or hot, dry skin, seizures and fainting, or loss of consciousness. Any of these symptoms require immediate attention, Faber says, and no employee with any of the symptoms should be sent home or left unattended.

More Pecan Pieces

Heat Stress (cont. from page 3)

- **Provide training.** Supervisors and employees must learn about the risks of heat illness and measures to protect themselves and their co-workers. This training should include how to contact emergency services, and how to effectively report the work location to 911.

Let's be careful out there folks, and have a safe and fruitful summer growing season.

U.S. seeks to level China's highly aggressive global policy

Pecan industry folks, along with many other agricultural sectors, have become keenly focused on the Trump administration's policy efforts regarding China. An article by the above title appeared on the Southeast Farm Press news feed June 5th (written by Bobby Coats, professor and extension economist, Department of Agricultural Economics and Agribusiness, University of Arkansas System). Professor Coats outlines the Trump administration's efforts to "level the global economic playing field and limit China's highly aggressive global predatory policies related to intellectual property (IP), technology, and innovation." The Congressional Research Service (CRS) recently issued a report on China's trade and economic practices. There are several items in the report, that the White House considers as "economic aggression," and the administration is attempting to target these with U.S. economic tools.

The report says China:

- uses joint venture requirements, foreign investment restrictions, and administrative review and licensing processes to force or pressure technology transfers from U.S. companies to a Chinese entity;
- maintains unfair licensing practices that prevent U.S. firms from getting market-based returns for their intellectual property (IP);
- directs and facilitates investments and acquisitions which generate large-scale technology and IP transfer to support China's industrial policy goals, such as the Made in

China 2025 (MIC 2025) initiative; and

- conducts and supports cyber-intrusions into U.S. computer networks to gain access to valuable business information.

The article also provides a timeline of key dates of the administrative actions taken to address China's economic practices, including escalating tariffs imposed on China. If you'd like to read more on the subject, you can find the article at farmprogress.com/trade.

An unprecedented gathering of pecan folks

In the June issue of *The Pecan Grower* (*Georgia Pecans*), editor Samantha McLeod tells the story of the first-of-its-kind Pecan Congress that assembled in early April. The Dallas meeting saw representatives from the American Pecan Council, U.S. Pecan Growers Council, National Pecan Shellers Association and the National Pecan Federation, along with folks from the regional and state pecan organizations. The article quotes Western Region APC Grower Representative, Phillip Arnold:

Everyone, this is historic! We are all coming together for the first time and this is a direction we have never been before as an industry. We are finally starting to throw away all that old mess and come together as a unit to make things better for all of us, both grower and sheller.

Fellow Western Grower Rep, Louie Salopek added, "...it's not just about this year; it's about the future of the entire industry and the next generation."

One significant occurrence during the Congress was the signing of a contract between the American Pecan Council and the U.S. Pecan Growers Council. Executives from each organization signed a document aimed to "divide and conquer the targeted international markets to increase demand for pecans."

Under the American Pecan Council's umbrella, USPGC will continue to operate internationally in their target markets of Turkey, Vietnam, South Korea and China. On the other side of the coin, based on the

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Featured Equipment

Savage Sprayers aren't only for pecans.

Perhaps you thought New Jersey was a land of turnpikes and sprawling cities. That's mostly true. It turns out the "Garden State" also has gardens, not to mention farms and orchards. Specialty crops like tomatoes, blueberries, peaches, cranberries and apples are grown in abundance.

When one of the state's apple growers needed something more effective than a high-pressure spray gun to protect their thousand or so trees, they called on Savage of Georgia to come up with a good alternative. Bill and Jayce Anderson grow apples on a farm that's been in the family for five generations. It's a family-and-friends business that includes a roadside produce market, an orchard maintenance business, firewood sales and a saw mill.

A few months ago, the brothers traveled down to Baconton, Georgia to pick up their new Savage 5534 Sprayer. While most apple growers have dwarf varieties or tightly hedged trees, Anderson Apple Orchards has some very large trees and needed the extra range and coverage of a Savage Sprayer. Now, as they nurture their trees through the 2019 growing season, they're enjoying a much faster, safer and more economical spraying operation in their orchards. We couldn't be any more pleased about it.

A few states south of New Jersey, Savage sprayers are also making a difference for satsuma growers in the panhandle region of Florida and in southern Louisiana. These citrus fruits have been around for a long time, but not many people are familiar with the name. Satsuma oranges (also known as satsuma mandarins) traveled from southern Japan to the U.S. in the 1800's. Trees were planted in the Mississippi Delta region of Louisiana and in Florida. The seedless fruit is smaller than most oranges and has a thin skin that is easy to peel.

One Florida satsuma grower (and former Auburn University agronomy professor), Dallas Hartzog, has been growing satsumas for over fifteen years and has used a Savage sprayer for that whole period. It's not that the trees are all that large, but they have very dense, heavy foliage, and it takes a powerful sprayer to push through it. That's why Savage sprayers are being used in satsuma groves.

We, at Savage Equipment, are proud to see our machines helping the growers of other commodities get the job done around the country.



Spraying apple trees in rural New Jersey



A variety of apple varieties at the Anderson market



Citrus grower Dallas Hartzog and his Savage sprayer

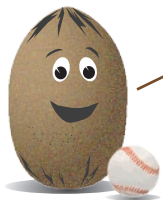
Just Plain Nuts

Pecan Congress (cont. from page 4)

Boston Consulting Group's strategic plan for the pecan industry, the APC will work on several other international markets including Canada, the European Union and India.

Only three weeks after the Dallas meeting, the Georgia Pecan Growers Association kept the momentum going by assembling their own version

of the Pecan Congress focused on the unique challenges facing the pecan industry in Georgia. The Georgia meeting was held at the UGA Conference Center in Tifton, included Georgia pecan stakeholders along with representatives from Georgia Department of Agriculture, USDA-FSA, the American Pecan Council and the U.S. Pecan Growers Council.



Batter up! Here's a little baseball humor in the form of some actual quotes. (Apologies to our international readers that don't know baseball.)

There are two theories on hitting the knuckleball. Unfortunately, neither one of them works. — Catcher and hitting coach, Charlie Lau

The way to catch a knuckleball is to wait until the ball stops rolling and then to pick it up. — Catcher and sports personality, Bob Uecker

We know we're better than this, but we can't prove it. — Outfielder, hitting great, Tony Gwynn

You don't realize how easy this game is until you get up in that broadcasting booth. — Fielder, First Baseman, Slugger, Mickey Mantle

The other teams could make trouble for us if they win. — Catcher, manager, 3-time MVP, Yogi Berra

Trying to sneak a pitch past Hank Aaron is like trying to sneak the sunrise past a rooster. — First baseman, manager, Joe Adcock

The baseball mania has run its course. It has no future as a professional endeavor. — Cincinnati Gazette editorial, 1879

Source: Baseball's Greatest Quotations: An Illustrated Treasury of Baseball Quotations and Historical Lore, by Paul Dickson, Harper-Collins, 2008.

We borrowed this one from our friends at the americanpecans.com website. The online recipe includes some buttermilk ranch dressing to go with your chicken. Yum!

Baked Pecan-Crusted Chicken Tenders

Submitted by: Natalie Mortimer and Holly Erickson
Prep and total time: 35 mins

Ingredients:

- 2 cups raw pecan halves or pieces
- 1 ½ to 2 lbs chicken breast tenders or chicken strips
- 1 cup panko (or gluten free bread crumbs)
- 1 teaspoon garlic powder
- ¼ teaspoon cayenne
- 1 teaspoon salt
- 3 large eggs
- 1 cup all-purpose flour (or gluten free flour blend)

Directions:

Preheat oven to 425 degrees F. In a food processor, pulse pecans until fine as breadcrumbs. Mix pecans along with panko, garlic powder, cayenne and salt in a shallow bowl. In another shallow bowl, whisk eggs until smooth. And finally, in a third shallow bowl add flour. Lightly season chicken tenders with salt and pepper. Working with one chicken tender at a time, dip in eggs, flour and then pecan mixture. (be sure to press the pecan mixture onto the chicken to be sure it is completely coated.) Set chicken on a baking sheet lined with parchment paper. Repeat with remaining chicken. Place chicken on center rack and bake for 20 minutes, until golden brown and cooked through. Serve warm.

If you've got a pecan story, a good, clean joke or a pecan recipe you'd like to share, send it along to pecancountry@savageequipment.com. We love to hear from our Pecan Country neighbors.