

January, 1972

# Tennessee

M A G A Z I N E

*Dedicated to Better Living*



**Sentinels of Safety**  
(See Page 8)

# Now-\$1 Enrolls You In The Doctors Hospital Plan To Safeguard Your Income and Savings If Sickness Or Accident Puts You In The Hospital

MAXIMUM BENEFIT UP TO \$10,000 - TAX-FREE! PLAN PAYS EXTRA CASH DIRECT TO YOU - IN ADDITION TO ANY OTHER INSURANCE - INDIVIDUAL, GROUP OR MEDICARE... TAX-FREE EXTRA CASH TO USE AS YOU PLEASE!

**PAYS \$428.40  
A MONTH  
EXTRA**

when you are hospitalized  
(See all plans below)

**PAYS \$321.30  
A MONTH  
EXTRA**

when your wife is hospitalized (See All-Family and Husband-Wife plans below)

**PAYS \$214.20  
A MONTH  
EXTRA**

when a covered child is hospitalized (See All-Family and One-Parent Family plans below)

**PAYS \$1,499.40  
A MONTH  
EXTRA**

when you and your wife are both injured and hospitalized (See All-Family and Husband-Wife plans below)

**PLUS INCREASED  
EXTRA CASH FOR  
CANCER, HEART  
ATTACK OR  
STROKE**

**REGARDLESS OF YOUR AGE OR THE SIZE OF YOUR FAMILY, YOU CAN ENROLL FOR ONLY \$1.00**  
Then, after the first month, continue this "extra cash" coverage at Physicians' low rates.

During this Limited Enrollment Period, you can enroll yourself and all eligible members of your family simply by mailing the Enrollment Form below with \$1. There's nothing else to do - but you must mail your Enrollment no later than Mid-night, February 5, 1972!

Now... with a stroke of your pen, you can have tax-free expense-free extra cash paid direct to you when a sudden accident or illness hospitalizes you or a covered member of your family! And you may enroll during this offer without having to see a company representative and without any red tape whatsoever. Simply mail the Enrollment Form on the next page, with just \$1 before the expiration date. It's that easy!

#### Why You Need Extra Cash In Addition To Ordinary Hospital Insurance

Anyone who has been in the hospital recently knows ordinary hospital insurance—even Medicare—simply will not cover everything. You have to pay many "extras" out of your own pocket—and it can add up to hundreds of dollars in a frighteningly short time.

But even if your ordinary hospital insurance covers most of your medical bills, what about the bills that keep piling up at home?

If you, as husband, father and breadwinner are suddenly hospitalized, your income stops, your expenses go up. Even if you have some kind of "salary insurance" it probably won't come close to replacing your full-time pay.

If your wife is suddenly hospitalized, who will look after the family, do the laundry, the marketing, the cleaning? You may have to take time off from your job—or hire full-time domestic help—to take care of things at home.

If one of your children is suddenly hospitalized, you will certainly spare no expense. You wouldn't even think of the cost.

If you're over 65 and are suddenly hospitalized, Medicare, fine as it is, won't pay all of your hospital expenses or any household expenses. Most senior citizens

### CHOOSE THE PLAN THAT SUITS YOU BEST



#### INDIVIDUAL \$5,000 MAXIMUM

PAYS YOU: \$428.40 monthly (\$14.28 daily) extra cash when you are hospitalized.

you are hospitalized.

If you are living by yourself, or if you wish to cover only yourself or one family member, choose the Individual Plan.

You pay only \$3.95 a month and you get your first month for only \$1.00!



#### HUSBAND-WIFE \$7,500 MAXIMUM

PAYS YOU: \$428.40 monthly (\$14.28 daily) extra cash when you are hospitalized. \$321.30 monthly (\$10.71 daily) when your wife is hospitalized.

you are hospitalized. \$321.30 monthly (\$10.71 daily) when your wife is hospitalized.

If you have no children, or if your children are grown and no longer dependent on you, you will want the Husband-Wife Plan.

You pay only \$6.45 a month and you get your first month for only \$1.00!



#### ALL-FAMILY \$10,000 MAXIMUM

PAYS YOU: \$428.40 monthly (\$14.28 daily) extra cash when you are hospitalized. \$321.30 monthly (\$10.71 daily) when your wife is hospitalized. \$214.20 monthly (\$7.14 daily) for each eligible child hospitalized.

you are hospitalized. \$321.30 monthly (\$10.71 daily) when your wife is hospitalized. \$214.20 monthly (\$7.14 daily) for each eligible child hospitalized.

If yours is a young, growing family, we recommend the All-Family Plan. All your children (including future additions) between 3 months of age and under 21 are included at no extra cost as long as they are unmarried and live at home.

You pay only \$7.95 a month and you get your first month for only \$1.00!



#### 1-PARENT FAMILY \$7,500 MAXIMUM

PAYS YOU: \$428.40 monthly (\$14.28 daily) extra cash when you are hospitalized. \$214.20 monthly (\$7.14 daily) for each eligible child hospitalized.

you are hospitalized. \$214.20 monthly (\$7.14 daily) for each eligible child hospitalized.

If you are the only parent living with your children, we suggest the One-Parent Family Plan. This plan has been tailored to help meet your particular needs. It covers you and all unmarried children living at home between 3 months of age and under 21.

You pay only \$5.95 a month and you get your first month for only \$1.00!

### SPECIAL EXTRA BENEFITS!

All plans provide:

50% INCREASE IN YOUR CASH BENEFITS... if you or any member of your family is hospitalized for cancer (including Leukemia and Hodgkin's Disease), heart attack (acute myocardial infarction, coronary thrombosis and coronary occlusion), or stroke (apoplexy).

In addition, the All-Family and Husband-Wife Plans provide:

DOUBLE CASH BENEFITS if both you and your wife are injured and hospitalized at the same time: You get twice the amount—\$1,499.40 A MONTH.

Important: Here is another real "plus"—if you have been told that anyone in your family is "uninsurable"! Even if one of your covered family members has suffered from chronic ailments in the past—allments that come back again and

again, or are likely to recur—you will be covered for these pre-existing conditions after your policy has been in force for one year!

On all plans, your "extra cash" benefits are paid from the very first day you enter the hospital, for as long—and for as many times—as you are hospitalized, right up to the maximum (Aggregate of Benefits) of the plan you select.

Naturally, The Doctors Hospital Plan will cover any new accident or sickness. New accidents are covered immediately. After your policy is 30 days old, you are covered for new sicknesses which begin thereafter. There are only these minimum necessary exceptions: pregnancy or any consequence thereof (unless you have the All-Family Plan or the Husband-Wife Plan each of which covers maternity after the policy is in force for 10 months), war, military service, mental disorder, alcoholism or drug addiction, or conditions covered by Workmen's Compensation or Employers Liability Laws.

You will be covered in any lawfully operated hospital except: nursing homes; convalescent, extended-care, or self-care units of hospitals; or Federal hospitals.

#### IF YOU ARE OVER 65

Folks over 65 do go to the hospital more and have larger bills. That's why some plans won't accept them. Or charge extra high rates. Or reduce cash benefits.

But THE DOCTORS HOSPITAL PLAN accepts you regardless of age. It gives you easy-to-carry protection that is within your means, and pays full benefits, always. If you are over 65 now, or when you become 65, the following modest monthly additional rate applies and should be added to the low premium of the coverage you choose: female on All-Family or Husband-Wife Plan, \$2.50; female on One-Parent Family or Individual Plan, \$3.50; male on any Plan, \$3.50.

#### How The Plan Protects You And Your Family

Now, with the unique "extra cash" protection of The Doctors Hospital Plan you can avoid these worries because you can be assured of extra cash income when you or any covered member of your family goes to the hospital. No matter how large your family, no matter what your age or occu-

ption and without any qualifications whatsoever, you can choose any of the four low-cost plans shown above to meet your family's special needs.

In addition, you get all these valuable "extra" features:

#### Enjoy Life-Long Security

As long as you live and pay your premiums, we will never cancel or refuse to renew your policy for

won't want to use up savings it may have taken a lifetime to accumulate... they want to retain their independence and not become a "burden" to anyone.

Without "extra cash" protection, a hospital emergency may leave you with savings gone, debts you can't pay, peace of mind shattered—even delayed recovery due to money worries!

health reasons—and we guarantee that we will never cancel, modify or terminate your policy or change your rates unless we do so on all policies of this type in your *entire* state or until the maximum (Aggregate of Benefits) of your policy has been paid to you. Of course, you may have only one like policy with Physicians Mutual.

#### Enroll For Only \$1

Regardless of your age, the size of your family, or the plan you select, you get your first month for only \$1.00. If you choose the All-Family Plan—all your eligible children (including future additions) are included at *no extra cost*. (See box at left for low rates.)

#### Surprisingly Low Cost

How can a hospital plan offer so much for so little? Because we have *lower* total sales costs. This is a *mass enrollment plan*. All business is conducted between you and the company by mail. *No salesmen will call*. It all adds up to *real savings* we share with you by giving you *high-quality* protection at *low cost*.

#### Offered By Physicians Mutual "The Doctors Company"

Your policy is backed by the resources, integrity and reputation of the *Physicians Mutual Insurance Company*, "the doctors company," specializing in health and accident protection for physicians, surgeons and dentists for more than 69 years. Dunne's Insurance Reports, one of the leading insurance industry authorities in the nation, gives Physicians Mutual its highest policyholders' rating of "A Plus (Excellent)." Serving over 600,000 policyholders in the U. S. direct-by-mail, Physicians Mutual has its headquarters in Omaha, Nebraska, and is licensed to do business in your state. Its Board of Directors is composed *entirely* of respected members of the medical and insurance professions.

#### Easy To Enroll! No Salesman Will Call!

During this limited offer there are no qualifications other than to complete and mail the Enrollment Form below. We will issue your Doctors Hospital Policy (Form P322 Series) *immediately*—the same day we receive your form. This automatically puts your policy in force. With your policy you will receive a simple, easy-to-use Claim Form. When you need your benefits, you can be sure that your claim will be handled promptly.

#### Protect Your Family—Enroll Now. Your \$1 Back If Not Satisfied

Take a moment now to fill out your Enrollment Form and mail it with only \$1.00 for your first month. If for any reason you change your mind you may return your policy *within 10 days* and we will promptly refund your dollar. **IMPORTANT:** We can only accept your enrollment if it is postmarked on or before the date shown at right. Mail to:

**PHYSICIANS MUTUAL  
INSURANCE COMPANY**  
115 South 42nd Street  
**OMAHA, NEBRASKA 68131**

## 13 Important Questions Answered

### 1. How much can I be paid?

Each plan has its own "Aggregate of Benefits," or maximum.

Under the *Individual Plan*, the maximum is \$5,000—\$428.40 monthly (\$14.28 daily) when you are hospitalized.

Under the *Husband-Wife Plan*, the maximum is \$7,500—\$428.40 monthly (\$14.28 daily) when you are hospitalized; \$321.30 monthly (\$10.71 daily) when your wife is hospitalized.

Under the *All-Family Plan*, the maximum is \$10,000—\$428.40 monthly (\$14.28 daily) when you are hospitalized; \$321.30 monthly (\$10.71 daily) when your wife is hospitalized; \$214.20 monthly (\$7.14 daily) for each eligible child hospitalized.

Under the *One-Parent Family Plan*, the maximum is \$7,500—\$428.40 monthly (\$14.28 daily) when you are hospitalized; \$214.20 (\$7.14 daily) for each eligible child hospitalized.

### 2. When do my benefits begin?

On all plans, your cash benefits are paid from the very first day of covered hospital confinement, for as long—and for as many times—as you are hospitalized, up to the maximum (Aggregate of Benefits) of the plan you choose.

### 3. Can I collect even if I carry other health insurance?

Yes, The Doctors Hospital Plan pays you in addition to any health insurance you carry, whether individual or group—even in addition to Medicare! And all your benefits are tax-free! Of course, you may have only one like policy with Physicians Mutual.

### 4. Are there any other benefits?

Yes. You receive a 50% increase in cash benefits if you or any covered family member is hospitalized for cancer (including

Leukemia and Hodgkin's Disease), heart attack (acute myocardial infarction, coronary thrombosis and coronary occlusion), or stroke (apoplexy).

### 5. What are the "double" cash benefits?

If you and your wife are both injured and hospitalized at the same time and have the ALL-FAMILY or HUSBAND-WIFE PLAN, you get *twice the amount*—\$1,499.40 A MONTH!

### 6. Can I go to any hospital?

You will be covered in any fully operated hospital except: nursing homes; convalescent, extended-care, or self-care units of hospitals; or Federal hospitals.

### 7. When does my policy go into force?

The very same day we receive your Enrollment Form. New accidents are covered on that date. After your policy is 30 days old, new sicknesses which begin thereafter are covered. Under the ALL-FAMILY PLAN and the HUSBAND-WIFE PLAN, childbirth or pregnancy or any consequence thereof is covered after your policy is in force for 10 months.

### 8. What if someone in my family has had a health problem that may occur again?

Even if one of your covered family members has suffered from chronic ailments in the past, pre-existing conditions are covered after the policy has been in force for one year.

### 9. What conditions aren't covered?

Only these minimum necessary exceptions: pregnancy or any consequence thereof (unless you have the ALL-FAMILY PLAN or the HUSBAND-WIFE PLAN), war, military service, mental disorder,

alcoholism or drug addiction, or if something happens "on the job" and is covered by Workmen's Compensation or Employers Liability Laws.

### 10. Can you drop me?

We will never cancel or refuse to renew your policy for health reasons—for as long as you live and continue to pay your premiums. We guarantee that we will never cancel, modify or terminate your policy or change your rates unless we do so on all policies of this type in your *entire* state or until the maximum (Aggregate of Benefits) of your policy has been paid. You, of course, can drop your policy on any renewal date.

### 11. How do I claim my cash benefits?

With your policy, you will receive a *simple, easy-to-use Claim Form*, which you send directly to the company when you want to claim your cash benefits.

### 12. How much does my first month cost?

Only \$1.00, regardless of your age, the size of your family or the plan you select. After the first month, if you are under 65, you pay only these low monthly rates: only \$3.95 a month for the *Individual Plan*; only \$6.45 a month for the *Husband-Wife Plan*; only \$7.95 a month for the *All-Family Plan*; only \$5.95 a month for the *One-Parent Family Plan*. (When you are over 65, premiums increase. See modest increase in box on preceding page.)

### 13. Why should I enroll now?

An unexpected sickness or accident could strike without warning—and you will not be covered until your policy is in force. Remember, if for any reason you change your mind, you may return your policy within 10 days and your \$1.00 will be refunded immediately.

## LICENSED BY THE STATE OF TENNESSEE

ENROLLMENT EXPIRES FEB. 5, 1972

### The Doctors Hospital Plan

LIMITED ENROLLMENT FORM NO. 2083

INSURED'S NAME (Please Print) First Middle Initial Last

ADDRESS Street

City State Zip No.

AGE:	
SEX:	<input type="checkbox"/> Male <input type="checkbox"/> Female
DATE OF BIRTH	
Month	Day Year

#### SELECT PLAN DESIRED:

Check one only

- INDIVIDUAL-PLAN 4  
 Husband-Wife-Plan 3  
 All Family-Plan 1  
 One Parent Family-Plan 2

If All-Family or Husband-Wife Plan is selected, give following information on wife:

Wife's First Name	Middle Initial
DATE OF BIRTH:	
Month	Day Year

I have enclosed my first month premium of \$1.00 and hereby apply to Physicians Mutual Insurance Company, Omaha, Nebraska, for The Doctors Hospital Policy, Form P-322 Series and Plan thereunder as selected above. I understand the policy is not in force until actually issued.

Date Signed  Insured's Signature. Sign—do not print.

Form E-322

**PHYSICIANS MUTUAL INSURANCE COMPANY**  
115 SOUTH 42ND STREET, OMAHA, NEBRASKA 68131

Make check or money order payable to Physicians Mutual

# Tennessee MAGAZINE

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## ON THE COVER

The Tennessee Highway Patrol, 500 men strong, is dedicated to the safety and preservation of life for the users of Tennessee's highways, more than 2,000,000 strong. Story begins on Page 8.



# Volunteer Views

By J. C. Hundley  
Executive Manager, TECA

Electric cooperatives are responsible for providing area-coverage electric service in more than 2,500 rural counties (out of slightly more than 3,000) in 46 of our 50 United States. In order to perform this tremendous job, our electric cooperatives have built approximately one-half of all the distribution lines in our Nation.

When it comes to "giving"—extending services—the cooperative rural electrification program is without equal in the entire history of our great Nation. It's not until you come to the "receiving"—the number of member-customers and income per mile of line—that you realize what a great and necessary job our small town and rural electric systems have done and are doing.

Authoritative figures recently released show that the Nation's rural electric cooperatives have an average of only 3.7-consumers per mile of line whereas Class A & B investor-owned electric utilities have a whopping average of 35.5 customers per mile of line—almost 10 times as many in their basically larger towns and cities areas as electric cooperatives have in their basically small town and rural areas. Income comparisons per mile of line run in about the same proportion—\$696 per mile of line per year for the cooperatives against \$5,796 per mile per year for the investor-owned utilities.

Happily for Tennessee, which is blessed with one of the finest small town and rural electrification programs in the nation, these averages don't hold. With the second largest number of members in the Nation, the 22 rural electric systems serving in Tennessee average 7.6 consumers per mile of line, boosting

revenues to \$1,413 per mile of line—more than twice the national average for cooperatives in both instances.

The investor-owned utilities, which came into existence approximately 50 years before electric cooperatives were forced into being to serve the above-mentioned less-populated areas that the investor-owned utilities generally refused to serve, also hold quite an upper hand in the matter of generating, as well as distributing, electric power. The IOU's generate more than 72% of all the electricity produced in the United States while the electric cooperatives generate less than 1.5% of their's. Only a relatively few cooperatives, as do all that serve in Tennessee, can buy their wholesale power from TVA or the other Federal installations which, combined, account for approximately 11% of the Nation's entire power generation.

As we here in Tennessee begin our New Year, we can and should count among our many blessings the fact that we have an outstanding cooperative electrification program, one which is providing adequate and dependable power at about half the national-average cost. It is a program which is helping to bring more and more industry into Tennessee from other areas, as well as helping make feasible new home-grown industries, a story on one of which may be found in this issue.

Electric cooperatives came into being to serve the citizens of America's small town and rural areas. They must continue to progressively serve in good health if these areas are to continue in their vital role as the indispensable Grassroots of our entire Nation.

# PUZZLE CORNER

Nearly everyone seems to have the correct answer to our December puzzle! We were told that a farmer went to market and bought 100 animals at a total cost of \$1,000. The price of cows being \$50 each, sheep \$10 each, and rabbits 50¢ each, how many of each kind did he buy?

**ANSWER:** 19 Cows for . . . \$950.00  
1 Sheep for . . . 10.00  
80 Rabbits for . . . 40.00

The winner, as always selected by lot from all the correct answers, is Betty H. Robbins of Box 542, Newland, North Carolina 28657, a member of Mountain Electric Cooperative. Miss Robbins receives \$10 from THE TENNESSEE MAGAZINE for her correct answer.

Second and third prizes for \$5 each go to Robbie Bivens, Friendship, Tennessee, a member of Gibson County Elec. Memb. Corp. and Ronnie Rowland of Route 3, Portland, Tennessee 37148, a member of Cumberland Electric Memb. Corp. Looks like the three "R's" were lucky this month!

Here is your puzzle for January. (And if you have a coin left in your pocket after December, good for you!)

This one is called "Locating The Coins" . . . Dora said to her brother, "Just put a dime in one of your pockets and a nickel in the pocket on the opposite side. Now the dime represents 10¢ and the nickel, 5¢. I want you to triple the value of the coin in your right pocket, and double the value of the coin in your left pocket. Add those two products together and tell me whether the result is odd or even."

He said the result was even, and she immediately told him that the dime was in the right pocket and the nickel in the left one. Every time he tried it she told him correctly how the coins were located. How did she do it?

Send your name and address, along with the name of your electric cooperative to:

**PUZZLE CORNER**  
The Tennessee Magazine  
P. O. Box 7232  
Nashville, Tenn. 37210

## Tennessee Readers

# Remarkable, New HOSPITAL-SURGICAL Plan

**Guaranteed 8% CASH AWARD**

**for each year you do not use your policy benefits.**

### 1. A New Hospital and Surgical Plan that Pays You to Stay Well

Policy Form HS-500 guarantees you an 8% cash award for each year you do not use your policy benefits. But if you are sick or injured, you may receive benefits up to \$40 a day for each day in the hospital, surgical fees up to \$600, plus benefits for drugs, operating room, anesthesia, X-Ray, ambulance and many other miscellaneous hospital charges.

#### Special Consideration

will be given if you have an existing health condition, with benefits payable after six months.



**ENROLLMENT PERIOD OPEN . . . ACT NOW!**

CUT OUT ALONG DOTTED LINE AND MAIL

**MAIL THIS POSTAGE-FREE CARD!**



### FREE SAMPLE POLICY CERTIFICATE



I'm interested in receiving FREE INFORMATION about:

- Hospital-Surgical Plan with 8% cash award for good health.
- Medicare Supplement Plans. up to \$25,000.
- Hospital Protection To Cover Cancer • Heart Trouble • Diabetes • Ulcers • Other Serious Ailments •

Name \_\_\_\_\_ MY DATE OF BIRTH IS: \_\_\_\_\_  
 Address \_\_\_\_\_ DAY MONTH YEAR  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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CUT OUT ALONG DOTTED LINE AND MAIL

# State Stove Co. Helps Heat Local Economy, Nation's Water

By John Stanford

We hear a lot about the many fine efforts that have been and are being made to "recruit" industries for Tennessee from other areas of the nation. These efforts, many of them successful, are great for the Volunteer State in its goal to have a well balanced and vigorous economy for its citizens.

What we seem to hear less about are those industries which were born and reared right here in Tennessee and which have grown to the extent that they have found it feasible to expand to other areas of the nation.

This is a brief story of one of those industries—the State Stove Company of Ashland City, Tennessee—which is one of the prime manufacturers of hot water heaters in the entire nation.

State Stove had one of the most humble of beginnings in a small Nashville building in 1946. It was started by the late H. W. Lindahl, Sr., father of John R. Lindahl and H. W. (Herb) Lindahl, Jr., who now serve as the company's Board Chairman and President, respectively. The company was organized to make cast iron stoves but by 1951 had switched almost entirely to the manufacture of water heaters. From an output of 15 water heaters per day in 1951, the company, which moved to Ashland City in 1961, now has an average output of approximately 4,500 water heaters per day and well over 1-million units per year. Employment during that same period of time has gone from 16 to some 1,100 in Tennessee. A new, second plant in Henderson, Nevada, employs some 200 people and is shooting for 1,000 water heaters per working day in 1972.

The Ashland City plant is located on a 50-acre site within a stone's throw of the heart of town. Under roof at the plant are some 500,000 square feet, or about one-fourth of the entire plant site. Expansion is constantly under way

at the plant with one now in progress which will make for even more production and the additional employment of from 200 to 300 persons.

Employees, 60% of whom come from Cheatham County and a vast majority of the remainder from within a 25-mile radius of Ashland City, enjoy one of the finest employee-employer relationships to be found anywhere. Some 80% of all employees are on an incentive program, all receive heaping-full half-bushel Christmas baskets, all are invited to an entire-family company picnic every year which was attended by approximately 5,000 persons last year, and there's a wide-spectrum of recreational activities such as fishing contests, turkey shoots, softball and bowling leagues and tennis tournaments which are open and encouraged for all employees who care to participate. In short, State Stove Company is known in its area as an outstanding corporate citizen. And the feeling is reciprocated. Says Vice President For Production Frank Friedmann, who has been with the company since 1952: "We feel most fortunate in conducting our business in a high-quality area with high-quality people. Our employees are good, able people and we feel most fortunate to have them."

In addition to the Lindahl brothers and Friedmann, other officers of the company, who also serve as members of the Board of Directors, are Mrs. Hilda Harper, Vice President for Customer Service; Paul Talley, Vice President for Marketing; and Joseph Lanier, Secretary-Treasurer.

State Stove Company manufactures 135 different models of water heaters, both electric and that other kind, and ranging in size from six-gallons for mobile homes to 100-gallon commercial models. The company retails through distributors under its own

1. ROLLED STEEL—More than 100,000,000 lbs. of rolled steel are brought into plant each year by barge, rail and company truck fleet.

2. SHEARING—The steel rolls of proper gauge are cut into sheets of exact lengths to meet the specifications for various heater requirements.

3. PRESSES—A line of large capacity hydraulic-pneumatic presses begin the fabrication of steel into jackets, tanks, tops and other heater components.

4. SETTING DIES—In order to facilitate production efficiency and maintain top quality standards, dies for many heater components are tooled, fabricated and set by company's own skilled craftsmen.

5. SEAM WELDING—Heater jackets and tanks then move through separate but very similar operations. Here, see tanks being welded electronically to create one strong, flawless, vertical seam.

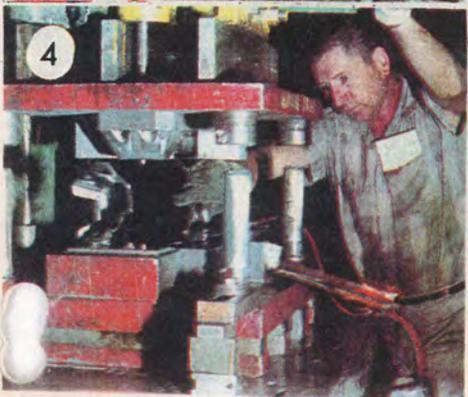
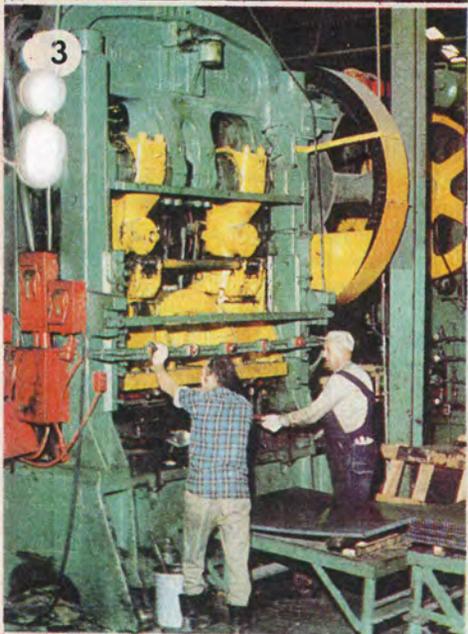
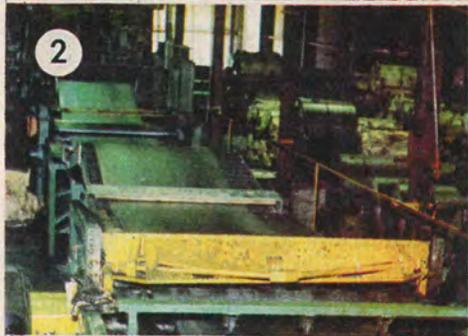
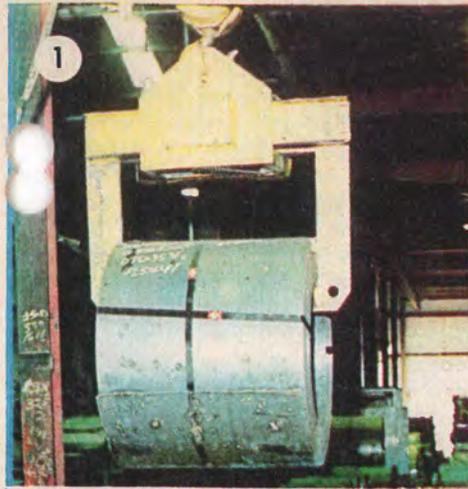
6. GLASSLINING—Tanks, after passing rigid pressure tests, are sent through a "shot blast" operation that thoroughly cleans the tank and properly prepares all inner surfaces to receive an extra thick application of liquid glass compound that thoroughly saturates entire tank interior.

7. FINAL ASSEMBLY—Heater tank jackets and all component parts are brought together for final assembly by well trained, highly efficient personnel.

8. CONTROLS-WIRING-INSULATION—Controls are carefully installed and all wiring is completed. A thick blanket of insulating fiberglass completely encircles the tank and is lapped over the top to prevent the insulation from sagging or packing down. Jackets and tops are put on and final assembly is completed.

trade names of "State", "Sentry" and "Vulcraft" and also produces private name brands for some 75 other retail companies. Its more than 1-million units per year go to every state in the nation plus Canada, Mexico, some outlying islands and, on a small scale, some countries in Europe. Most physical distribution of its water heaters is done by a company-owned-and-operated fleet of more than 100 trucks.

As is true with most manufacturing operations, there's more that goes into the production of a water heater than one might imagine. Exclusive of all the engineering, bookkeeping, planning and other "office" operations, the



actual fabricating and putting-together of a water heater is quite a task within itself.

The one largest item used by State Stove is steel—about 100-million pounds per year. Received in coils, this steel first goes through a de-coiling, leveling and cut-off operation. It is then processed into two branches of fabricated parts, the lighter steel going into outside components and the heavier steel going into heavy (tank) parts. The tank consists of a shell which comes about by way of a rolling and continuous welding operation, tank head and bottom. After these are formed, they go through a glass lining operation, then through a dryer, then through a 1,600-degree continuous furnace which fuses the glass to the metal tank. Bottoms are then welded into place. Before going on the final assembly line, tank threads are checked and chased and a magnesium rod inserted for the protection of the tank. Boiler drains are then installed. In electric water heaters, the electric heating elements are installed next and wired. Then the completed tank is tested for leaks, one of dozens of quality control tests that are constantly made on units produced by the company. The tank is now ready for final assembly.

The lighter steel, or jacket, assembly line starts with a spot welding operation where parts, which have gone through stamping presses and have been formed and pierced on dies, are rolled and spot welded together. These components are then run through washers, dryers and electrostatic spray systems where they are painted one of 40 different colors by a spinning disc. They are then run through a bake oven and out on an overhead conveyor from which they are dropped to the final assembly areas.

On the final conveyor-belt assembly line, jacket parts are installed, the bottom of the jacket is attached to the tank, insulation is wrapped around the tank just before outer and top portions of the jacket are attached. All component parts such as panels that cover element openings and additional wiring such as thermostat control lights are attached as each unit moves along the final assembly line and quality control checks are in much evidence. At the end of the line each unit is packaged, serial and data plates are added,

*(Continued on Page 15)*



The Tennessee Highway Patrol, 500 strong, is responsible for the safety of over 2 million drivers in our state. This highly trained organization is equipped with the most modern law enforcement equipment available and its personnel are dedicated to the endless task of making Tennessee highways the safest in the nation.

But this is not enough, they can't do the job alone. They must have the cooperation of the motoring public if the needless highway carnage is to be stopped. More lives are lost each year on the nation's highways than have been lost in all the world wars. If an epidemic claimed this many lives, we would combine forces, money, and skills to find a cure. We have a cure for the traffic death toll but some motorists refuse to heed the remedy. They violate our traffic laws, take needless chances, and completely disregard the safety of not only themselves but the safety of others. The Tennessee Highway Patrol employs many techniques to eliminate the dangers of highway travel and to those who refuse to voluntarily comply with traffic safety laws, this means a traffic citation.

Speed is the number one killer; therefore, State Troopers concentrate largely on the speeding driver. Radar is the biggest deterrent to speeders and is credited with saving more lives than any other device. The modern radar units now being used by the Highway Patrol can calibrate the speed of a motor vehicle a half mile away and can be used successfully to check the speed of traffic in both lanes of an interstate.

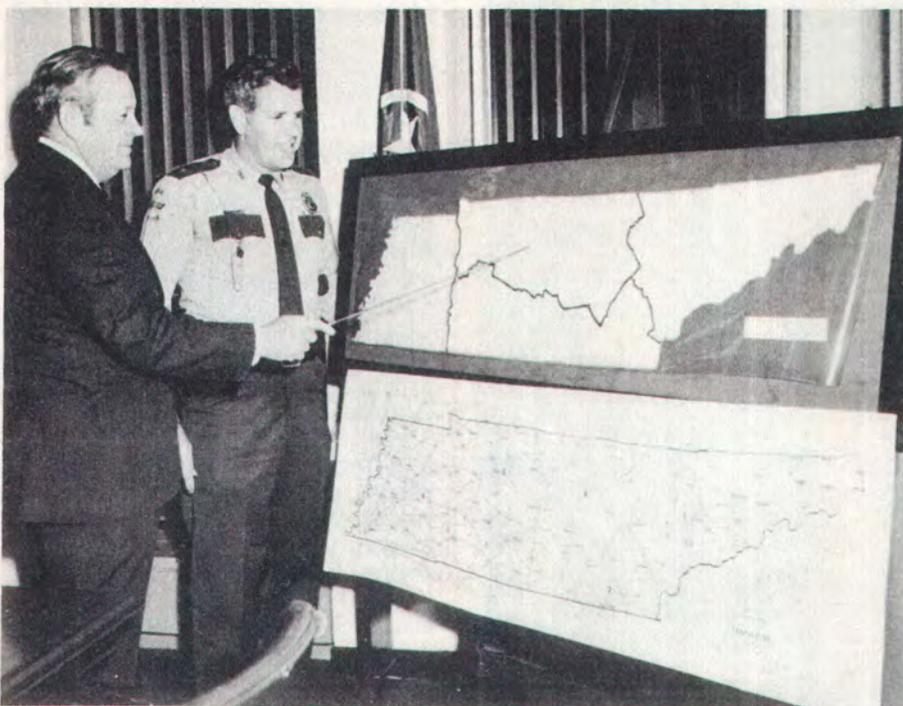
The Highway Patrol has also adopted the use of a revolutionary new speed computer to help curb the problem of speeding drivers. The computer is operated in marked patrol cars and is capable of computing speed by 25 various methods, many of them with the patrol car in motion.

State Troopers are also vitally concerned with the problem of drinking drivers. Statistics revealed that nearly half of the drivers involved in fatal traffic accidents last year had been drinking and the blood alcohol content exceeded the legal limit. The roadblock has proven very successful in the Troopers' search for the drinking driver. It also gives the Trooper an opportunity to make personal contact with large numbers of motorists. The

The Tennessee Highway Patrol:

# Sentinels of Safety

A Staff Report



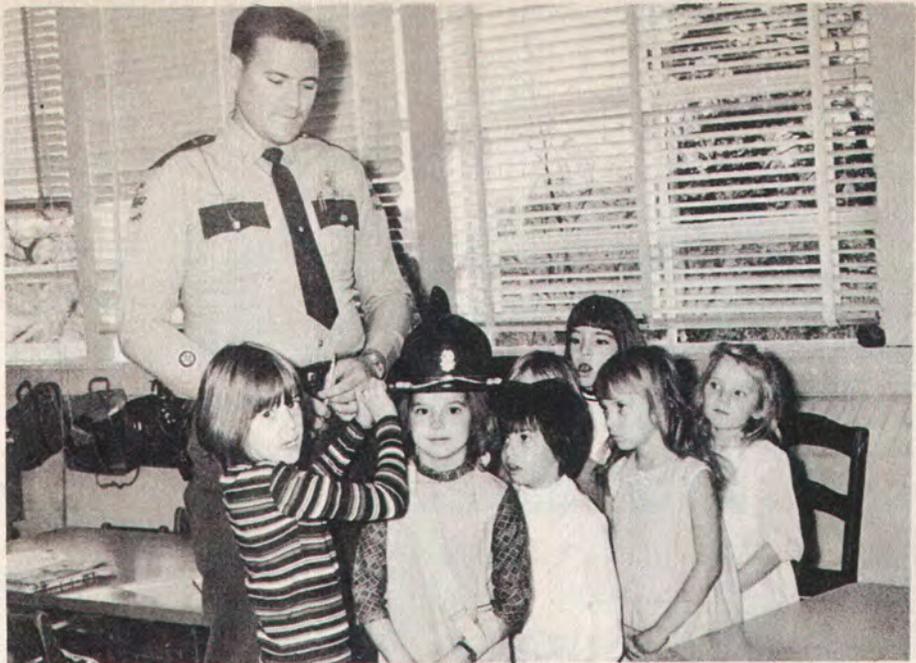
State Safety Commissioner Claude Armour and Colonel Charles Danner are shown here with a Trooper distribution map. Since their reorganization of the Highway Patrol, Troopers are more evenly distributed across the state, providing better service.

roadblocks also net many vehicles with faulty safety equipment, improper registration, and unlicensed drivers.

The Tennessee Highway Patrol is connected with a nationwide computer network that enables a Trooper to obtain pertinent information on stolen automobiles and wanted persons in a matter of seconds. This coupled with a state-wide radio network providing instant communication with local law enforcement agencies provides the Trooper with the most modern communication facilities available.

Additional improvements in the Tennessee Highway Patrol are being planned daily by a staff of officers under the direction of State Safety Commissioner Claude Armour. It is their goal to provide State Troopers with the best training and equipment available so they may continue to improve their service to the citizens of Tennessee. A marked improvement has already been noted with a reduction in traffic fatalities, better enforcement programs, and increased efficiency.

Driver Improvement programs have been initiated to help improve the driving practices of the problem drivers. The Driver Education program reaches into schools, civic clubs, and factories all across the state in an effort to instill in the minds of the motoring public the importance of putting their minds in gear every time they put their automobile in gear and



Trooper Jerry Eubanks was one of the State Troopers who conducted over 1,900 safety programs last year. He is shown here chatting with youngsters following a presentation at an elementary school.

think safety.

More automobiles and more drivers are using our highways every day increasing congestion and creating over-crowded conditions. The Department of Safety's Driver License Examiners are examining 1,163 new drivers every working day and an average of 830 successfully complete the examination to join the two-million other drivers in Tennessee. Therefore, we must have a safety conscious

motoring public if we are to survive.

Not only are State Troopers concerned with traffic safety but they are always available to assist municipalities when law and order breaks down and violence erupts. They have been instrumental in quelling civil disturbances, prison riots, and capturing dangerous criminals establishing a first line of defense against crime and the traffic death toll in Tennessee.



Trooper Norman Lewis operates one of the patrol radar units in Montgomery County.



Driver Examiner Betty King gives instructions to a young applicant prior to her driver examination. Women driver license examiners is another innovation made during the past year by the Department of Safety.

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# Uncle John's Page

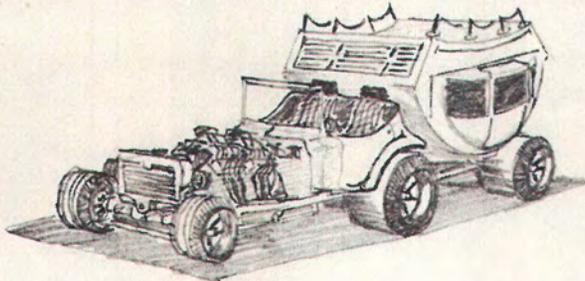
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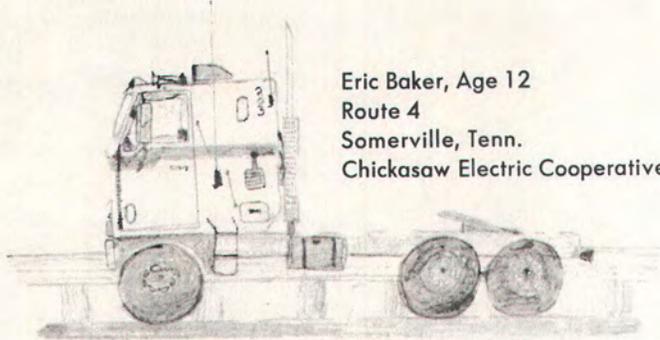
Gail Cotter, Age 13  
Route 2  
Dover, Tenn.  
Cumberland Electric Memb. Corp.



Larry Miller  
Route 2, Box 107  
Butler, Tenn. 37640  
Mountain Electric Cooperative

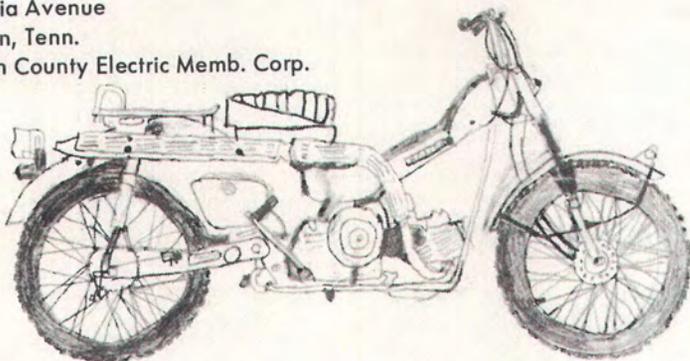


Bruce Clark, Age 13  
Route 4  
Sparta, Tenn.  
Caney Fork Electric Cooperative



Eric Baker, Age 12  
Route 4  
Somerville, Tenn.  
Chickasaw Electric Cooperative

Terral Carman, Age 10  
Georgia Avenue  
Trenton, Tenn.  
Gibson County Electric Memb. Corp.



James D. Oliver, Age 15  
Box 286  
Monteagle, Tenn. 37356  
Sequachee Valley Electric Cooperative

# WHEREVER YOU LIVE...

... you have a stake in rural America.

Fifty years ago our nation was half rural, half urban. Now 70 percent of our people are crammed on to just one percent of our land.

Through the years, as millions have deserted the countryside in search of a better life in the city, problems have been heaped on problems.

And what have we got today? Smog, pollution and traffic jams in the cities. Abandoned farmsteads and empty stores in the country. And economic and social ills in both. We could have planned more wisely.

Now is the time for us to decide on our national policy . . . what we want our country to be like 30 years from now when we'll have 100 million people added to our population.

We must decide if we want to go on piling more and more people into small amounts of space . . . or if we want to provide a better balance of opportunity . . . creating more jobs and building community facilities where millions want to live, work and play . . . in the countryside.

The consumer-owners of America's nearly 1,000 rural electric systems call upon our President, our Congress, and our country's leaders to adopt AN AGENDA FOR RURAL AMERICA — a national agenda relevant to the total welfare of our nation . . . relevant to the future . . . relevant to the great potential of America's spacious countryside — **with these priorities.**



- We urge the President to appoint a National Coordinator for Rural Community Development . . . and we urge consolidation and upgrading of existing community development programs now administered by many different Federal agencies.

- We urge development and implementation of programs to meet the following urgent problems of rural America and its people:

*Rural Housing.* Over half the nation's substandard homes — more than four million — are in rural America. Many who live in these homes are old. Many are poor.

*Community Facilities.* Nearly 30,000 rural communities are without adequate water systems . . . about 45,000 without sewer systems. Thousands lack medical centers, libraries, good schools, recreation programs.

*Jobs and Training.* Few of the nearly 14 million new jobs created in the last 15 years were in rural America. And rural unemployment figures in many areas run nearly 18 per cent, compared to a national average of about four per cent.

*Low-Cost Credit.* The effects of high interest are most sharply felt in the countryside where there is a chronic shortage of capital for housing and community and industrial growth.

Action now on this AGENDA FOR RURAL AMERICA will lead toward the solution of many of our nation's ills — in the cities and in the rural areas. The urgency of these problems demands the best efforts of us all, acting together with Federal, state and local governments, as well as the private organizations in urban and rural America.

Across the land, the members, directors and employees of the nation's nearly 1,000 consumer-owned rural electric systems are providing leadership in their communities . . . leadership to develop central water systems, start housing programs, spearhead drives for community colleges and recreation projects, and much more. And all the while rural electric systems continue to supply low-cost, dependable electric power to even the most remote areas.

But the welfare of America — all America — is everyone's responsibility. So, wherever you live . . . whatever you do . . . whoever you are . . . you, too, have a stake in rural America.

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# Timely Topics

## DAIRY SIRES CAN DIFFER GREATLY

The use of artificial insemination (A.I.) for dairy cattle is increasing in Tennessee, but a University of Tennessee dairy specialist warns that the mere use of A.I. will not necessarily guarantee progress in the dairy business.

Herbert Holt, assistant professor with the U-T Agricultural Extension Service, says that in 1970, Tennessee had the third largest increase in the nation for cows bred artificially. The increase in numbers over 1969 was more than 24,000 cows.

Although A.I. looks very appealing for dairymen who want to increase the production of their herds, Holt urges these farmers to use only plus proven sires. He cites two Holstein sires listed in the USDA Sire Summary. One is predicted to lower both fat and milk production below breed average, while the other is predicted to raise both fat and milk above the average of the Holstein breed.

"Comparing these two sires, we can see that 50 daughters from the plus sire would have the potential to gross approximately \$8,745 more per year than 50 daughters from the sire predicted to lower the average," Holt says.

He adds that the USDA Dairy Sire Summary, which is printed four times each year, is an excellent source of information for dairymen who are choosing a herd sire. The summary has complete, up-to-date information on number of daughters, distribution of daughters, milk and fat production of daughters, repeatability of sires, predicted differences on milk and fat, and monetary value of the mature offspring as compared to breed average.

"You can get help on interpreting this information on dairy herd sires at your local Agricultural Extension Service Office," Holt says.

## SOW FEEDING STALLS MAKE CHORES EASIER

A University of Tennessee livestock specialist has a suggestion for anyone who has hand-fed brood sows and has had the feed bucket knocked out of his hand by an old "boss" sow.

"Portable sow feeding stalls will help with your blood pressure, save on wasted feed, insure your sows get the proper ration and increase the litter size farrowed," says James R. McFall, assistant professor with the U-T Agricultural Extension Service.

Contact your local Extension office to get a set of plans for building portable sow feeding stalls. Ask for plan number 726-15.

McFall points out that these stalls can be built out of fairly cheap material. They are usually built on a slide which is nine feet long and six to seven feet wide with four inch by four inch runners. A slide made on this scale will provide six feeding stalls 18 inches wide, with 36-inch slotted sides and a feed trough in each.

"For easy feeding, these stalls may be pulled up along the fence," McFall says. "This way you can feed your sows without getting knocked around, and you can feed each sow the right amount of ration. Stall feeding of brood sows will help stop the 'boss' sows from taking over the feed trough."

## TREES ARE FOR THE BIRDS OR IS IT BIRDS FOR THE TREES?

Trees are for the birds, winter and summer, according to a University of Tennessee assistant professor of forestry.

"Birds can be beneficial to trees," says Earl R. Cady, with U-T's Agricultural Extension Service. "While a few can cause injury, those which benefit trees far outweigh those which may damage them."

Birds can repay you, so protect and feed them during the cold snowy season, he adds.

Many birds seek out harmful bark insects, continues the forester. Woodpeckers are among a tree's best friends; they pluck out borers and bark beetles. The brown creeper, also a valued friend, is always busy searching for insects, beetles and grubs which it digs out of the bark as it works its way up the tree in a spiral.

The nuthatch, house wren, cardinal, phoebe, chickadee and many others love insects, moths, beetles and borers. Warblers go for caterpillars, weevils, scale and plant lice. Even the many species of sparrows all include insects and caterpillars in their diet. Some birds also eat over-wintering insect eggs.

The sapsucker may cause injury to certain trees by drilling holes, orderly and close together, which may cause girdling and bleeding, points out Cady. They feed on insects that are lured to the sap and become entrapped.

Hemlock, fir, pine and other garden evergreens are sleeping and hiding places for the mourning dove, cardinal and other birds during the winter.

## TEST CORN SILAGE FOR TRUE FEED VALUE

Corn silage is one of the most important livestock feeds, but it may vary considerably in feed value because of management, according to a University of Tennessee assistant professor of agronomy.

"Some 821 corn silage samples tested by the U-T Forage Testing Laboratory showed a range in 'as fed' protein of from 1.4 per cent to 6.7 per cent," says Joseph N. Matthews, U-T Agricultural Extension Service.

Several factors can account for this range, he explains, but the stage of harvest is the major reason. The more mature corn becomes in the field, the lower the moisture content becomes. This would not affect the dry matter crude protein, but would change it on the "as fed" basis.

If a silage sample contains 9.0 per cent crude protein on a dry matter basis and moisture content is 70 per cent, the "as fed" protein would be 2.7 per cent. However, if the moisture content is 60 per cent, then the "as fed" protein would be 3.6 per cent. This changes the amount of silage an animal must consume to get the same amount of protein.

The use of urea on corn silage is another factor causing ranges in protein content, says Matthews. The amount used per ton causes the change.

A chemical test is the best method of evaluating corn silage. Send samples to the U-T Forage Testing Laboratory, P.O. Box 11019, Nashville, Tennessee 37211.

## State Stove Co.

(Continued)

customer's name and location are applied and the unit transferred to the staging area for proper grouping and shipment.

The State Stove Company, which uses some 1-million kilowatt hours of electricity each month, is electrically served by Cumberland Electric Membership Corporation and is CEMC's second largest member in terms of usage.

Cumberland Electric is proud, in more ways than one, to have such a good member-customer as State Stove, but again, it's a two-way street. Says State Stove Vice President Frank Friedmann: "Our first experience with Cumberland Electric Co-op was very enlightening, very pleasant and most surprising in the light of what we experienced before coming on to electric cooperative lines. CEMC provided us with temporary service even before our plant roof was completely on and they have complied with every request that we have ever made, emergency or routine, within moments, day and night. There is no way to describe our excellent working relationship."

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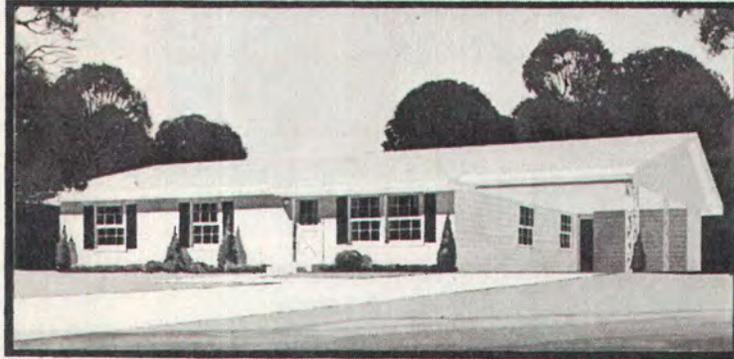
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# PICKWICK STATE PARK

By Larry Gage  
Electrification Advisor  
Pickwick Electric Co-op



New streets have been laid out and surfaced. This entrance is the access to the picnic area.



When complete the inn will have 75 guest rooms, 3 suites, a restaurant, and banquet facilities.



Modern architectural design is evidenced in the Park Headquarters Building. It will house the Visitor's Center, the Pickwick Post Office, and the Park Superintendent's Office.

Until recently, the southwest portion of Tennessee has had virtually no public park facilities. This is quickly coming to an end with the construction of the Pickwick State Park. Pickwick State Park will be one of the finest recreation centers in the Tennessee State Park System.

The Park will cover an area of 681 acres, with 650 acres being transferred from TVA to the State. Even with the acquisition of only a small amount of new land, the initial cost of developing the park will be approximately \$4½-million. One-half of this money will come from the Economic Development Administration and one-half from the state.

Pickwick Park is located in a historic region of our state—within a few miles of the Shiloh Church where the Battle of Shiloh was fought in 1863. Another tourist site located adjacent to the park is Pickwick Dam. A heavy flow of out-of-state visitors, as well as our own citizens, visit these attractions each year. Two of our major metropolitan areas, Memphis and Nashville, are located within a 100-mile radius of the park.

The primary service area of the park will be 11 counties in Tennessee, 5 in Mississippi, and 3 in Alabama. The secondary service area is 21 additional Tennessee counties and 8 each in Mississippi and Alabama. Approximately 800,000 persons are expected to visit here each year, spending over \$4 million.

The fully developed park will create 700 new jobs, coming through the creation of new business opportunities and increased income and profits of motels, restaurants, service stations, sporting goods shops, and other enterprises.

Pickwick State Park is all electric and served by Pickwick Electric Cooperative. Most of the park is served electricity by underground distribution. Pickwick Electric has installed approximately 8,000 feet of underground primary to an estimated connected load of 1850 KW.

One of the main attractions of the park will be the inn. The inn is divided into three sections with a total of 75 guest rooms on each side of the center section. A restaurant with a seating capacity of 150 and a banquet facility of 260 seating capacity is located in the center section of the inn. Overlooking the harbor, the inn has balconies off each room for a better view of the natural surroundings. There will be a swimming and a wading pool for guests. The inn is well under construction and scheduled for completion in September 1972.

For those wishing to rent a cottage, either by the day or week, ten will be available. Each cottage will have two beds, with a cooking and living area and a fireplace. They will have central electric heat and air conditioning. There will also be an outside patio with a grill. These cottages are scheduled for completion in the spring of 1972.

The Headquarters Building will house the Visitor's Center, Park Superintendent's Office, and the Pickwick Post Office.

The unique "floating concrete" marina is really something to be seen. The floatation is accomplished by encasing styrofoam with concrete. There will be a marina service building, covered piers, 76 covered slips, a launching ramp, a 50x100 foot boat hoist pier for putting boats in dry storage. The dry storage building will house 96 boats up to 20 feet length and up to 5,000 pounds. Included in the marina is also a transit pier, and a fuel pier. Plenty of boat trailer parking is close by. The marina is scheduled for completion in the Spring of 1972.

A large snack bar is located on the harbor facing the water. The snack bar also has a fish cleaning room and fishing equipment.

There will be 80 new picnic tables, each on a concrete pad with a charcoal grill nearby. Three small shelters will be available for family size gatherings, and a larger one suitable for large family reunions or company gatherings. A baseball field and tennis courts will be near the picnic grounds. The picnicking facilities will be open in the Spring of 1972.

Golf enthusiasts have not been left out. The par 72, 18-hole course will have a Pro Shop, snack bar, and carts will be available on a rental basis. Both the greens and fairways are irrigated by an underground sprinkler system with water pumped from the lake. Seeding of the course will take place in the spring of 1972 and it will be opened for play in the late fall.

Other facilities available will be 48 new camping spaces with water, electricity, steel charcoal grills, concrete slabs for tents and campers, and sewage pump facilities.

The entire park will be operated by the State with 50 full-time and 16 seasonal employees.

When the park is completed it will greatly increase tourism, which will mean a boost to our economy. This in turn will supply more jobs and better economic conditions for the surrounding area.

We in the park area are enthusiastic about its construction and progress, and urge you to visit it when complete, as well as the other fine State Parks. "See Tennessee First."



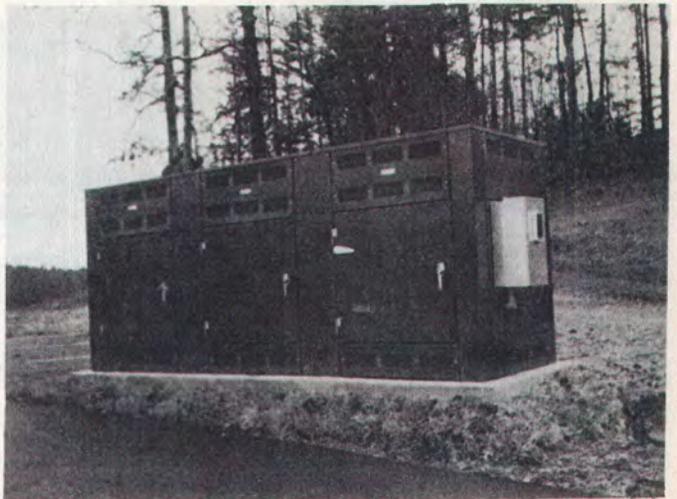
Ten cottages will be available for rent by the day or week. Each has central electric heat and air.



The apparent floating concrete marina will be one of the main gathering places. There will be 76 covered slips and a fuel and transit pier.



Serving the marina will be a snack bar. Also, it will have fish cleaning room and will sell fishing supplies.



When landscaping is complete, the transformer enclosures will blend nicely with the surroundings.

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Better Times	Betty Upchurch	Cl. Red Talisman	Golden Charm	The Doctor	Caledonia
European Glory	Edith N. Perkins	Cl. Golden Charm	Peace	Columbia	K. Louise
Poinsettia	Contra	Cl. Pink Radiance	Luxemburg	Picture	Re Anderson
Mirandy	Condesa de Sastago	Cl. White Am. Beauty	Golden Dawn	K. T. Marshall	White Am. Beauty

### FLOWERING SHRUBS—1 or 2 Years Old

Crepe Myrtle—Red, Purple, Pink, 1 to 2 ft.	\$.69 ea.
White, 1 to 2 ft.	\$.19 ea.
Spirea Van Houttei—White, 1-2 ft.	\$.19 ea.
Spirea Reemansiana, 1 to 2 ft.	\$.29 ea.
Weigela—Red or Yellow, 1 to 2 ft.	\$.29 ea.
Weigela—Var. or Pink, 1-2 ft.	\$.19 ea.
Althea—Red or Purple, 1 to 2 ft.	\$.19 ea.
Althea—Pink or White, 1 to 2 ft.	\$.19 ea.
Forsythia—Yellow, 1 to 2 ft.	\$.29 ea.
Pink Spirea, 1 to 2 ft.	\$.29 ea.
Pink Flowering Almond, 1 to 2 ft.	\$.59 ea.
Tamarisk—Pink—1 to 2 ft.	\$.29 ea.
Bush Honeysuckle—Red, Pink, White, 1 to 2 ft.	\$.19 ea.
Red Flowering Quince, 1 to 2 ft.	\$.29 ea.
White Flowering Quince, 1 to 2 ft.	\$.29 ea.
Persian Lilac—Purple, 1 to 2 ft.	\$.39 ea.
Old Fashioned Lilac—1 to 2 ft.	\$.49 ea.
Bridal Wreath Spirea, 1 to 2 ft.	\$.49 ea.
Hydrangea P. G., 1 to 2 ft.	\$.49 ea.
Oak Leaf Hydrangea, 1 to 2 ft.	\$.49 ea.
Deutzia—White, 1 to 2 ft.	\$.19 ea.
Deutzia—Pink, 1 to 2 ft.	\$.19 ea.
Mockorange—White, 1 to 2 ft.	\$.19 ea.
Sweet Shrub, 1 to 2 ft.	\$.19 ea.
Rose of Sharon, 1 to 2 ft.	\$.19 ea.
Red Oyster Dogwood, 1 to 2 ft.	\$.29 ea.
Pussy Willow, 1 to 2 ft.	\$.29 ea.
Pussy Willow, 4 to 6 ft.	\$.69 ea.
Russian Olive, 1 to 2 ft.	\$.89 ea.
Russian Olive, 2 to 3 ft.	\$.89 ea.
Red Barber, 1 to 2 ft.	\$.49 ea.
Jap. Snowball, 1 to 2 ft.	\$.49 ea.
Red Snowberry, 1 to 2 ft.	\$.19 ea.
White Snowberry, 1 to 2 ft.	\$.19 ea.
Spirea, Anthony Waterer—Red, 1 ft.	\$.39 ea.
French Lilac—Red, White, Purple, 1 to 2 ft.	\$.98 ea.
Scotch Broom, 1 to 2 ft.	\$.29 ea.
Hypericum, 1 ft.	\$.19 ea.
Spiraea, 1 to 2 ft.	\$.29 ea.
Butterfly Bush—Purple, 1 to 2 ft.	\$.49 ea.
Butterfly Bush—Pink, 1 to 2 ft.	\$.49 ea.
Viner—Purple, 1/2 to 1 ft.	\$.39 ea.
Green Barber, 1 to 2 ft.	\$.29 ea.
Azalea—White, Purple, Red or Pink, 1/2 to 1 ft.	\$.59 ea.
Rose Acacia, 1 ft.	\$.39 ea.
Red Chokeberry, 1 to 2 ft.	\$.29 ea.
Black Chokeberry, 1 to 2 ft.	\$.29 ea.
Hydrangea Arborescens—1 to 2 ft.	\$.29 ea.
Spiraea, 1 to 2 ft.	\$.29 ea.
Winter Honeysuckle, 1 to 2 ft.	\$.29 ea.
Arrowwood Viburnum, 1/2 to 1 ft.	\$.39 ea.
Witchazel, 1 to 2 ft.	\$.39 ea.
American Elder, 1 to 2 ft.	\$.39 ea.
Opossum Haw, 1 to 2 ft.	\$.98 ea.
Burne Indigo—Purple, 1 to 2 ft.	\$.29 ea.
Forsythia, 1 to 2 ft.	\$.98 ea.
Flowering Pomegranate, 1/2 to 1 ft.	\$.79 ea.

### FLOWERING TREES—1 or 2 Years Old

Magnolia Grandiflora, 1/2 to 1 ft.	\$.59 ea.
Magnolia Niagara, 1 to 2 ft.	\$.19 ea.
Magnolia Rustica Rubra, 1 to 2 ft.	\$.149 ea.
Mimos—Pink, 2 ft.	\$.29 ea.
Mimos—Pink, 3 to 4 ft.	\$.49 ea.
Mimos—Pink, 4 to 6 ft.	\$.89 ea.
American Red Bud, 2 to 3 ft.	\$.29 ea.
American Red Bud, 4 to 6 ft.	\$.79 ea.
White Flowering Dogwood, 2-3 ft.	\$.29 ea.
White Flowering Dogwood, 4-6 ft.	\$.129 ea.
Pink Flowering Dogwood, 1 ft.	\$.129 ea.
Pink Flowering Dogwood, 2 ft.	\$.198 ea.
Pink Flowering Dogwood, 3 to 5 ft.	\$.398 ea.
Golden Raintree, 1 to 2 ft.	\$.79 ea.
Golden Raintree, 3 to 4 ft.	\$.249 ea.
Golden Chain Tree, 1 to 2 ft.	\$.79 ea.
Smoke Tree, 1 to 2 ft.	\$.149 ea.
Purple Leaf Plum, 1 to 2 ft.	\$.59 ea.
Purple Leaf Plum, 2 to 3 ft.	\$.89 ea.
Purple Leaf Plum, 4 to 6 ft.	\$.198 ea.
Flowering Peach—Red or Pink, 1 to 2 ft.	\$.59 ea.
Flowering Peach—2 1/2 to 4 ft.	\$.89 ea.
Peppermint Flowering Peach, 2 1/2 to 4 ft.	\$.89 ea.
Doi Pink Flowering Peach, 3-5 ft.	\$.398 ea.
Flowering Crab—Red or Pink, 2 to 3 ft.	\$.98 ea.
Chinese Red Bud, 4 to 6 ft.	\$.198 ea.
Chinese Red Bud, 1 to 2 ft.	\$.49 ea.
*Tree of Heaven, 3 to 5 ft.	\$.98 ea.
Dwarf Red Buckeye, 1/2 to 1 ft.	\$.69 ea.
Magnolia Soulangiana, 1 to 2 ft.	\$.139 ea.
Weeping Peach—Red or Pink, 1 ft.	\$.89 ea.
Weeping Peach, Red or Pink, 2-3 ft.	\$.129 ea.
White Flowering Peach, 2 to 3 ft.	\$.89 ea.

*White Fringe, 2 to 3 ft.	\$.129 ea.
Japanese Flow. Cherry, 3 to 5 ft.	\$.398 ea.
European Mountain Ash, 3 to 4 ft.	\$.249 ea.
Paul's Scarlet Hawthorn—	
Red Blooms, 3 to 5 ft.	\$.49 ea.
*Big Leaf Cucumber, 3 to 4 ft.	\$.169 ea.
Paw Paw, 3 to 5 ft.	\$.129 ea.
*Sourwood, 2 to 3 ft.	\$.98 ea.
Yellow Buckeye, 1 to 2 ft.	\$.79 ea.
Downy Hawthorn, 1/2 to 1 ft.	\$.59 ea.
Dwarf White Buckeye, 1/2 to 1 ft.	\$.98 ea.
Red Flowering Dogwood, 1 ft.	\$.149 ea.
Red Flowering Dogwood, 2 ft.	\$.249 ea.
Red Flowering Dogwood, 3 to 4 ft.	\$.398 ea.
5-N-1 Flowering Crab, 3 ft.	\$.398 ea.
Red Leaf Peach, 2 to 3 ft.	\$.98 ea.

### SHADE TREES—1 or 2 Years Old

Silver Maple, 3 to 4 ft.	\$.59 ea.
Silver Maple, 4 to 6 ft.	\$.79 ea.
Chinese Elm, 2 ft. 19 ea.; 3-4 ft.	\$.39 ea.
Chinese Elm, 4 to 6 ft.	\$.79 ea.
Green Weeping Willow, 2 to 3 ft.	\$.39 ea.
Green Weeping Willow, 4 to 6 ft.	\$.69 ea.
Catalpa Tree, 2 to 3 ft.	\$.29 ea.
Ginkgo Tree, 1 to 2 ft.	\$.79 ea.
Ginkgo Tree, 3 to 5 ft.	\$.298 ea.
Pin Oak or Red Oak, 2 ft.	\$.79 ea.
Pin Oak or Red Oak, 3 to 5 ft.	\$.129 ea.
Willow Oak or Scarlet Oak, 2 ft.	\$.79 ea.
Willow Oak or Scarlet Oak, 3-5 ft.	\$.129 ea.
Lombardy Poplar, 1 to 2 ft.	\$.06 ea.
Lombardy Poplar, 2 to 3 ft.	\$.10 ea.
Lombardy Poplar, 3 to 4 ft.	\$.19 ea.
Lombardy Poplar, 4 to 6 ft.	\$.29 ea.
Faassen Red Leaf Maple, 3-5 ft.	\$.449 ea.
Sycamore, 3 to 4 ft.	\$.49 ea.
Sycamore, 4 to 6 ft.	\$.89 ea.
Super Maple, 3 to 5 ft.	\$.29 ea.
Sugar Maple, 3 to 5 ft.	\$.59 ea.
Sweet Gum, 2 to 3 ft.	\$.49 ea.
Sweet Gum, 4 to 6 ft.	\$.79 ea.
White Birch, 2 to 3 ft.	\$.89 ea.
White Birch, 4 to 6 ft.	\$.198 ea.
Tulip Tree, 2 to 3 ft.	\$.29 ea.
*Tulip Tree, 3 to 4 ft.	\$.49 ea.
Crimson King Maple (Pat. No. 735), 3 to 5 ft.	\$.449 ea.
Sunburst Locust (Pat. No. 1313), 3 to 5 ft.	\$.95 ea.
Cut Leaf Weeping Birch, 3 to 5 ft.	\$.449 ea.
Silver Variegated Maple, 3 to 5 ft.	\$.449 ea.
Schwedler Maple, 3 to 5 ft.	\$.449 ea.
Yellow Wood, 2 to 3 ft.	\$.98 ea.
Cane Birch, 3 to 4 ft.	\$.449 ea.
White Ash, 3 to 4 ft.	\$.29 ea.
Green Ash, 3 to 4 ft.	\$.29 ea.
Persimmon, 1 to 2 ft.	\$.69 ea.
Dawson Cypress, 1 to 2 ft.	\$.249 ea.
Honey Locust, 3 to 4 ft.	\$.69 ea.
Moran Locust, 4 to 5 ft.	\$.498 ea.
Kentucky Coffee Tree, 1/2 to 1 ft.	\$.49 ea.
American Linden Tree, 2 ft.	\$.89 ea.
American Linden Tree, 3 to 5 ft.	\$.129 ea.
Skyline Locust (Pat. No. 1619), 3 to 4 ft.	\$.498 ea.
Sassafras, 1 to 2 ft.	\$.29 ea.
Sassafras, 2 to 3 ft.	\$.49 ea.
*Scarlet Maple, 4 to 5 ft.	\$.89 ea.
Russian Mulberry, 2 to 3 ft.	\$.69 ea.
Sycamore Maple, 1/2 to 1 ft.	\$.49 ea.
*Black Gum, 2 to 3 ft.	\$.79 ea.
Japanese Red Leaf Maple, 1 ft.	\$.249 ea.
Norway Maple, 1 to 2 ft.	\$.49 ea.
Green Weeping Willow, 2 to 3 ft.	\$.29 ea.
Green Weeping Willow, 4 to 6 ft.	\$.69 ea.
Amur Corktree, 1 to 2 ft.	\$.39 ea.
Black Locust, 2 to 3 ft.	\$.29 ea.
Bald Cypress, 1 to 2 ft.	\$.49 ea.
*Little Leaf Cucumber, 2 to 3 ft.	\$.69 ea.

### FRUIT TREES—1 or 2 Years Old

Belle of Georgia Peach, 1 to 2 ft.	\$.49 ea.
Belle of Georgia Peach, 2 to 3 ft.	\$.79 ea.
Belle of Georgia Peach, 3 to 5 ft.	\$.119 ea.
Elberta Peach, 1 to 2 ft.	\$.79 ea.
Elberta Peach, 2 to 3 ft.	\$.119 ea.
Elberta Peach, 3 to 5 ft.	\$.198 ea.
J. H. Hale Peach, 1 to 2 ft.	\$.49 ea.
J. H. Hale Peach, 2 to 3 ft.	\$.79 ea.
J. H. Hale Peach, 3 to 5 ft.	\$.119 ea.
Hale Haven Peach, 1 to 2 ft.	\$.49 ea.
Hale Haven Peach, 2 to 3 ft.	\$.79 ea.
Hale Haven Peach, 3 to 5 ft.	\$.119 ea.
Dixie Red Peach, 1 to 2 ft.	\$.49 ea.
Dixie Red Peach, 2 to 3 ft.	\$.79 ea.
Dixie Red Peach, 3 to 5 ft.	\$.119 ea.
Golden Jubilee Peach, 1 to 2 ft.	\$.49 ea.
Golden Jubilee Peach, 2 to 3 ft.	\$.79 ea.

Golden Jubilee Peach, 3 to 5 ft.	\$.119 ea.
Champion Peach, 1 to 2 ft.	\$.49 ea.
Champion Peach, 2 to 3 ft.	\$.79 ea.
Champion Peach, 3 to 5 ft.	\$.119 ea.
Maygold Peach, 1 to 2 ft.	\$.49 ea.
Maygold Peach, 2 to 3 ft.	\$.79 ea.
Maygold Peach, 3 to 5 ft.	\$.119 ea.
Blake Peach, 1 to 2 ft.	\$.49 ea.
Blake Peach, 2 to 3 ft.	\$.79 ea.
Blake Peach, 3 to 5 ft.	\$.119 ea.
Stayman Winesap Apple, 2 to 3 ft.	\$.89 ea.
Stayman Winesap Apple, 4 to 6 ft.	\$.149 ea.
Red Delicious Apple, 2 to 3 ft.	\$.89 ea.
Red Delicious Apple, 4 to 6 ft.	\$.149 ea.
Early Harvest Apple, 2 to 3 ft.	\$.89 ea.
Early Harvest Apple, 4 to 6 ft.	\$.149 ea.
Red Rome Beauty Apple, 2 to 3 ft.	\$.89 ea.
Red Rome Beauty Apple, 4 to 6 ft.	\$.149 ea.
Red Jonathan Apple, 2 to 3 ft.	\$.89 ea.
Red Jonathan Apple, 4 to 6 ft.	\$.149 ea.
Lodi Apple, 2 to 3 ft.	\$.89 ea.
Lodi Apple, 4 to 6 ft.	\$.149 ea.
Grimes Golden Apple, 2 to 3 ft.	\$.89 ea.
Grimes Golden Apple, 4 to 6 ft.	\$.149 ea.
Yellow Transparent Apple, 2-3 ft.	\$.89 ea.
Yellow Transparent Apple, 4-6 ft.	\$.149 ea.
Yellow Delicious Apple, 2 to 3 ft.	\$.89 ea.
Yellow Delicious Apple, 4 to 6 ft.	\$.149 ea.
Early McIntosh Apple, 2 to 3 ft.	\$.89 ea.
Early McIntosh Apple, 4 to 6 ft.	\$.149 ea.
5-N-1 Apple—5 Varieties on each tree, 3 ft.	\$.398 ea.
Montgomery Cherry, 2 to 3 ft.	\$.149 ea.
Montgomery Cherry, 4 to 5 ft.	\$.298 ea.
Black Tartarian Cherry, 2 to 3 ft.	\$.169 ea.
Black Tartarian Cherry, 4 to 5 ft.	\$.298 ea.
Early Richmond Cherry, 2 to 3 ft.	\$.169 ea.
Early Richmond Cherry, 4 to 5 ft.	\$.298 ea.
Kieffer Pear, 2 to 3 ft.	\$.49 ea.
Kieffer Pear, 3 1/2 to 5 ft.	\$.198 ea.
Orient Pear, 2 to 3 ft.	\$.149 ea.
Orient Pear, 3 1/2 to 5 ft.	\$.198 ea.
Bartlett Pear, 2 to 3 ft.	\$.149 ea.
Bartlett Pear, 3 1/2 to 5 ft.	\$.198 ea.
Moorpark Apricot, 1 to 2 ft.	\$.69 ea.
Moorpark Apricot, 2 to 3 ft.	\$.98 ea.
Early Golden Apricot, 1 to 2 ft.	\$.69 ea.
Early Golden Apricot, 2 to 3 ft.	\$.98 ea.
Nectarine, 1 to 2 ft.	\$.59 ea.
Nectarine, 2 1/2 to 4 ft.	\$.98 ea.
Damson Plum, 1 to 2 ft.	\$.59 ea.
Damson Plum, 2 1/2 to 4 ft.	\$.98 ea.
Red June Plum, 1 to 2 ft.	\$.59 ea.
Red June Plum, 2 1/2 to 4 ft.	\$.98 ea.
Bruce Plum, 1 to 2 ft.	\$.59 ea.
Bruce Plum, 2 1/2 to 4 ft.	\$.98 ea.
Methley Plum, 1 to 2 ft.	\$.59 ea.
Methley Plum, 2 1/2 to 4 ft.	\$.98 ea.
Burbank Plum, 1 to 2 ft.	\$.59 ea.
Burbank Plum, 2 1/2 to 4 ft.	\$.98 ea.

### NUT TREES—1 or 2 Years Old

Hazel Nut, 1 to 2 ft.	\$.79 ea.
Hazel Nut, 3 to 5 ft.	\$.198 ea.
Butternut, 1 to 2 ft.	\$.49 ea.
Butternut, 3 to 4 ft.	\$.149 ea.
Grimes Chestnut, 1 to 2 ft.	\$.69 ea.
Grimes Chestnut, 3 to 5 ft.	\$.149 ea.
Hardy Pecan Seedlings, 1 to 2 ft.	\$.79 ea.
Stuart Pecan—Papershell, 2 ft.	\$.298 ea.
Stuart Pecan—Papershell, 3 1/2 to 5 ft.	\$.449 ea.
Mahan Pecan—Papershell, 2 ft.	\$.298 ea.
Mahan Pecan—Papershell, 3 1/2 to 5 ft.	\$.449 ea.
Black Walnut, 1 to 2 ft.	\$.39 ea.
Black Walnut, 3 to 5 ft.	\$.89 ea.
English Walnut, 2 to 3 ft.	\$.398 ea.
English Walnut, 1 to 2 ft.	\$.69 ea.
Shell Bark Hickory, 1 to 2 ft.	\$.69 ea.
American Beech—Collected, 3-4 ft.	\$.49 ea.
Japanese Walnut, 3 to 4 ft.	\$.98 ea.

### EVERGREENS—1 or 2 Years Old

Glossy Abelia, 1/2 to 1 ft.	\$.29 ea.
*American Holly, 1/2 to 1 ft.	\$.29 ea.
*Rhododendron, 1/2 to 1 ft.	\$.49 ea.
Pfitzer Juniper, 1/2 to 1 ft.	\$.69 ea.
Cherry Laurel, 1/2 to 1 ft.	\$.29 ea.
Nandina, 1/2 to 1 ft.	\$.49 ea.
Boxwood, 1/2 ft.	\$.39 ea.
Irish Juniper, 1/2 to 1 ft.	\$.59 ea.
Red Berry Pyracantha, 1/2 to 1 ft.	\$.49 ea.
Yellow Berry Pyracantha, 1/2 to 1 ft.	\$.49 ea.
Burford Holly, 1/2 to 1 ft.	\$.49 ea.
Dwarf Burford Holly, 1/2 to 1 ft.	\$.69 ea.
Wax Leaf Ligustrum, 1/2 to 1 ft.	\$.39 ea.
Colorado Blue Spruce, 1/2 to 1 ft.	\$.39 ea.
*Mountain Laurel, 1/2 to 1 ft.	\$.29 ea.
*Canadian Hemlock, 1/2 to 1 ft.	\$.19 ea.
Short Leaf Pine, 1 ft.	\$.19 ea.
Slash Pine, 1/2 to 1 ft.	\$.19 ea.
Red Cedar, 1/2 to 1 ft.	\$.19 ea.
Hetzl Holly, 1/2 to 1 ft.	\$.59 ea.
Japanese Holly, 1/2 to 1 ft.	\$.59 ea.
Foster Holly, 1/2 to 1 ft.	\$.49 ea.
Heiler Holly, 1/2 to 1 ft.	\$.69 ea.
East Palatka Holly, 1/2 to 1 ft.	\$.59 ea.
Chinese Holly, 1/2 to 1 ft.	\$.69 ea.
Andorra Juniper, 1/2 to 1 ft.	\$.59 ea.
Cedrus Deodara, 1/2 to 1 ft.	\$.79 ea.
Jap. Yew, 1/2 to 1 ft.	\$.79 ea.
Baker Arborvitae, 1/2 to 1 ft.	\$.59 ea.
Berkman's Arborvitae, 1/2 to 1 ft.	\$.59 ea.
Globe Arborvitae, 1/2 to 1 ft.	\$.59 ea.
Greek Juniper, 1/2 to 1 ft.	\$.59 ea.
Gardenia—White, 1/2 to 1 ft.	\$.59 ea.
Camellia—Red, 1/2 to 1 ft.	\$.79 ea.
Norway Spruce—1/2 to 1 ft.	\$.29 ea.
Eunymus Radican, 1/2 to 1 ft.	\$.19 ea.
Eunymus Pulchellus, 1/2 to 1 ft.	\$.19 ea.
Eunymus Dupont, 1/2 to 1 ft.	\$.39 ea.
*White Pine, 1 ft.	\$.29 ea.
Austrian Pine, 1/2 to 1 ft.	\$.29 ea.
Mugo Pine, 3 to 5 inch.	\$.39 ea.
Scotch Pine, 3 to 5 inch.	\$.19 ea.
Western Yellow Pine, 3 to 5 inch.	\$.19 ea.
White Spruce, 1/2 to 1 ft.	\$.29 ea.
Serbian Spruce, 1/2 to 1 ft.	\$.29 ea.
Douglas Fir, 1/2 to 1 ft.	\$.39 ea.
Clyera Japonica, 1/2 to 1 ft.	\$.49 ea.
Elegantis Fruitian, 1/2 to 1 ft.	\$.49 ea.
Thorny Eleagnus, 1/2 to 1 ft.	\$.49 ea.
Hetzl Juniper, 1/2 to 1 ft.	\$.59 ea.
Sargent Juniper, 1/2 to 1 ft.	\$.69 ea.
Shore Juniper, 1/2 to 1 ft.	\$.49 ea.
Yupon Holly, 1/2 to 1 ft.	\$.49 ea.
Mahonia Beal, 3 to 5 inch.	\$.49 ea.
Sirag Yew, 1/2 to 1 ft.	\$.49 ea.
Blue Rug Ground Cover, 3 to 5 inch.	\$.98 ea.

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Dwarf Elberta Peach, 2 to 3 ft.	\$.229 ea.
Dwarf Elberta Peach, 4 to 5 ft.	\$.398 ea.



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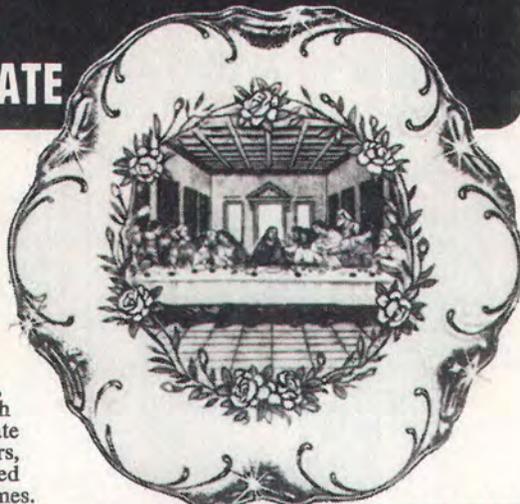
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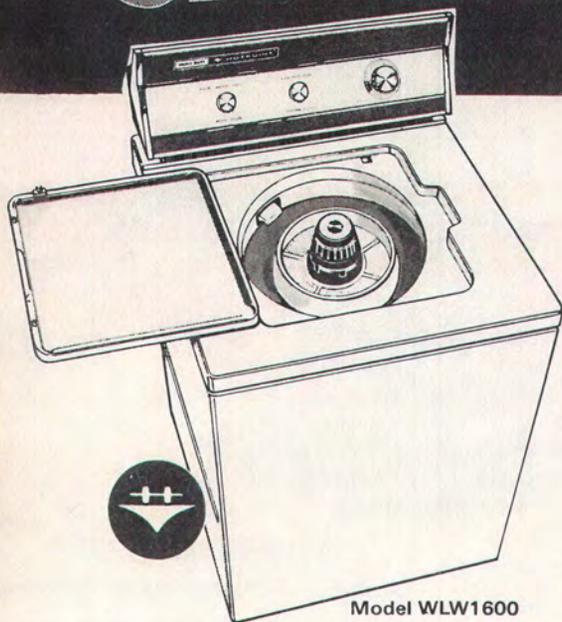
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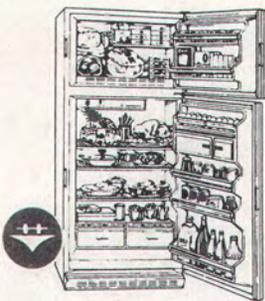


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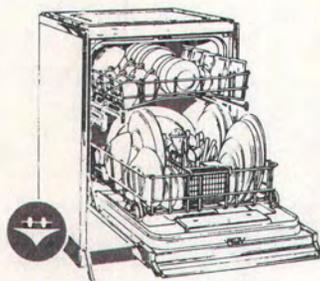
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