

# National Maple Syrup • DIGEST •



Vol. 4, No. 2

BAINBRIDGE, NEW YORK

FEBRUARY, 1965

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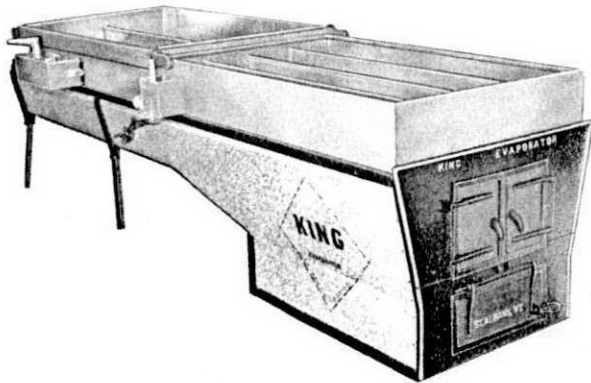
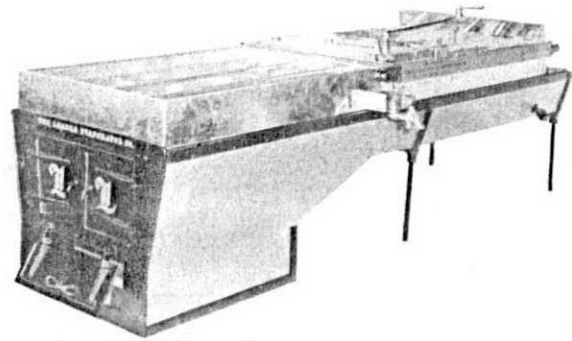
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## Editorials

The editorial in the last issue was, I must admit, pretty poor. How good this one will be is anybody's guess, but at least I've got something to write about.

By now you are all well aware of the decision of the U. S. Department of Agriculture to close the Maple division of the laboratory in Philadelphia. You also know, as well as I, what this laboratory has done and can do for the maple industry. What I can't understand is - why did they eliminate it?

Sure, I know, they want to economize. I think they should economize. The government can't keep on going in the red forever. But to entirely eliminate one division and allow other divisions to operate with not even a slight cut back just doesn't make sense.

The maple division of the laboratory has an annual budget of about \$200,000. This may sound like a lot of money, but it's peanuts compared to the billions which the President expects to spend on his "poverty" program.

Did you folks realize that we maple producers can go longer without eating a meal than most any other business? Some of you realize this, because your mentioning it prompts me to voice my small "gripe!" If I thought it was just our family that was queer, I wouldn't dare write this, but from talking to wives of other maple producers, I have found proof that lot's of people besides us eat three meals a day!

Where we run into trouble is selling equipment along with our syrup business. There the horrible fact comes to light - it's some of our fellow producers that betray us and

No connection? Sure there is. In the past 12 years or so this laboratory, with the cooperation of producers and the Extension Service have found ways to start putting the maple industry on a level with other industries. With the laboratory's help the maple syrup producers of "Appalachia" can stand on their own two feet, make syrup profitably, and make a decent living with no other help from Uncle Sam. To eliminate the laboratory will eventually drop the maple industry back in the same

## HIZ

old rut it was in prior to 1950. It was a dying industry and without research any industry will, sooner or later, die. It appears to me that the government would like to eliminate the maple industry so that more farmers could be put on the "distressed" list and be given a hand out on a silver platter. This would be fine, except it's only temporary relief. Then what?

I suppose some will argue that only a little maple is made in the

don't eat three meals a day.

Some skip the noon meal and others skip the evening meal. They are so busy skipping meals that they forget the people with the eating

## HERZ

habit are here just before or just after a meal, so, we folks with a scheduled eating habit don't even get the opportunity to change our schedule around a bit.

area designated as "Appalachia." Now who can tell where "Appalachia" starts and where it leaves off. It's all over - a little here and a little there. In fact, there's a little piece of it on almost every farm that makes maple syrup - whether it be in West Virginia, New Hampshire, or the upper peninsula of Michigan. The average maple farm is of marginal productivity. That's why he's a maple producer - to supplement his income. A lot of producers don't even own a farm - - just a sugar bush, and it doesn't take a very sharp pencil to figure there's a lot more profit in maple sap than in timber.

Maybe I've made it sound as if the maple industry is profitable. It is, but we've got to have research to keep it that way - - to keep up with other industries. Research is the key to progress. That's why we need the laboratory in Philadelphia. It's all we've got.

One company keeps advertising on television "Progress is our most important product." According to the government's point of view, that company must be following a cold bobcat trail in the wrong direction with a blind cocker spaniel and an empty shotgun.

We will have to excuse the "city people" that come for maple syrup, because they are accustomed to going into stores that have enough clerks so they can stagger their eatin' time. Now - when the "clerk" is also the cook, and the BOSS is the guy she cooks for, this clerk-cook would appreciate any helpful hints on how other maple syrup and equipment retailers handle this awful habit we all seem to have of eating three meals each and every day!!!

P.S. I am thankful that maple producers all have the same sleeping habit our family has.

THIS WILL BE THE LAST ISSUE OF THE DIGEST PRINTED THIS WINTER. WE'LL BE BACK AGAIN IN OCTOBER. IN THE MEANTIME, IF ANYTHING "BIG" BREAKS WE'LL SEND OUT AN EXTRA.

IF YOU HAVE ANY CHANGE IN YOUR ADDRESS PLEASE NOTIFY THE DIGEST GIVING BOTH YOUR OLD AND NEW ADDRESS.



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# PHILADELPHIA TO BE CLOSED



The maple sirup industry has been dealt a very severe blow and a road block set up to further progress. The maple research laboratory in Philadelphia Pennsylvania is to be closed. This was announced in a press release and published in newspapers throughout the maple area. We could not believe this news release could be true so the Philadelphia Laboratory was contacted and they confirmed it saying the plan is for maple research projects to be terminated and they will be out of business June 30 of this year.

Fellow maple sirup producers, that is the story and that is what will happen unless we do something to prevent it from occurring. We do not and we are sure that you do not want the research work on maple at Philadelphia to be stopped.

We don't have to remind you about what this laboratory has done for you and the industry during the 12 years they have been in operation. Just look about you and you will find many practices which you now follow and instruments you use in sirup making which originated at the Philadelphia laboratory. To mention a few, the taphole pellets, sanitation in woods and evaporator house, improved sap handling and processing methods, your precision instruments and many, many others. To quote Professor Pasto of Penn State University, "Maple sirup production and processing has been modernized so that it is now competitive with

crop and live stock farming."

The Philadelphia Maple Research Laboratory was not operated as an ivory tower - instead they kept their feet on the ground and worked on your every day problems and then by cooperating closely with your extension service, the fruits of their research were made immediately available to YOU. As a result of this cooperation the rate at which the technology of the maple industry was improved is unparalleled.

Based upon these successes, we anticipated even greater and more far reaching developments to be forthcoming from the Philadelphia Laboratory. They are learning how to store sap not for hours but for weeks without any damage to the sap. The Laboratory has been developing a system for better sap handling methods and equipment and improved methods of sirup making, so necessary for the success of the central sap evaporation plants. These include methods that permit the precise control of the intensification of color and flavor of finished sirup. These and other developments are already past the pilot plant stage. In addition, they have a number of other projects that are on their drawing board that would put even more dollars in your pockets. **But if the maple research laboratory is closed as planned, you will never get them.**

Fellow maple sirup producers, we cannot and will not let the Maple

Laboratory in Philadelphia be closed down.

How can we prevent this from happening? The answer is quite simple. We must contact each and every U.S. Senator and Congressman representing the maple sirup producing states asking that they set up funds not only to continue but to expand the work of the Philadelphia Maple Laboratory.

Your National Maple Sirup Council cannot do this all by itself, they must have the help of each and everyone of YOU. You too must write to your respective U.S. Senators and Congressmen or better still telephone them or visit them. Without these letters from you, who are the constituents of your Congressmen and Senators, nothing may be accomplished.

We cannot delay if we want the Philadelphia Maple Laboratory to continue in operation. We must and YOU must act immediately. Surely to spend a few minutes writing a few letters to your U.S. Senators and Congressmen is not too much to expect for all the help you have received in the past and will receive in the future from the Philadelphia Laboratory which has or will make your maple sap harvesting and sirup making both very profitable and enjoyable. Your National Council does not think that they are asking too much of you.

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**BACK ISSUES AVAILABLE**

The following issues of the Digest have been printed to date:

Vol. 1, No. 1, 2, 3, 4

Vol. 2, No. 1, 2, 3

Vol. 3, No. 1, 2, 3, 4

We still have a supply of most of them but they are getting scarce, and they are expensive to mail. If you lack any, drop us a card stating which copies you would like and we'll send them if available.

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# MAKING MAPLE CREAM

Condensed from Agricultural Handbook #134 by C. O. Willits, Eastern Utilization Research and Development Division, Agricultural Research Service.

The amount of the maple sirup crop that is being converted into maple cream or butter has been increasing rapidly. Some producers have built up so large a demand that they convert their entire crop to cream.

Maple cream, a fondant type of confection, has a butterlike consistency. It is made up of millions of microscopic-size sugar crystals interspaced with a thin coating of saturated sirup. The crystals are not felt by the tongue and give the cream a smooth, non-gritty-texture. To make maple cream, it is necessary first to make a supersaturated sugar solution. This is cooled to room temperature so quickly that crystals have no chance to form. The cool glasslike mass is then stirred, which produces the mechanical shock necessary to start crystallization. All of the crystals formed are about the same size and very small.

## SIRUP FOR CREAMING

For best results, U.S. Grade AA (Fancy) or U.S. Grade A (No. 1) maple sirup should be used; it should contain less than 4 percent of invert sugar.

Sirup that contains from 0.5 to 2 percent of invert sugar should make a fine-textured cream that feels smooth to the tongue. Sirup with from 2 to 4 percent of invert sugar can be made into cream by heating it to 24° or 25° F. above the boiling point of water (instead of the usual 20°). Sirup with more than 4 percent of invert sugar is not suitable for creaming. If used, it will not crystallize or it will crystallize only if heated to a much higher-than-normal temperature; however, the cream will be too fluid and probably will separate a few days after it is made.

For years, many people throughout the maple producing area have believed that maple cream should be made only from first-run sirup and that all first-run sirup will yield a good cream. This is not the case. The amount of invert sugar in the sirup determines its suitability for creaming, not the run of sap from which the sirup is made. The amount of invert sugar formed is directly proportional to the amount of microbial fermentation of the sap, and this in turn is related to the temperature. Unseasonably warm weather is not uncommon during the first period of sap flow. Warm weather favors fermentation of the sap, and sufficient invert sugar is produced to make the early run sirup unsuitable for making into cream.

## COOKING AND COOLING

The sirup is heated to a temperature 20° to 23° F. above the boiling point of water. (The temperature of boiling water must be established at the time the sirup is boiled for creaming.) The boiling temperature determines the amount of sirup surrounding the crystals, and this in turn governs the stiffness of the final product. As soon as the sirup reaches the proper temperature it should be removed from the heat and cooled quickly. If the cooked sirup is left on the hot stove (even with the heat turned off), enough more water will be evaporated to produce a more concentrated sirup than desired. Rapid cooling prevents crystallization. To facilitate cooling, the sirup is poured into large, flat-bottom pans (the layer of sirup should be not more than 1 to 3 inches deep), and the pans are set in a trough through which cold water (35° to 45° F.) is flowing.

The thickened sirup is cooled to

at least 70° F., and preferable to 50° or below. The sirup is sufficiently cool when the surface is firm to the touch. Appearance of crystals during the cooling process indicates either that cooling is too slow or that the invert-sugar content of the sirup was too low for the conditions of cooling used. This situation can be corrected either by more rapid cooling (thinner layers of sirup or more rapid flow of cold water) or by increasing the invert-sugar of the sirup.

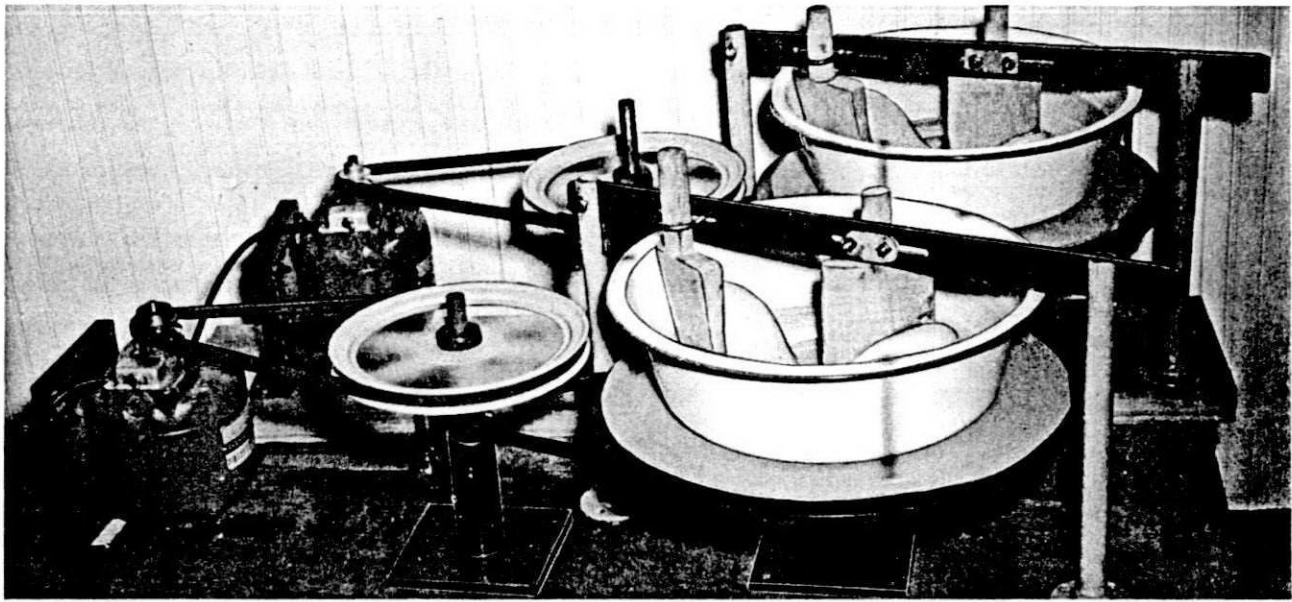
## CREAMING

The chilled, thickened sirup should be creamed (either by hand or mechanically) in a room having a temperature of 70° F. or above. Many producers have developed their own mechanical cream beaters, and there are a number on the market.

The homemade maple-cream beater consists of a pan approximately 13 inches in diameter with a capacity of about 12 quarts. It will stir 1 1/2 gallons of cooked sirup. In this beater, the scrapers are held stationary and the pan revolves. In other beaters, this procedure is reversed. In other beaters this procedure is reversed. Both types work equally well.

A hardwood paddle having a sharp edge 2 or 3 inches wide is used for hand beating. The cooked sirup is poured into a large flat pan, such as a cookie tin. This is held firmly, and the thick sirup is scraped first to one side of the pan and then the other, mixing continuously so that no portion is allowed to stay at rest. If stirring is stopped some of the crystals will grow and cause the product to be gritty.

During the stirring operation the chilled sirup will first tend to become fluid and then begin to stiffen showing a distinct tendency to set. At this time the batch will lose its shiny surface. If creaming is stopped too soon, that is, while the batch is too fluid, large crystals will form.



Homemade cream beaters in which the stirrers are held stationary and the pan is rotated at approximately 70 r. p. m.

To hasten the creaming process a small amount of "seed" — previously made cream — can be added to the glasslike chilled sirup just before beating. The addition of 1 teaspoonful of seed for each gallon of cooked sirup will provide crystals to serve as nuclei for the more rapid formation of crystals. Creaming may require from 20 minutes to one hour, depending on the size of the batch, but the use of seed will often shorten the time.

#### HOLDING CREAM FOR DELAYED PACKAGING

Often it is not convenient to package the cream at the time it is made. In this case it can be stored or aged for periods of 1 day to several weeks in tightly covered glass or earthen vessels, preferably under refrigeration. Many candy-makers believe that aging of a fondant is desirable because it permits an equalization of the crystals in the saturated sirup. After aging, the cream is remelted for pouring and packaging by careful heating in a double boiler. The temperature of the cream during this reheating must not go above 120° F. This can be controlled by not permitting the water in the double boiler to go above that temperature. If the

temperature of the cream exceeds 120° F., too much sugar will be dissolved and large crystals may form when the remelted cream is cooled.

#### PACKAGING AND STORING MAPLE CREAM

Maple cream can be packaged in tin, glass, or wax paper cups. Containers with wide mouths are best for ease of filling. Care must be taken to keep air bubbles from forming. This precaution is of particular importance when the cream is packaged in glass because the air bubbles are unpleasing in appearance and create the impression the package is short in weight. Further, air pockets provide a place where the separated mother liquor can collect, and also produces an undesirable appearance.

Freshly made cream should be packaged immediately, before it "sets up." Remelted cream should be packaged while it is still warm and fluid. Since maple cream is a mixture of sugar crystals and saturated maple sirup, storing the cream at temperatures above 70° F. will cause more sugar to go into solution. This increased volume of sirup will tend to separate as a dark liquid layer on the surface of the cream.

For the best storage conditions keep the cream at low temperature and constant humidity. If the cream is packaged in moisture-proof containers, glass, tins, or heavy waxed boxes, it can be stored in refrigerators for long periods of time prior to use, with little danger of the saturated sirup in the cream separating.

#### SUMMARY

1. Use U.S. Grade AA (Fancy) U.S. Grade A (No. 1) sirup.
2. The sirup must not contain more than 4 per cent of invert sugar.
3. Heat the sirup to a temperature 20° to 23° F. above the boiling point of water.
4. Cool the sirup rapidly to about 50° F.
5. Stir the thickened sirup **continuously** until creaming is completed.
6. Freshly made cream can be packed immediately or it can be aged before packaging.
7. Aged cream can be softened for pouring by heating to temperatures not exceeding 120° F.
8. Store cream under refrigeration.
9. Causes of failure to cream:
  - a) If the sirup contains too little invert sugar or if it is not chilled sufficiently before stirring, the cream will have a gritty texture.
  - b) If the sirup contains too much invert sugar, it will not cream (crystallize).

# A MAPLE SUGAR MAKER IN MOSCOW

by Lin Lesure

Last October, at the annual meeting of the National Maple Syrup Council, Lin Lesure gave a talk illustrated with color slides about his trip to Russia. It was so interesting I asked him to put it in story form so we could print it in the Digest. It has absolutely nothing to do with maple syrup but we hope you enjoy it as much as we did.

The Editor

A sugar maker in Russia may seem as out of place as caviar in maple candy, but I was there and spent many days behind the Iron Curtain in the Summer of 1962. I was a part of a group of thirty-six men from New England, New York and Pennsylvania who had been selected to go to Russia on a Peoples to Peoples visit. We visited Belgium, Russia, Hungary, Poland, East Germany, Berlin and France. In this article I shall deal only with a part of our stay in the Soviet.

At the airport in Brussels we could see the large Russian jet that would take us to Moscow parked at the far side of the landing strip. One of my companions wanted to get a picture of it and, although the distance was great, aimed his camera at it. We were all immediately told to go back to the customs rooms and there all of our heavy suitcases were brought back and we had to place all of our cameras and film in our suitcases. We did not see them again until we were in the Metropol Hotel in Moscow. No danger of anyone taking pictures on the way.

Our plane was a 4-motor jet and very fast. It flew most of the time at a height of five miles. Right away we were introduced to the thing we would see so often in the Soviet, make things real big, never mind whether they work or not. The air breathers, air intake devices for your comfort, were there alright but they did not work and I do not think they ever did. My dessert, flying over the Baltic Sea in a Russian jet, was a sunkist orange with the stamp "Sunkist" plainly showing. We had seen a stewardess pick up

a basket of fruit in the free market at Amsterdam and that was divided up for a dessert for our meal. To one an apple, to another a pear and to me an orange.

Russia seems to want tourists but on her own terms of course. She wants them because they are a good source of money which she needs badly. Soviet money cannot be purchased outside the border and no money can be taken out of the country. You are asked to sign papers that you have not taken any with you and they are very serious about it. As a result the Soviet says that one ruble is worth \$1.10 and no one can prove it isn't so by offering rubles cheaper.

We had read that Russians were short of tooth-brushes. It seemed that state factories had been switched from tooth-brushes to something else the state thought was more needed. By the time they found they were short of the brushes they had no good source of bristles, so we were told, sometimes two families had to use one tooth-brush. We thought they would make good gifts so we arrived at the Moscow airport with several boxes of brushes. They were taken away from us there. I guess they took a dim view of us making gifts of things that were in short supply with them. Many did take in cigarettes and I had Russian cigarettes given to me. They were king-sized of the length of our filter cigarettes only the tobacco took up the part of our filter and the rest was a hollow tube. But they were big so it was all right.

I took in 8-one half-pints of maple syrup. It was entirely new to all. One wanted to know if it was good for coloring shoes. I wanted to give a can to one of our tourist guides in Moscow. You have to hire one guide for every seven or eight people. We had four, most of whom changed from place to place. They are young people and most can speak understandable English. My guide in the Kremlin, Irma, was to have a can but I wanted first to tell

her how we made it. As we waited at one of the Kremlin Museums I told her how we tapped the trees, how we collected the sap and boiled it down. She was real interested and asked quite a lot of questions. I guess she thought she had been too interested because she came up to me about an hour later, after I had given her the syrup and said "I think it is very cruel to bore a hole in a tree."

Irma knew her Moscow history very well but she did not like to be interrupted in the telling. After two days of this we started questioning her a little. We wanted to see if there was any private enterprise in Moscow. So I asked her what could an individual own in Moscow. I knew some could own land. First she told us a person might own a small house. Not many do and whole families are living in one room. Next she said, one might be allowed to buy a car. Again very few do and if you were one of those few who were given permission you would expect to wait five years from order to delivery. Then she told us you could buy a row-boat and go rowing on the Moscow River. We asked her if you could rent it. She was horrified and said you would be glad to have your friends use it, you would be happy to share it with your neighbors but you wouldn't think of charging rental. You could not set yourself up in business renting a rowboat.

They are building lots of apartments and they look awful. Eight story buildings are being erected on pre-cast foundations made mostly of pipe with only a little concrete binder. They seem to be the world's greatest builders of old buildings. They look old before they get them done. It looks like "do-it-yourself" with mittens on. The face brick are not laid in straight lines, the mortar does not come out to the face. It would not appear that they are headed for a very long life.

We saw very few children. As someone has said there is no authority on Russia, just various degrees



of ignorance so you get many contradictions but to my best judgement, a mother having her first baby, is given several weeks off with pay before and after the child is born. After that, nothing. A second or third child receives no help. They are very fond of their children and the children seem most obedient. One or two children per family seemed to be the average.

Nine hundred miles south from Moscow we spent two days in a city just below the Ukraine, Krasnodar. We visited a 25,000 acre collective farm. Here the people were friendly but not very inventive. There was private enterprise here with most of the people, who lived in little villages, having garden plots of their own. Much of the food used in the city was from these garden plots.

Due to a slip-up on the part of our guide and the careful directions from a very dissatisfied Latvian three of us got up at five o'clock in the morning before our guide showed up and visited a collective farm market and then one run by the garden tillers. The comparison was something to remember. The quality of the products and the service left much to be desired in the collective market but in the "private" market the quality was much improved, the people selling were more helpful and there were a great many more items to choose from. It is my opinion that the recent decision of the Soviet to place some factories on a new plan in which they manufacture items only as they are wanted by the buying public is a direct result of the success of the private farm gardens. Private enterprise we call it. There seemed to be no refrigeration. Milk was in 40 quart cans and was dipped out to customers. One does not pay cash for purchases but swaps his money for script and exchanges that for the purchase. No chance of backing-out on a deal. Nothing is ever wrapped for you. If you do not have a paper or a bag for your purchase you carry it away in your hand no matter what it is. This includes meat or bread.

We were invited to one meal that lasted for four hours and fourteen minutes complete with lots of toasts and vodka. The toasts were for peace between our people. They

are really afraid of war as well they might be for they are only a few years away from terrible times. They are not much interested in the workings of their government. They have never had a part in it and do not expect to have one now. Only one person in forty belongs to the Communist Party. You can not join, you have to be asked to join. It is my opinion that it is much easier for the governing forces to keep in power if they do not involve too many of their people. By sight and sound the ordinary people are being constantly told that they are happy, happy people. Their living standards have always been low and for a great many they are the best they have ever been. That leaves a lot to be desired from our standpoint.

The people are honest. We had no stealing as we had had in some of the other countries. This is, in part, I think, caused by the fact that anyone who is taken into court for anything is usually found guilty and expects to be so found.

The cows that we saw were poor producers. We were told that one herd of 90 cows would average 4,000 pounds of milk per year. Fruits and vegetables were pushed in sales when they were in season but the season seemed short. The Soviet has a real food problem. Eighty-five percent of the land on which they are trying to raise their crops is from Quebec north in coldness. Their transportation is limited and their use of fertilizer more so. I think the food problem will be with them for a long time.

I was glad of the chance to look behind the scene in the Soviet but I was far gladder to be able to come home to my own farm, to plan and raise what I wanted to and to know some official was not going to show up at my sugar house and tell me to stop making maple and go to raising goats or something else he wanted.

I saw many things I would like to share with you and may, at another time. In ending may I say with all my heart, be happy you live in the United States of America. This is a wonderful land and I thank God I live in it.

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Three years ago we printed this article - after many requests we are reprinting:

# Let's Talk About Bu

The newest approach to the increased production of uniform quality maple syrup is the central evaporator plant. Many former producers and new rural land-owners hesitate to invest in replacement or new equipment for boiling sap to syrup. The cost of such equipment is generally high per gallon of syrup produced for the small operator. Buckets, collection equipment and trees for tapping are the only items necessary for sap production.

On the one hand, some syrup producers who have been in business for a considerable length of time have found the market for syrup and syrup products (both bulk and retail) growing. With their experience in producing and marketing these products they can better use their time and experience in producing such products. Their problem is to get enough sap to satisfy their needs with their labor supply. Both of these problems may be solved by the central evaporator plant.

On the other hand, the operator with a limited capital and time can produce sap, haul it to the central evaporator house, and be paid for his efforts. On the other hand, the syrup maker can satisfy his demand for more syrup with a relatively small increase in his labor force and present equipment and make a reasonable profit on the enterprise.

The technique involved in buying and selling sap is simple. The seller and the buyer both must know the volume of sap in the transaction as well as the sugar content of the sap and they must agree on a rate of payment. A few other precautions should be agreed upon before the start of the season by both parties. The factors to be considered are:

**SELECTION OF SAP PRODUCER**  
the buyer must know the character and reliability of the person supplying sap. This will eliminate many problems during the season. This arrangement must be a cooperative

venture between both parties. Often it is well to contract for sap.

## CONTROL OF QUALITY

It should be mutually agreed upon at the start of the season what sanitary practices are to be carried on in the bush and on delivering sap. Some of these would be the type and condition of equipment (buckets, covers, spiles, tubing, gathering tanks, etc.); the sterilization of equipment (washing procedures and materials); sterilization of tap hole (use of tap hole pellets); regularity of gathering and time of delivery. The buyer should reserve the right to reject sap not meeting standards agreed upon before beginning of season (buddiness, off color, high bacteria content, etc.).

## TAPPING DATE

The buyer must notify seller when to start tapping and gathering sap.

## CALIBRATION OF VOLUME

The easiest method is to measure the volume of tanks and make dip sticks to be used to measure delivered volume. Seldom is the tank exactly full. Calibration of the tank can be done by determining the contents in cubic inches and dividing by 231 to obtain the gallonage. Other methods such as weighing or metering may also be used. Weights may easily be converted to gallons.

## SUGAR CONTENT

This can only be determined accurately by using a brix hydrometer to 1/10 of 1% or a refractometer. The hydrometer is more accurate and less expensive.

Instructions for using and correcting for temperature may be found in A.R.S. publication No. 73-28. A simplified correction factor is as follows:

Sap temp.	Correction (subtract)
32 to 42	.4
43 to 53	.3
54 to 62	.2
63 to 66	.1
67 to 69	0

## SUGGESTED RATE OF PAYMENT

Sugar Content	Price Per Gallon Delivered
1.3	.005
1.4	.01
1.5	.015
1.6	.02
1.7	.025
1.8	.03
1.9	.035
2.0 (Base Price)	.04
2.1	.043
2.2	.046
2.3	.049
2.4	.052
2.5	.055

Continues on up at rate of .003¢ for each 1/10 of 1% sugar content.

If sap is purchased at roadside instead of delivered to central evaporating plant, a deduction of from 1/2¢ to 1 1/2¢ per gallon is made for cartage.

## PURCHASE SLIPS

For a matter of convenience and accuracy a standard form in duplicate should be used to record each delivery. Original is retained by the buyer, the duplicate given to the seller. Such a form may be as the one shown here.

CENTRAL EVAPORATING PLANT Anytown, U.S.A.	
Maple Sap Purchase	3/14/62
Producer	John Doe
Hydrometer reading @ 68° F	32
Temperature of sap	39°
Difference in Brix	-4
Corrected Brix of Sap	28
No. of gallons	320
Price per gallon	.064
PH.....	1280
	1920
	20.480
	TOTAL 20.48
Signed	J.D.

# ying Sap

With these factors in mind, the syrup producer whose syrup supply does not meet demands can increase his volume of production. Usually by increasing his volume, he is reducing his per gallon cost of production since his fixed charges for the season are pro rated over a larger production and his labor force is kept employed more fully. While he is able to maintain a more uniform quality of syrup, he is also producing a large enough volume to develop a better and larger distribution. This fact alone could increase the sale of maple products many times in the area where this enterprise exists. Maple products have never been in surplus. Poor distribution is usually the cause of lower retail prices and local shortages.

Here is some additional information that will be of interest to you if you are thinking of buying or selling sap.

The table below will give you an indication of the gross income potential of one tap hole producing at 3 different rates of quantity and 3 different rates of sugar content.

Gross Income Per Tap Hole			
Yield of sap/season/tap	Corrected sugar content of Sap		
	2% @ 4¢	3% @ 7¢	4% @ 10¢
11 gals.	\$ .44	\$ .77	\$ 1.10
22 gals.	.88	1.54	2.20
26 gals.	1.04	1.82	2.86

The price guide was used to calculate the above returns. The yield of sap from one tap that one could expect would usually be between 11 and 22 gals. depending upon the size of crown, location of tree, and season. A sap producer can expect to gross about \$1.00 to \$1.25 per tap in much of the U.S. sirup producing area.

Five year experience indicates the following income possibilities for daily runs of varied volume and

sweetness may be expected in the northeast maple belt.

Occasional Daily run (3% sap) on 1000 tap = 4000 gal. x 7¢ = \$280.00

Occasional Daily run (2% sap) on 1000 tap = 4000 gal x 4¢ = \$160.00 for the run.

Average Daily Runs (2½% sap) on 1000 tap = 2000 gal. x 5.5¢ = \$120.00 for the run.

Occasional Daily Run (3% sap) on 1000 tap = 1000 gal. x 7¢ = \$70.00 for the run.

### INVESTMENT IN EQUIPMENT

This varies with the producer. If he has good used buckets and tanks these are usually fully depreciated, if he purchases new equipment, a bucket, spile and cover or tubing will cost about \$1.25 including storage and hauling tanks, this can increase to about \$1.50 per tap. The average producer of sap will usually have about 90¢ to \$1.00 invested in equipment and would charge this off over a 10 year period. Many pay off all charges the first year and take their profit in future years though this is not necessarily the best method when figuring income tax.



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Some Dealer Territories Open

# Women's Page

By Mrs. Francis (Sara Keim) Smith  
Penn Run, R. D. 1, Pennsylvania

To the hostess who wants something special, try delicious maple syrup, maple sugar and maple cream.

Some of the tasty treats are -

- On waffles, pancakes, french toast, fried mush or cooked cereals
- On ice cream, garnished with pecans for a special sundae.
- As a glaze for baked or broiled ham.
- As a sauce for apple and peach dumplings.
- To sweeten milk shakes or egg-nogs.
- As a sauce for puddings and custard.
- As a sweetening for main dishes, such as baked beans, rice, sweet potatoes, squash, carrots, and on a favorite among the Pennsylvania Dutch - "Schnitz Un Knepp" - made with dried apples, ham, and maple syrup. Also, maple syrup is delicious in shoo-fly pie.

The following are some of my favorite recipes which I would like to share with you.

## Fancy Party Maple Sugar Cakes

Boil maple syrup to 27° above boiling point of water or to soft ball stage (237° to 238°). Cool to 70° and beat until creamy. Reheat or melt in double boiler to a thin consistency. Pour into rubber candy molds or souffle cups; if you haven't these, then you can buy small fancy plastic ice cube molds.

For extra special sugar candy for parties or holidays, you can add a few drops of food coloring, but you will have to be careful as you are working with an amber shade of candy.

## Maple Taffy or Spotza

Boil maple syrup to 258°. Drop a spoonful on ice or cold water, twist on a wooden fork or spoon. You'll have a very tasty "Spotza," a Penn-

sylvania Dutch name for taffy. This is ideal for an old-fashioned taffy or spotza party. You may also pour the hot thick syrup on a tray of snow or into buttered pans. Try this at your next party - it's a real ice breaker and also very cheery.

## Maple Pecan Rolls

Roll ½ recipe for plain roll dough on lightly floured surface to ¼ inch thickness. Brush with melted butter and sprinkle ¼ cup maple sugar and 1 tsp. cinnamon. Roll as for jelly roll: seal edge; cut in 1-inch slices.

Combine 1 cup maple syrup and 1 tbsp. butter and boil in saucepan to 230°. Cool and pour into cake pan with 1 cup broken pecans.

Place rolls, cut side down, in mixture. Cover, let rise until double in bulk. Bake in moderate oven (375°). 25 minutes.

Remove from pan when cool, bottom side up. Makes 16 rolls.

## Maple Tassies

### Pastry

1 cup butter or margarine  
Two 3 oz. packages cream cheese  
2 ½ cups flour  
½ tsp. salt

### Filling

1 ½ cups chopped pecans  
1 ½ cups maple syrup  
2 tbsp. melted butter  
¼ tsp. salt  
1 tsp. vanilla (optional)

Soften butter and cheese. Blend in half the flour at a time and salt. Shape pastry into 2" diameter rolls, wrap and chill overnight.

Slice pastry into 36 portions; press into 2" muffin tins, line cups, do not make rims. Place half the nuts in lined cups.

Using rotary beater, gradually add maple syrup to slightly beaten eggs, add butter, salt and vanilla. Pour into tart shell. Sprinkle with remaining nuts. Bake in moderate oven (350°) about 20 minutes.

## Maple Fondant Easter Eggs

4 cups maple syrup  
1/8 tsp. cream of tartar

Boil in large pan (stainless steel preferable) without stirring to soft ball stage (237° or 27° above boiling point of water.) Pour into shallow flat pan and cool until you can make a dent in the thick syrup.

Using a heavy spatula (such as a large putty knife which works very nicely), work the fondant as you would white sugar fondant until creamy and stiff. Knead until smooth and free of lumps. Let ripen in covered container 24 hours.

Ripened fondant is then kneaded. Add chopped pecans and candied cherries. Work in thoroughly. Shape into eggs. Let stand a day or two before dipping in sweet milk chocolate, otherwise fondant leaks through chocolate coating.

This fondant can be shaped into bon-bons and filled, plus many other imaginative ways.

## MAPLE DATE PIN WHEELS

### Filling

1 lb. pitted dates, chopped  
½ cup water  
½ cup maple syrup

Combine dates, water, and syrup in saucepan. Cook until thick, stirring constantly. Cool and add 1 cup chopped nuts.

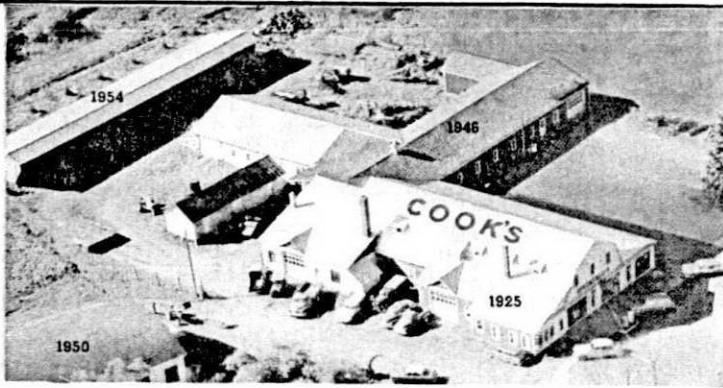
### Pastry

1 cup maple sugar  
½ cup butter  
1 well beaten egg  
1 tsp. vanilla  
2 cups sifted flour  
½ tsp. soda  
½ tsp. salt

Thoroughly cream butter and sugar; add egg and beat well. Add vanilla. Sift dry ingredients. Add to creamed mixture; stir until smooth and chill.

Divide dough in half; roll one part on lightly floured surface until ¼" thick. Spread half of the date mixture evenly over dough. Roll like jelly roll. Wrap in waxed paper. Chill roll until firm.

Cut in ¼" slices. Bake on lightly greased baking sheet in 400° oven for 8 to 10 minutes. Makes 3 dozen.



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# INTERNATIONAL ASPECTS OF THE MAPLE SYRUP INDUSTRY

Reed D. Taylor, Jerome K. Pasto,  
Herman M. Southworth  
Pennsylvania State University

The United States and Canada together produce and consume, with the exception of minute quantities in other countries, the world's supply of maple products. Production and value of the maple crop for the two countries are presented in figures 1 and 2. Since yearly data became available, production in the United States has steadily declined, while in Canada it has remained almost constant. In the late 1920's and early 1930's production in the two countries was approximately equal. Prior to that, United States production exceeded Canadian production but since that time the reverse is true. Presently Canadian production is double that of the United States.

The United States traditionally has imported maple products from Canada. These imports have steadily increased since the late 1920's and presently exceed United States production in most years, figure 3. As a result of decreased United States production and increased imports from Canada since 1950, the total product available for consumption in the United States has remained almost constant, but has decreased in Canada.

Maple syrup markets in the United States have become increasingly attractive to Canadian processors as a result of tariff reductions since 1930. They declined from a high of 8 cents per pound of sugar and 6 cents per pound of syrup in 1930 to the present 2 cents on sugar and 1½ cents on syrup, table 1. In 1925 a U.S. Tariff Commission study showed that the cost of producing maple syrup in the United States was 16.47 cents per pound and for Canada 12.92 cents per pound, or 3.55 cents per pound less. The cost of producing maple sugar in 1925 was 26.20 cents per pound in the United States and 20.88 cents per pound in Canada, a difference of 5.32 cents per pound (2, p. 20). On the basis of these dif-

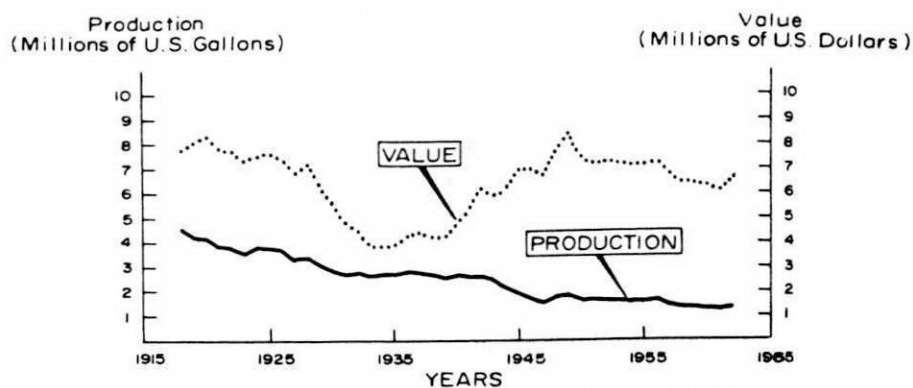


FIGURE 1. Production and Value of Maple Products, United States, 1916-1963, Five Year Moving Averages.

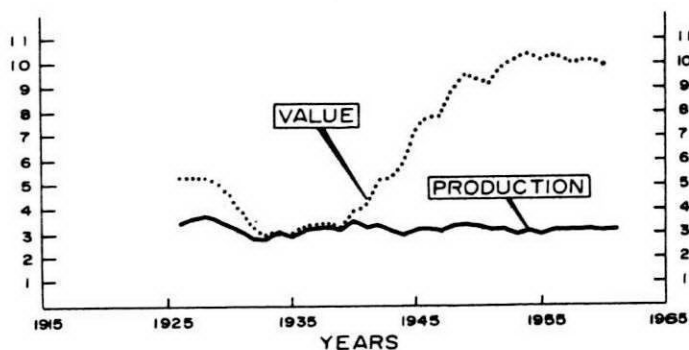


FIGURE 2. Production and Values of Maple Products, Canada, 1924-1963, Five Year Moving Averages.

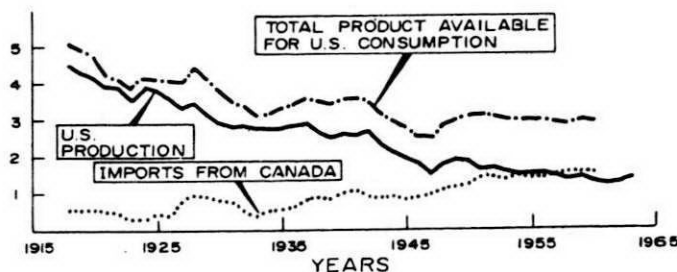


FIGURE 3. United States Maple Production, Imports, and Total Product Available for United States Consumption, 1916-1963, Five Year Moving Averages.

\* Production, prices, and values are expressed according to United States standards. Computations made assuming 1,200.94 U.S. gallons equals 1 Canadian gallon and 8 pounds of sugar equals 1 U.S. gallon of syrup. Prices and values also were adjusted according to exchange rates published in the Federal Reserve Bulletin.

SOURCES: United States Department of Agriculture, Statistical Reporting Service *Maple Products*. Statistical Bulletin No. 313. Washington; May 1962, and annual "Maple Production Reports" for subsequent years.  
Dominion Bureau of Statistics, Canada Year Book 1924-1963, Ottawa, 1924-1964.

ferences in costs, the tariff of 1930 gave United States producers a comparative advantage in U.S. markets. Subsequent reductions have improved the Canadian position. Monetary exchange rates also affect trade relationships. In the last few years Canada has attempted to improve its balance of payments situation. From an exchange rate of 1.0038 United States dollars per Canadian dollar in 1960 it dropped to .9278 in 1962. It has remained around .9250 since that time (1). This 7½ per cent devaluation of the Canadian dollar, like the tariff reductions, has improved the comparative advantage of Canada in the United States market, at least in the short run.

The United States and Canadian maple industries are highly interrelated. Most large United States processors buy both in the United States and Canada. Canadian companies sell sugar and syrup to United States blenders. The production areas border each other. Efficiencies in production and marketing, research projects, economic levels, producer organizations, production trends, government programs, transportation costs, tariffs, monetary manipulations, etc., of each country have direct bearing on the other. The price of "drum" syrup in the United States is determined by demand and supply factors in both countries. A comprehensive understanding of the United States maple syrup industry is impossible without a knowledge of the Canadian industry and the interrelationships between the two.

#### REFERENCES

1. International Monetary Fund, Statistics Division, *International Financial Statistics*, Vol. XV, XVI Washington, D. C. 1962 and 1963.
2. United States Tariff Commission, *Maple Sugar and Maple Syrup, Report of the United States Tariff Commission to the President of the United States*. U. S. Government Printing Office, Washington: 1930

**Table 1. Import Tariffs on Maple Products Entering the United States from Canada, 1909-64.**

Tariff history	Rate of duty	
	Sugar	Syrup
	- - - cents per pound - - -	
Act of 1909, par. 217	4	4
Act of 1913, par. 178	3	3
Act of 1922, par. 503	4	4
Act of 1930, par. 503	8	5½
Presidential proclamation effective March 7 effective March 7, 1931	6	4
Trade agreement with Canada effective January 1, 1936	4	4
Second Trade agreement with Canada, 1938	3	2
Presidential proclamation most-favored-nation treatment, 1947	2	1½
Act of 1962, Item 155.50-155.55	2	1½

Sources: United States Tariff Commission, *Second Trade Agreement Between The United States and Canada*, Vol. III, Part 1, Washington, D. C. 1938, p. 5 - 1.

United States Department of The Treasury, *Treasury Decisions Under Customs and Other Laws*, Vol. 82, T. D. 51802, Jan. - Dec. 1947.

United States Statutes at Large, Vol. 77A. *Tariff Schedules of The United States*, U. S. Government Printing Office, Washington, 1964, p. 56

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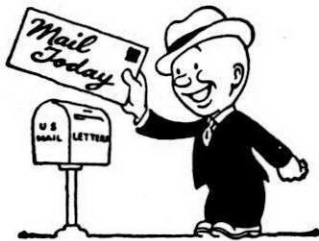
IT'S ABOUT TIME WE TOOK THE BULL BY THE HORNS

# WE NEED HELP !!

The Maple Syrup Digest has already spent a considerable amount of money to KEEP the Maple Laboratory in Philadelphia, but we've just begun to fight! We'll spend more if we have to . . . . .



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# Lamb's Corner

I've written a few articles now and then to be printed in the National Maple Syrup Digest. A few of them were humorous, more contained a little nonsense. Most of them probably made no sense at all. Now I've got something to say and I expect every one of you to read it and pay attention to what you're reading !!

I've done a lot of traveling around the maple belt over the past eight years or so talking about tubing and pellets and maybe a few things I had no business talking about. I've met a lot of people and made a lot of friends. I hope I have been able to help at least some of these people in some small way. Now, I need some help!

Included in the people I have mentioned are Dr. C. O. Willits and his associates that make up the Maple Investigations and Development Division of the U.S. D.A. Laboratory in Philadelphia.

Dr. Willits has been the backbone of this organization for many years. He is a man who is dedicated to the job of improving the maple industry. Before he went to work in this field the industry hadn't changed noticeably for fifty years. Producers were quitting by the hundreds; production was diminishing. The maple business was dying.

Dr. Willits alone didn't revive the maple industry, nor did his associates. He is a proud and humble man. He will listen to the problems of every man, regardless of how insignificant these problems are, and then set about, in one way or another to solve them. Sometimes he is successful, sometimes he fails, but he never quits trying. And whether you know it or not, he has helped each and every one of you.

I don't mean he has done it alone by any means. He has had very capable help in men like Porter, Nagaski, Frank and Wasserman, to name a few, and his present crew of Doctors Underwood, Stinson and Kissinger are the best in the business.

Maybe I'm getting a little off the trail here; I probably missed a corner a couple of miles back. I don't mean to praise these men, they wouldn't want it that way. What I'm getting at is this: It's high time we did something to help them because it's going to help you and me **MORE !!!**

I've just received word that the Maple Division of the U.S.D.A. laboratory in Philadelphia, the one I've been talking about, is to be closed June 30th, 1965 !!!

Do you realize what this means? After the first of July, you will have no one to help solve your problems. No one to develop new methods of processing maple syrup and sugar. The industry will again settle down in a rut instead of advancing as it did the past 15 years. The days of the National Maple Syrup Council are numbered. Dr. Willits suggested forming the Council and was instrumental in its formation. And how can the Maple Syrup Digest last very long without **both** of these organizations?

I don't know what either Lin Lesure, President of the National Maple Syrup Council or Lloyd Sipple, Editor of the Maple Syrup Digest plan to do, but I am sending this article to the Digest asking that it be printed in my name, the cost to be paid for by me.

I simply ask that each and every one of you write to your senators, congressmen, the Secretary of Agriculture, your Farm Bureau and anyone else who might possibly help to have this research division continued. Whether you voted for these people or not, they were sent to Washington to work for you. They can only do this if they know what you want. If they will do nothing about it - - - let's find out **now**.

So get busy and start writing.

Bob Lamb



## You just can't afford to cut wood!

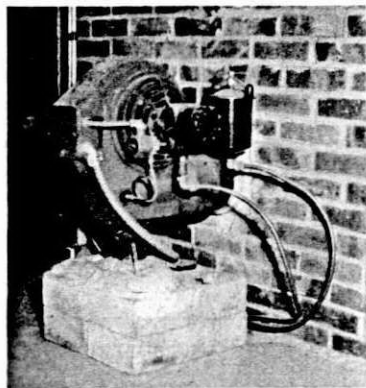
“says Roy C. Temple, Spragueville, N.Y. Maple Producer”

Changing over to oil has enabled Roy Temple to fuel his evaporator for under 43¢ per gallon of syrup. (Based on fuel oil at 15¢ per gal.)

When figuring his former cash outlay for coal, plus the value of wood used, plus the extra labor demanded for the wood-coal system, Mr. Temple is mighty pleased with his new oil-fired system.

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& LIGHTNING

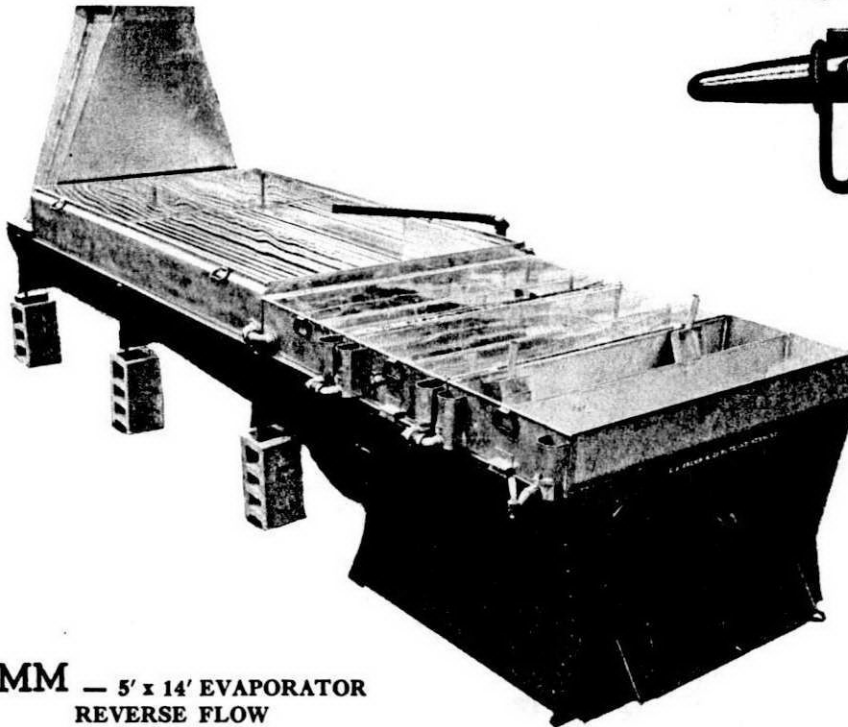
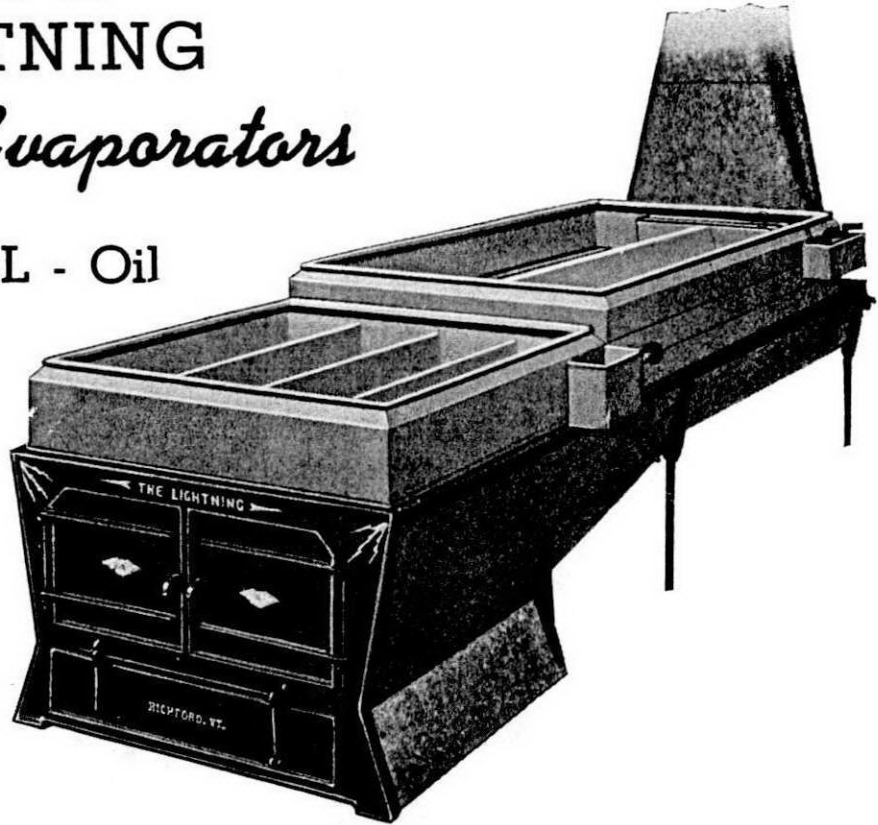
## Maple Syrup Evaporators

Wood - FUEL - Oil

### Allied Utensils

BITS, DRILLS  
TAPPING MACHINES  
SAP SPOUTS  
BUCKETS  
BUCKET COVERS  
GATHERING PAILS  
STORAGE TANKS  
GATHERING TANKS

THE LIGHTNING EVAPORATOR

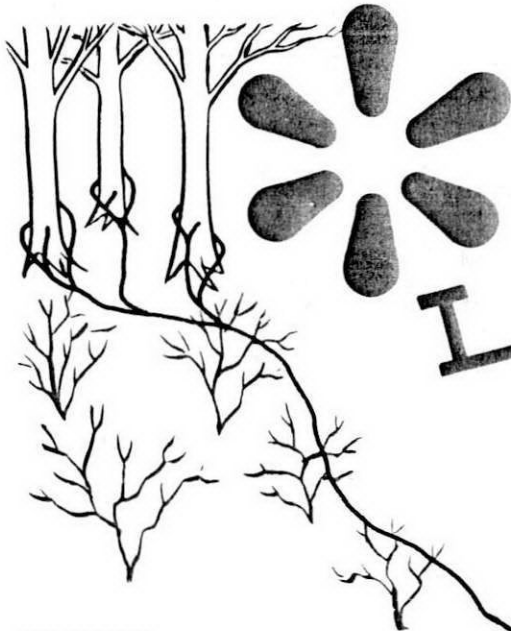


THERMOMETERS  
HYDROMETERS  
FILTER TANKS  
FELT FILTERS  
SYRUP PRESSURE  
FILTERS  
SUGARING-OFF RIGS  
SYRUP CANS  
CARTONS  
SUGAR TINS  
SUGAR MOLDS  
SYRUP BOTTLES  
BUCKET WASHERS  
GAS FIRED  
FINISHING EVAP.

GRIMM — 5' x 14' EVAPORATOR  
REVERSE FLOW

Write for Catalogue

**G. H. GRIMM Co. Inc.**  
Box N-110 Rutland, Vt.



# MAKES SAP RUN LONGER



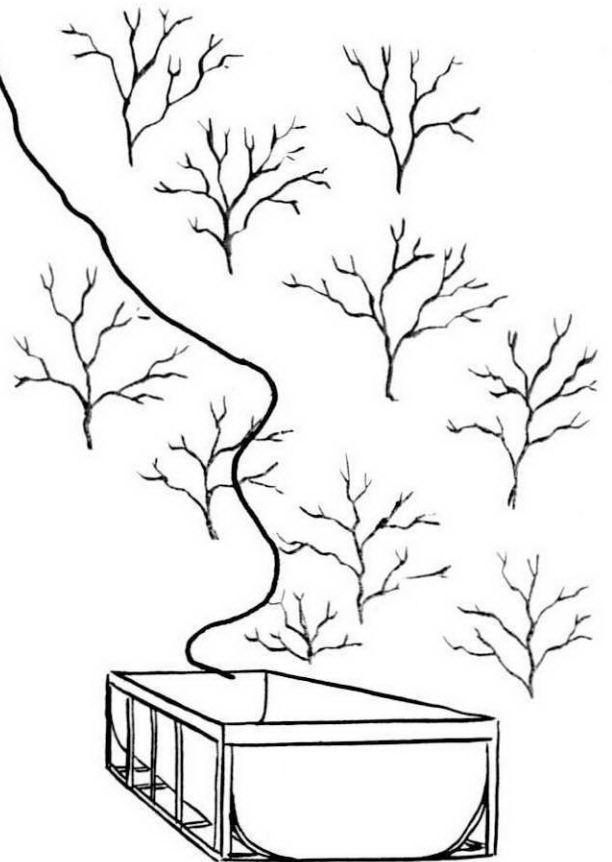
What we mean is...

A long way down the hill from a bush that's hard to get to.

**BUT  
THAT'S NOT  
ALL IT'S GOOD FOR.....**

Lamb's Naturalflo tubing has many advantages . . .

- Spreads out your labor requirements by practically eliminating the gathering crew.
- Makes a better quality syrup. Ultra Violet rays from the sun penetrate the tubing and kill bacteria.
- No buckets to run over and waste sap.
- Gives you more time to gather. Large tanks won't freeze as quickly as buckets.
- Makes each day longer. It's easy to pick up sap from tanks at night.
- Freezing won't hurt tubing - - - buckets burst.
- You can tap earlier - By using FLOMOR pellets in the tap hole you tap any time and not worry about the wind blowing the buckets into the next county.
- Easier to wash than buckets. Tubing is light, easy to handle, and can even be washed when it's raining.



There's a lot more ways that tubing can help you, but - If you've got plenty of help, and you're not too fussy about quality or how much sap runs on the ground - - we think you should use buckets.

**A. C. LAMB & SONS**  
LIVERPOOL N. Y.