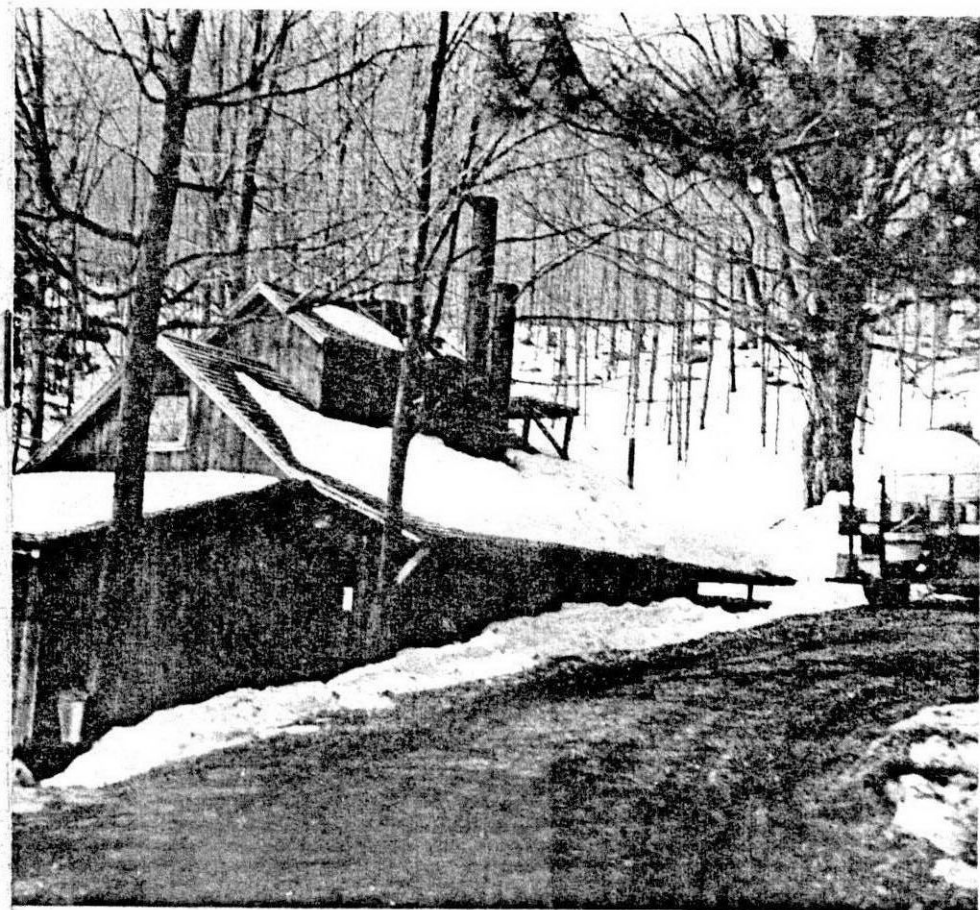


# NATIONAL MAPLE SYRUP DIGEST NATIONAL



Vol. 9, No. 1

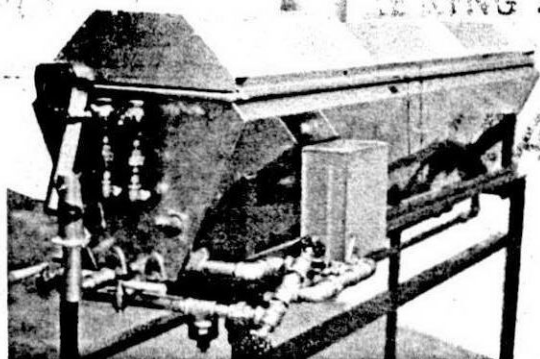
February 1970

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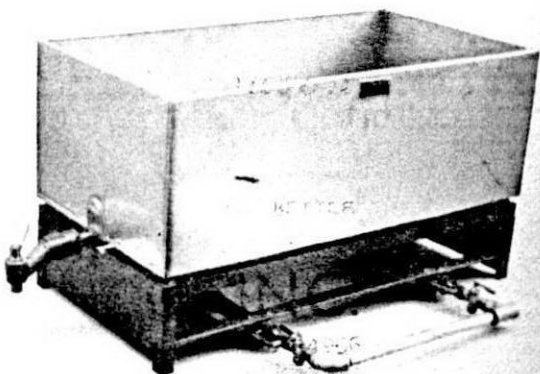
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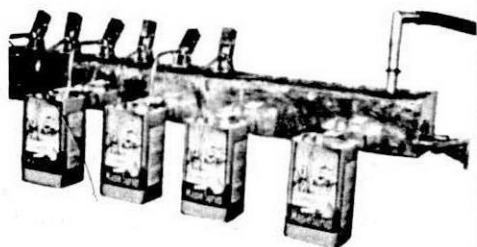
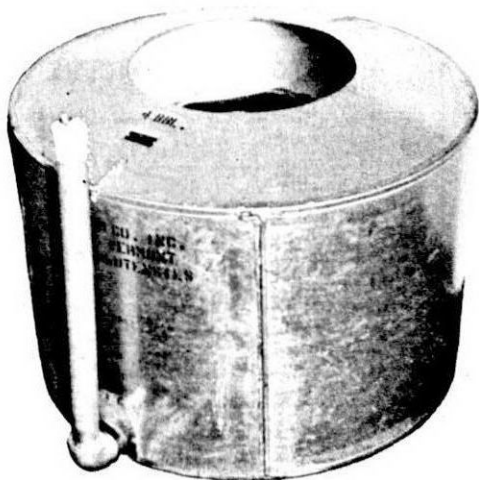
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## NATIONAL MAPLE SYRUP DIGEST

Printed by . . . . . Main's Minit-Mail  
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Edited by . . . . . Lloyd Sipple  
Bainbridge, N.Y.

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## NATIONAL MAPLE SYRUP DIGEST

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## COVER PICTURE

This sugar house tucked in the hills near Norfolk, Connecticut, averages 500 gallons of syrup from an oil-fired evaporator. A tank truck equipped with a pump is used to gather sap directly from buckets or collection tanks. See Maple Sugaring in Connecticut in this issue.

## NOTICE-BACK ISSUES

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
- Vol. 4, No. 1,2,3,4
- Vol. 5, No. 1,2,3,4
- Vol. 6, No. 1,2,3,4
- Vol. 7, No. 1,2,3,4
- Vol. 8, No. 1,2,3,4

We still have a supply of most of them but they are getting scarce. If you lack any, drop us a card stating which copies you would like, with your check, money order or cash for 25¢ per copy, and we'll send them if available.

## DIGEST ADVERTISING RATES

2 Page Spread.....	\$220.
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# Editorial

I hope every one of you will read this editorial. It's not humorous or a conglomeration of words with no meaning, but it contains some cold, hard facts pertaining to each of you and the future of the Maple Syrup Digest.

I'm not very good at using words, especially in a tactful way, so I'll just lay the cards on the table and not beat around the bush. The Digest is in trouble, financially.

The editorial in the October issue explained why we went to the smaller size. This has helped. It didn't cut our costs much, but at least prevented an increase which would have been unavoidable with the larger size. Postage rates have been increasing periodically according to the last postage rate bill, and I expect increases in the future.

Up until the beginning of the 1968-1969 fiscal year, we had been able to build up a small surplus due to the cooperation of our advertisers and those readers who appreciated the Digest enough to send contributions. During the past year, this surplus has become almost entirely depleted. I don't feel that our advertising rates should be increased — they're high enough now, and the Digest doesn't have the organization to handle a compulsory subscription program. That leaves only one alternative, contributions.

The Digest is now beginning its ninth year of publication. Each year, at this time, I have asked for contributions. Some years the reply was better than other years, but it has never been what it should be or we

wouldn't be in the fix we're in. We're not bankrupt yet, but we're headed that way if things continue as they have for the past year, and I don't think there are very many maple producers who would like to see the Digest die.

Most of the Maple Producer Associations are now sending \$1.00 of each members dues to the Digest each year. Those producers contributions are automatically taken care of, but they comprise only a small percentage of the total number of producers. Many of the non-member producers have sent voluntary contributions, some of them several times and in generous amounts. The rest have been getting a good free ride. These are the folks who are responsible for the future of the Digest. Our subscription rate in Canada is \$2.00 a year or 5 years for \$5.00. If it isn't worth at least a dollar a year to every reader, I guess it's not worth printing at all.

To make it as easy as possible for you, the yellow, center pages of this issue can be pulled loose from the staple without spoiling the rest of the copy, and folded up according to the instructions printed on it, to form an envelope. It is self addressed and does not require a stamp. Simply fill out the questions printed on it, including your name and address, fold it into an envelope, insert your contribution, seal it up and mail it.

Your cooperation will determine the future of the Digest, but regardless of the outcome, I want to take this opportunity to thank all of you who have helped for your interest, cooperation and dedication to the maple industry.

# The Use Of Vacuum Pumping In Michigan Sugarbushes

Melvin R. Koelling  
Department of Forestry  
Michigan State University  
East Lansing, Michigan

The introduction of vacuum pumps to plastic tubing for the collection of maple sap is a relatively recent adaptation. Vacuum pumps themselves are not new, however, their use in maple sap collection systems has been rather limited until the past few years. Originally it was believed their advantages to the maple producer were primarily concerned with moving sap through or over areas where natural slope was insufficient to permit gravity flow.

The possibility that vacuum pumps might have additional benefits in sap collection has been the subject of several recent research studies. Results from these studies indicate that in addition to facilitating sap movement in tubing lines, additional increases in sap yields may be obtained from trees subjected to vacuum operated tubing lines. This latter increase is apparently due to the ability of the vacuum pump to pull more sap out of the taphole than would be obtained by gravity alone.

This report discusses the use of vacuum equipped tubing lines during the 1969 sugaring season in Michigan.

## FIELD INSTALLATIONS

A source of vacuum for a tubing network may be obtained by any one of several types of pumping units. Two types are most commonly used, these being wet and dry pumps. Wet type units consist of a small centrifugal pump which forces sap through a well jet containing a Venturi tube. The centrifugal pump operates from a small re-circulating reservoir of sap. Sap from the field line is attached to an outlet on the Venturi tube continually replenishes sap in the reservoir.

Dry-type units consist of a compressor-type pump which evacuates the reservoir or chamber to which the field tubing line is attached. Provision must be made to periodically release the vacuum and empty the reservoir. Most commonly this results in an intermittent vacuum as opposed to a continuous vacuum on tubing lines equipped with wet type pumping unit.

Vacuum pumps were introduced in Michigan sugarbushes in 1968. A small operation employing a wet-type pump operating on approximately 750 tapholes was used in the northern portion of the state in that year.

In 1969 four producers used vacuum pumps on a portion of their tubing networks. Approximately 6000 tapholes were involved in the four operations. All pumps used were of the wet-type however, several different models of pumps with varying size Venturi tube

were employed. Two of the vacuum pumps were powered by electric motors and the remaining two were gasoline powered. Two of these installations used aerial tubing systems, one used a ground line, and the remaining installation had a combination of aerial and ground lines.

### RESULTS

The producers found that vacuum pumps were helpful in collecting sap. The greatest single advantage attributed to vacuum pumps was the increase in total seasonal sap yields which were obtained. All producers reported increases in yield with one producer noting a seasonal increase of approximately 80 percent.

This additional sap was obtained primarily during weeping or near-weeping flows when temperatures and tree pressure conditions favorable for sap flow were marginal, however, increases in sap yield were also noted during good flow days. It was noted that on several marginal flow days, sap could be obtained from vacuum taps when comparable non-vacuum taps were not producing.

A second advantage cited for vacuum pumping systems is that unfavorable slope or lack of slope is not a major problem in using a tubing system for sap collection. Any slope present should be used if possible, but where a favorable slope is not present the use of vacuum will assist in sap movement over level or nearly level areas. With a tight vacuum system it is possible to move sap uphill through tubing lines for relatively short distances.

Other advantages related to slope include keeping the tubing lines relatively free of sap thereby reducing collection problems due to sap freezing in the tubing lines. This is particularly important in flat

areas. The use of vacuum pumps can assist in incorporating into a tubing system areas where tubing previously could not be used due to a lack of adequate slope for gravity flow. By including these areas previous collection costs in emptying containers, opening up trails, and operating gathering equipment in such areas can be reduced or eliminated.

A third major advantage given is that vacuum pumps can help cover up some problems resulting from a poorly designed and installed tubing system. Such problems include leaky connections, overloaded lines (too many taps) and improperly graded lines. This problem should not exist but where it does vacuum pumping is advantageous.

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## PROBLEMS OF OPERATIONS

Although operators involved in vacuum pump usage believed the advantages outweighed the disadvantages, some problems were encountered. All of these can be overcome and none are believed to be a deterrent to use of pumps. Some major obstacles were:

- 1) Power is required to operate the pump. This may not be a serious problem particularly if electricity is present in or near the sugar bush. If electricity is not available a gasoline or other type of engine will be required. Servicing and maintenance will present minor problems in the use of such engines.
- 2) Leaks in the tubing lines, primarily at connections. This is a rather serious problem that must be overcome if pumping is to be successful. These leaks may occur at every connection in the system and occasionally may be difficult to detect. Care in drilling the tapholes and connecting all fittings and tubing together will help in minimizing leakage. A good ear and the use of a small vacuum gauge is of great value in locating leaks.
- 3) Freezing may be a problem in certain types of operations.

In the use of wet-type pumps, a reservoir of sap must be maintained to furnish the circulating liquid for the pump. This should be protected from freezing to enable continuous usage of the pump when desired. With dry-type pumps, freezing may not be a serious problem. Where

electricity is available the use of heat tapes or heating lamps that are thermostatically controlled has afforded good protection.

- 4) Periodic maintenance is required on the entire tubing system. This is also necessary on non-vacuum tubing systems, however, connection leaks, animal damage, or defective operation of the pumping unit are potentially more costly in vacuum installations.

## INSTALLATION SUGGESTIONS

The use of vacuum pumps has given rise to some suggestions regarding their installation and maintenance which may be helpful to other would-be users. Some of these are as follows:

- 1) Where possible use the minimum amount of tubing which will satisfactorily collect the sap from all trees to be tapped.
- 2) Keep the tubing system as simple and direct as possible to facilitate vacuum transmission and sap movement. When possible design the system so it would flow by gravity alone in event the vacuum pump were not operating.
- 3) Minimize the number of connections and fittings in the system. This may be facilitated by placing tubing in the same location in successive years. A properly designed and coded tubing system will assist in this respect.
- 4) Do not use high heat sources to soften the tubing when installations are made. This will tend to enlarge the tubing and



may be a source of leakage around connections.

- 5) A vacuum pump which supplies a constant vacuum as opposed to an intermittent type unit should yield greater increases in sap yield.
- 6) When using wet-type pumps, impeller pumps will give longer maintenance-free service than roller-type pumps due to sugar accumulations.

### CONCLUSIONS

The use of vacuum pumps is a relatively new approach to sap collection. The basic idea appears to be one that can greatly help the maple syrup producer reduce his sap collection costs and at the

same time help stabilize annual production. Increases in sap yield of up to 100 percent can be expected, particularly during poor seasons.

The use of vacuum pumps appears to be an area where technology is ahead of completely reliable equipment. The development of complete, self-contained units which the producer can simply connect a field line and use would be of considerable value. Information on the capacity of various size lines and pumps is also needed. In spite of these problems and some minor difficulties in installation and operation, the use of vacuum pumps offers considerable potential for increasing sap yields, assuring an annual crop and improving the over-all economic position of maple producers.

## WELCOME VERMONT SUGARMAKERS AND OTHERS ASSOCIATED WITH MAPLE TO THE DECADE OF THE SEVENTIES.

With the letter on page 20 of the December Digest, V.M.S.M.A. launched a new three fold program based on the following: 1. The Digest needs and deserves our financial support. 2. V.M.S.M.A. needs a broader contact with Vermont Maple Producers in regard to its programs and activities. 3. Individual producers need the assurance of continued publication of the Digest.

To help accomplish this goal your V.M.S.M.A. directors voted Oct. 7, 1969 to buy one half page in the Digest, and each ensuing issue. Through this space the Association hopes to keep all Vermont maple people abreast of activities and programs of the Association.

Wilson (Bill) Clark, Pres. — Wells and Montpelier, Vt.

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## SUGARING AND VERMONT MAPLE TIME ARE JUST AHEAD

One of Vermonts leading maple time events is:

### THE FRANKLIN COUNTY MAPLE FESTIVAL

This lively 3 day event is held in St. Albans on Fri., Sat., & Sun., April 3, 4, & 5. For more information contact St. Albans Chamber of Commerce or Franklin Co. Maple Producers, Fairfield, Vt.

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With such matters of concern to maple producers as production costs, container costs, new markets and taxation, we urge any of you who have not yet joined V.M.S.M.A. to do so to better further the cause of maple in Vermont and to yourselves. (3 yr. membership for \$5.00)

**VERMONT MAPLE SUGARMAKERS ASSOCIATION, INC.**

## MAPLE APPLE-CAKE PIE

5 large cooking apples peeled and sliced  
½ cup grated maple sugar  
2 tbsp. butter  
¼ cup butter  
½ cup sugar  
1 egg  
½ tsp vanilla  
½ cup flour  
½ teasp. baking powder  
¼ tsp salt

Topping: ¼ cup Maple Syrup

1 cup whipping cream

Heat oven 350 degrees - butter 10" pie pan. Put sliced apples in pan spreading as evenly as possible. Sprinkle with maple sugar, and dot with 2 tbsp. butter. Beat ¼ cup butter, sugar, egg and vanilla together until fluffy. Sift flour, Baking powder and salt together into mixture, stir to blend. Spread over apples. Bake 45 min. Beat Cream until stiff, drizzle maple syrup over-fold together gently. Serve warm.

## MAPLE RAISIN PIE

Boil or simmer together 1lb. of Sun maid small dark raisins or Sultanas. 2½ cups water, 1/3 tsp salt, 3/4 cup

maple syrup. 1 tbsp. vinegar. 1 tbsp. butter, dash of nutmeg, till tender. Thicken with ¼ cup cold water and 2-3 tbsp. of corn starch.

Bake in favourite pastry. This will make 2 large pies or 3 small.

## MAPLE RICE PUDDING

½ cup rice uncooked

2 egg whites

Cook rice in 2 qts. boiling, salt water. When kernels are soft, drain and pour cold water through it.

Fold in 2 stiffly beaten egg whites. Pile in sherbet glasses and serve with maple sauce.

Maple Sauce: ½ cup whipping cream  
¾ cup Maple Syrup  
2 egg yolks  
Salt

Heat syrup. Pour into well beaten egg yolks. Return it to same pan and cook until slightly thickened. Cool. Fold in whipped cream.

## MAPLE SYRUP TARTS

- 1) Roll out pastry and make the shells
- 2) Melt ¾ of a cup of butter, 3 eggs, 3 cups Maple Syrup

## Canadian Producers

We will be pleased to send the MAPLE SYRUP DIGEST to our friends in Canada for the following subscription fee:

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3) ½ teaspoon of salt, 1 teaspoon of vinegar and ¼ cup of angel flake coconut.

Method: Make pastry shells, heat the butter and add the eggs, maple syrup, salt and vinegar. Combine together and fill shells approximately ½ full. Sprinkle coconut on top. Bake at 375 F. This makes approximately 2 dozen tarts.

### MAPLE PECAN SQUARES

Base ½ cup butter  
¼ cup brown sugar  
1 cup flour

Mix the above with finger tips and press into an oiled 8 x 12 pan. Cook at

350 - 5 min.

Topping 2/3 cup brown sugar  
1 cup maple syrup  
2 eggs  
¼ tsp salt  
¼ cup butter  
2/3 cup pecan halves  
½ tsp. vanilla  
2 tbsp. flour

Mix brown sugar and maple syrup. Simmer for 5 minutes. Cool to lukewarm. Add beaten eggs, stirring constantly. Add other ingredients. Mix well. Spread on partially cooked base. Cook at 400 for 5 minutes reduce temperature to 350 cook for 20 minutes. Cool.

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# Thinning a Second Growth Sugar Bush

By P.C. Mortenson  
Marenisco, Mich.

Our Sugarbush is located in Gogebic County, Michigan, which is the Westernmost county in the state. We have a very cold climate, our season usually doesn't start until the first of April and continues into the middle of May with usually about 3 ft. of snow to tap on and by the time the snow is gone the season is over. There is an abundance of maple here but only 2 commercial producers in the whole county. We are tapping about 1,000 trees now with about 4 times that available. All our taps

are on tubing and comes to the sugar-house by gravity. I use a small electric pump on the main line to help move it along faster. We have an oil fired evaporator and gas finishing pan.

This land was logged about 40 yrs. ago and is stocked with a few big old trees and a tremendous amount of young trees of all kinds of hardwood. These young trees are badly overcrowded. Our tapping size maple just do not get enough sunlight. Our sugar content in the sap averages less than 2% and falls lower at the end of the season.

Three years ago I tried the first thinning by sawing down a number of small trees. I was trying to get a 20 foot clear circle open around each tapping tree. This operation created a terrible mess. I tried to lodge these cut trees so they would not fall and be more or less out of the way. But within a few months these sawed-off trees worked their way down to the ground. Most of these trees eventually had to be sawed up in pieces to get them out of the way for our tapping work. This is a fast way and might be good if you were aiming a future tapping at least 5 yrs. ahead so as to give these cut trees time to rot out of the way.

We gave that up and next tried girdling with a small axe. That is, chopping a groove in the bark all the way around. To get a 20 ft. clear circle around each tapping tree we had to girdle an average of 10 other trees ranging in size from 2 to 8



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8 oz.



3 oz.

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inches. We have killed very little maple, only the ones which were very defective. Girdling is very slow work and it has to be carefully done. If you leave a strip even  $\frac{1}{2}$ " wide the tree will live, and it takes from 2 to 5 years for the tree to completely die even when done right. I talked to foresters several times about chemical killers but gave up the idea as I didn't like to handle these strong poisons.

So we continued our slow process of girdling but it was getting discouraging as it became evident just how long it takes to get a complete kill by this method. Most of these trees are not big enough to sell for timber and the few that were, of such a low quality to go for pulpwood. The price for hardwood pulpwood stumpage is only 50 cents per cord, not enough to make up for the damage that even the most careful logging would do. Finally, last spring, a forester told me to try a product called Silvasar made by Ansul Company, Marinette, Wisconsin. It cost about \$13 for a gallon jug. I kind of hated to shell out that much for an experiment, but I'm glad I did. This stuff is not nearly as toxic as other kinds of tree poisons although it does require a little common sense and care in handling. You have to use it during summer to get good results.

To use it, I took an old axe that wasn't much good for anything and with a cutting torch I cut the width of the blade down to about  $1\frac{1}{2}$ ". When you drive this in the tree it will form a small pocket and hold the chemical so it can be absorbed by the tree. That's why you need leaves on the tree to draw it up into

the top. This remodeled axe can be dangerous as the narrow edge will tend to glance off the tree if you don't hit square. I had a couple of close calls before I smartened up.

I had my boy fill an old plastic soap bottle with this dope and I went ahead and hacked the tree and he followed, giving each cut a little squirt of this blue dope. It is a bright color so you can see at a distance if you have gotten a tree. We killed over 400 trees the first day in about 5 hours and did the same the next day and that finished the gallon. He was a little sloppy with it, it might cover 1000 trees if you were careful and stingy. We cut some trees 2 or 3 times depending on size. This is about 4 or 5 times as fast as girdling and lots easier.

Another bad thing about girdling is that elm and cherry will sprout or sucker below the cut and some may never die due to this sprouting. Within one week all the elm had turned brown and by 2 weeks most of the other species had given up the ghost. Within a month every tree was bare of leaves and more or less dead, no sprouting either. I doubt if these trees leaf out in spring as they were already starting to dry up by fall.

So I am sold on this method of thinning and will continue next year and put out a couple of gallons each summer until all our bush is opened up so each maple stands by itself like an orchard. Then the sun can get in to do its good work and raise up that sugar content. If I could just get it up to  $2\frac{1}{2}\%$  I would be pleased. Someday I will try fertilization but right now it is too experimental.

# Millard Embt

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by Merville J. Button  
Wyoming Co. Extension Agent  
Warsaw, N.Y.

It is with sincere regret that we note the passing of Mr. Millard Embt of Varysburg, New York on October 21, 1969. Mr. Embt was truly a leader in the marketing and merchandising of maple syrup. He made a significant contribution to the industry in Western New York State.

The Embt family has long been a part of Varysburg - a small village of 400 in Wyoming County. About 1910, Fred Embt, Millard's father purchased half interest in the general store for \$400. Later his father, Fillmore, purchased the other half; and to this day the business is operated as F.W. Embt and Son, Inc.

Millard was born in 1890 and attended Varysburg School until ninth grade, then high school at nearby Attica. In 1910 he graduated as a teacher from a training course conducted at Arcade, New York. He taught school at Varysburg Union School for \$34.00 per week. Leaving the field of teaching, he worked as a railroad postal clerk for over two years. Later he worked in the customs department at the Niagara Falls suspension bridge until his father's failing health demanded he return home. It was about 1920 that Millard became deeply involved in the family operated store.

#### STARTING THE SYRUP BUSINESS

The operation of a country store at this time involved a good understanding of the barter system. Items to

be traded at the Varysburg store included hardware, groceries, seed and cord wood. Since cash was short, and since most farmers had a sugar bush, syrup was brought to the stores to be traded for groceries and supplies. Very often the storekeeper had more syrup than he could find a profitable market for.

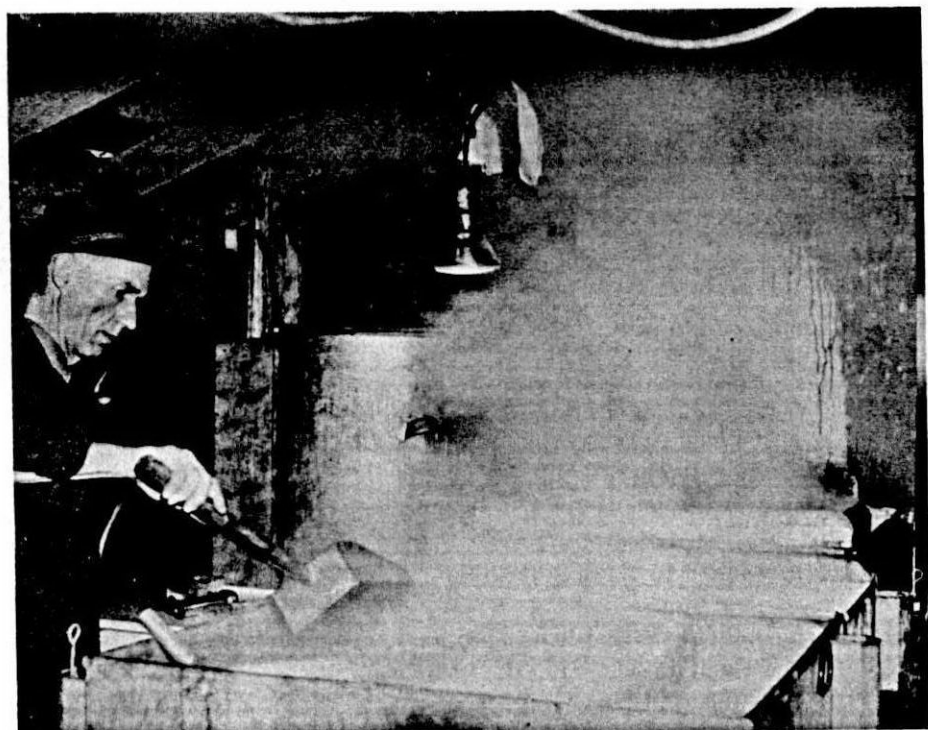
One year Fred Embt found himself in this position, so he made a trip to Vermont to learn more about processing maple syrup. Upon his return he renovated an existing building to make a syrup house and produced a much higher quality product than most of that brought in by the local farmers. From these small beginnings the Embt maple business has grown to well over 25,000 gallons per year, with customers all over the United States. They even send some to Japan.

Millard F. Embt built a new syrup house in 1934 to handle syrup from nearby farms. He was probably the first to boil maple syrup using steam.

Millard started running the Agway Store (then G.L.F.) in 1937. In 1949 the general store, consisting mainly of the grocery business was sold. Millard's son, Claire, and son-in-law, Howard Petre now operate the business which will continue to be known as F.W. Embt & Son, Inc. Claire says he intends to maintain the maple business as long as they are able to procure syrup. We all join in wishing them continued success.

# Maple Sugaring in Connecticut

Albert G. Snow, Jr.  
Northeastern Forest Experiment  
Station  
Burlington, Vermont



Boiling sap at night, after his regular duties for the day are over, Connecticut Extension Forester Ed Wyman averages 75 gallons of maple syrup during a good season. Many of his neighbors produce sap and bring it to Ed for processing.



# for Profit and Pleasure

Though little heralded in recent years for producing maple syrup, The Nutmeg State has an important place in the maple market. During a tour in the 1969 spring sap season, I was much impressed by the interest that many people of Connecticut have in maple sap and syrup industry in their State.

The "maple belt" of Connecticut covers generally the northern half of the State. The yearly production of maple syrup here is estimated at 8,000 gallons.

At least 20 producers run commercial operations, according to Ed Wyman, Extension Forester; and they make most of the syrup. Besides them, it is estimated that 50 or more other sap and syrup producers supply their own needs, and the needs of a few friends and neighbors.

Sap and syrup producers in Connecticut seldom have to worry about markets for their products. Most high-grade syrup is spoken for in advance by local customers. Producers do not need to rely on tourist for selling

their syrup. In fact, they all say that they could sell "three or more times the amount of syrup they can make".

Since the market demand for a quality product far exceeds the supply, the syrup producers with more than 50 taps help to maintain the overall image for the excellence of pure maple syrup as a gourmet pro-

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duct. The darker syrups find ready markets for use as flavoring in the well-known Connecticut baked beans and other fine foods.

During my tour, I visited all types of operations. Some producers make more than 1,000 gallons per season, while others take their sap to neighbors who have evaporators. Their pay for the sap is either cash or syrup. Cash payments are based on the percentage of sugar in the sap. Payments in syrup are a minimum of 1 gallon of syrup for every 5 gallons of syrup made from their sap.

It was evident that, though some people produce syrup for profit, many do it for pleasure. The romantic aspects of sugaring play a big part in the production of maple sap and sugar in Connecticut.

I saw a number of backyard syrup operations - - strictly for plea-

sure. In these operations a shallow 2 - by 4 - foot pan, supported on cinder blocks over a wood fire, served as an evaporator. On chilly nights the family would gather around the boiling sap, tending the fire, and peering at the candy thermometer from time to time to see if the syrup was ready for tasting yet.

These people usually got the sap from as few as 20 taps on sugar maple trees in their own yards, or from the trees of neighbors. They stored the sap in such containers as old milk cans, hot water heaters, and converted oil tanks. On the average, they made about two batches of syrup in an evening. On weekends they kept their operation going continuously as long as sap was available.

The way maple syrup production is making a slow but steady comeback in Connecticut can serve as an example for others elsewhere. In at least 6 other states - - where there has been little or no syrup production for many years - - there are opportunities. As in Connecticut, the maple resource is available, and some of it could be used for producing syrup - - for both profit and pleasure.

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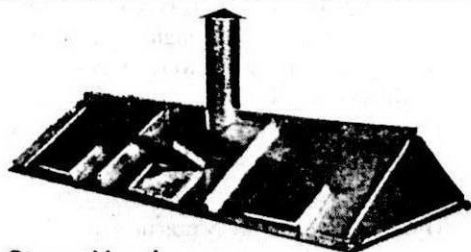
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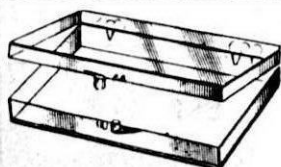


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# PRICES

by Gordon Brookman

## WHY PRICES OF MAPLE PRODUCTS MUST GO UP

In the 1930's it took 8 hours of work at 25¢ per hour average earnings to buy a gallon of maple syrup at \$2. Today it only takes two to three hours at \$3 to \$4 per hour to buy syrup at \$8 a gallon. In terms of hours of work, syrup is much less expensive than it was years ago.

It costs a producer about \$5 to make a gallon of syrup. To maintain a wholesale market of \$6 a gallon, the bare minimum to package and deliver to retail outlets, syrup must retail for at least \$7.50 a gallon. Retailers have little interest in marketing maple for less than \$1.50 a gallon which barely covers their costs as it is.

The producer who makes and sells bulk syrup at 38c to 40¢ per pound is receiving the equivalent of \$6 a gallon for syrup that is packaged in gallon cans and wholesaled in small lots. Producers agree we should receive better bulk prices,

yet the buyer who buys drum syrup to repack and wholesale or retail can now pay 38c to 40c per pound bulk if he can wholesale at \$6. The point is we must raise our retail price too if we hope to make gains in the bulk price.

Naturally, we are concerned about customer reaction to higher prices. The story is simple, for several years we as producers, wholesalers and retailers maintained prices at approximately the same level from year to year ignoring the fact that production costs were on the increase and that we were in a period of general inflation. As a result our industry has suffered. Now we produce only enough syrup to supply half of our U.S. market and we are producing less and less each year.

Prices of maple products must go up to maintain a supply sufficient to satisfy the needs of our customers. Those of us who are members of the Farm Bureau Marketing Cooperative are working for a profitable, thriving maple industry.

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# ***NOTICE***

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**Subject** MAPLE GRADING LAW

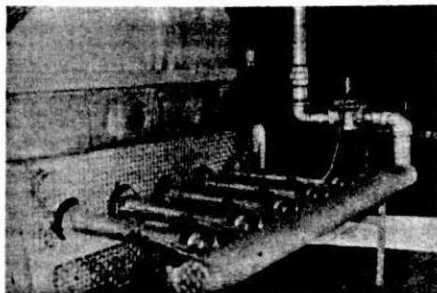
A bill was passed by the New York State Legislature in 1969 making it compulsory to grade all maple products sold or offered for sale in New York State. This law goes into effect April 1, 1970.

A public hearing, scheduled for February 2, 1970, will complete the formulation of the rules and regulations, after which a bulletin containing said rules and regulations will be printed by the New York State Maple Producers Association and distributed by the Extension Service.

For further information contact either of these organizations.

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# New York Association News

by Paul Waterman

As New York State maple producers look toward another tapping season, the time is right for reviewing the recent past to see what the record may imply for future action.

In the last several months there has occurred a repetition of a situation becoming too common in our state, which breaks down as follows: (1) table grade syrup moves out of the state in drums at a low price soon after the production season; (2) retailers of maple products running low or completely out of table grade supply by late summer; (3) importation of Canadian syrup (of which the quality was questionable and the price high in '69); (4) some table grade syrup still hiding at year's end in a few sugar houses unbeknown to processors who badly needed it. How did we get this way? Why?

The 1969 production was much better both in quantity and in quality than the two previous years although the

comparatively short season did limit quantity for many producers. Yet New York state as a whole was in short supply of table grade syrup for the total wholesale and retail needs.

What can we do about it? Directors of the State Association and its divisions believe the overall answer is working more closely together for our own interests as N.Y. State maple producers. One important phase of this is dissemination of useful information. An example of the potential for mutual help can be seen in the volume of syrup moved in 1969 between supply and demand through efforts of the State Ass'n in cooperation with the maple marketing division of N.Y. Farm Bureau. Not only did about 10,000 gal. of table grade syrup find a good home, but prices realized by the producers were 6 to 10¢ higher per pound than they would have had through the early spring bulk market. A considerably greater volume could have been moved if (1) all table grade syrup has stayed within the state, and (2) producers and processors had kept the two organizations informed of their supplies or needs.

The fact is that the two organizations (NYSMPA and Farm Bureau) can dispose of all the bulk light and medium amber syrup available in the state at prices well above the early Spring bulk market. To do this in 1970, each producer with excess syrup should plan to hold it in drums and to mail the report form which he will receive from one or both associations. Secondly all producers

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and processors should take a membership in one or both of the organizations. Anything done by either group which benefits the members also benefits the non-members by and large. As with some other farm organizations, there are too many free-loaders.

### Some NYSMPA Highlights

A new division of the state association was created last summer when producers from Warren and Washington counties and their Extension Agents joined forces to organize the Eastern New York Maple Producers Ass'n.

A drum of syrup purchased with Association funds went to the National Boy Scout Janboree in Idaho as a project of the Watertown Scout District.

The Association-sponsored maple syrup grading legislation became law in the final day of the 1969 Legislative Session. It is effective April 1, 1970. The required hearing on standards by the Dept. of Ag and Markets is scheduled for early February.

The Maple Booth at the N.Y. State Fair was again operated in 1969. Sales of sugar made at the booth were down

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from a year ago due to extremely warm and humid weather. Syrup contributions from the membership were low. The Ass'n treasurer will accept checks or cash in lieu of syrup at any time during the year.

The formaldehyde problem appeared again in '69 with the finding by Ag and Markets testing that several samples had amounts in excess of the legal tolerance of 2ppm. At the Association's request and initiative a meeting was scheduled with appropriate staff members of the Dept. of Agriculture and Markets for which the Ass'n engaged as consultant the services of Dr. C.O. Willits. A thorough and valuable exchange of information and viewpoints came out in the meeting. Informally it was understood that a seizure action by the Dept. would not be taken unless formaldehyde content is found to be double the legal limit of 2ppm. Perhaps the most valuable result of the conference may come later since more research on the problem was judged to be essential. This research has been requested of the Philadelphia Utilization Research Laboratory by the Ass'n and has been undertaken by the laboratory. Samples of syrup from several sources where the paraformaldehyde pellets were not used have been secured and submitted for the laboratory's use. Although at this point more work remains to be done, preliminary indications are that formaldehyde may be a chemical by-product of the process of making syrup.

Any producers who were unable to attend a maple school this year and join the N.Y.S. Maple Producers Association, may do so by mail. Simply send your check for \$5.00 to Paul Waterman, South Kortright, N.Y. 13842. Include



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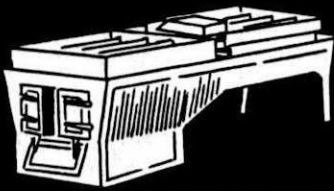
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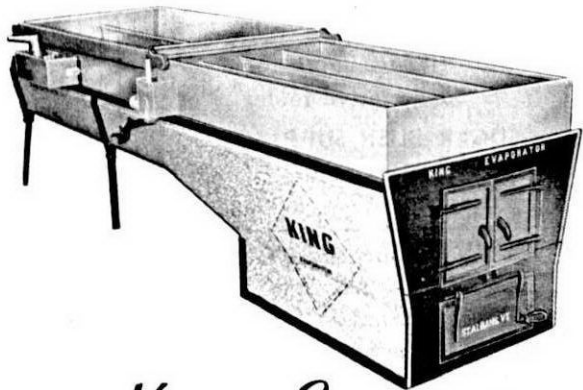


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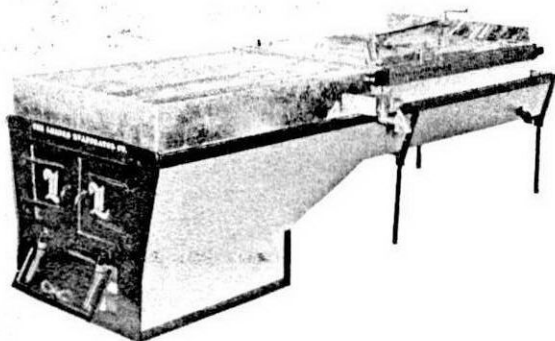
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