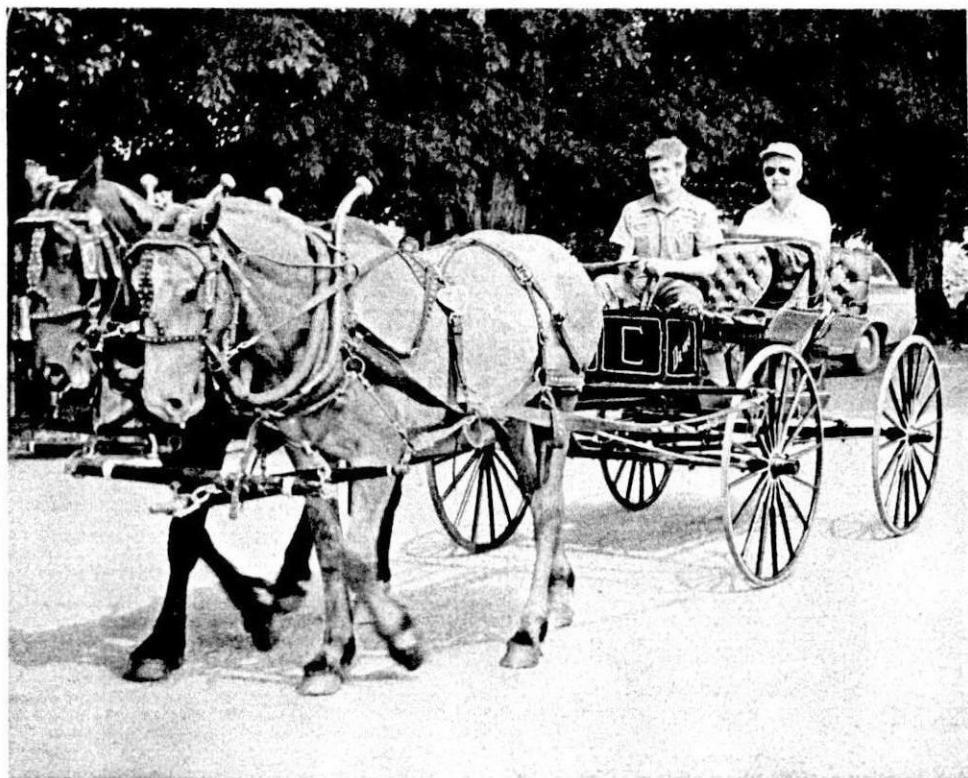


NATIONAL MAPLE SYRUP DIGEST NATIONAL



Vol. 14, No. 3

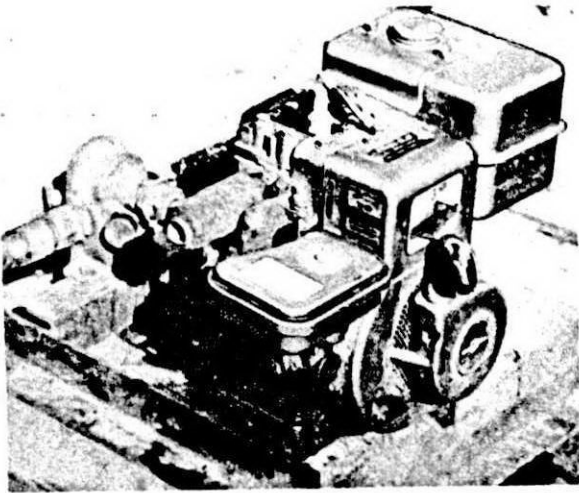
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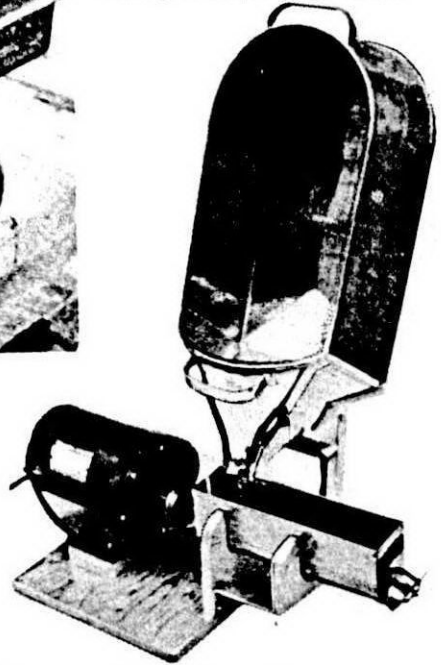
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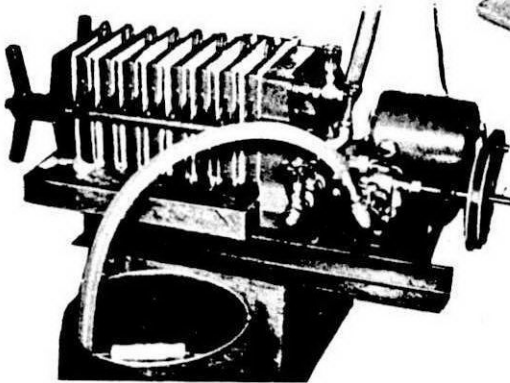
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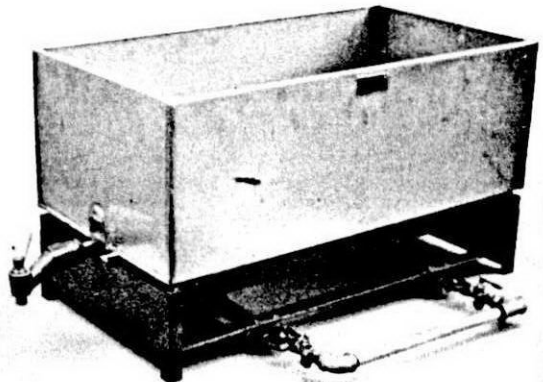
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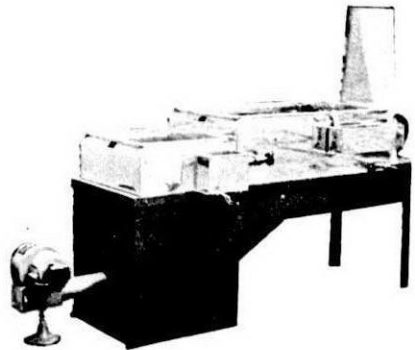
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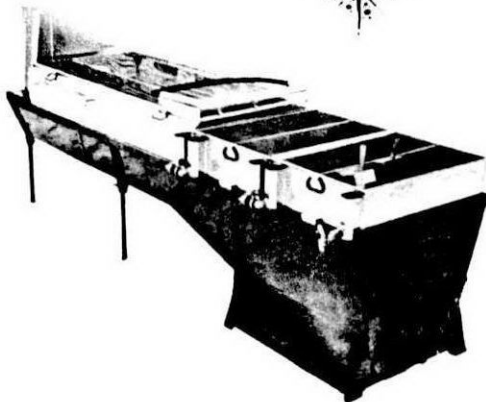
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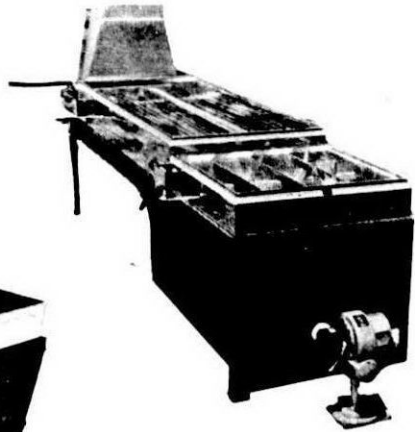
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Cover Picture —

Fred Winch takes a ride in back of this beautiful matched team owned by Frank Barney on this year's New York Maple tour. See Editorial and Tour story in this issue.

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Editorial

It's finally happened! It was inevitable, like death and taxes; you know it's going to happen sooner or later but you hope it won't so you try to put it out of your mind.

What I'm talking about, New York State's highly respected Extension Forester, Fred Winch, is going to retire. He had planned to wait until next July but circumstances forced him to settle on the end of November when he will have completed 33 years with the state, 32 of them working with the extension service.

I started in the maple business in a small way the same year Fred took over from his predecessor, Josh Cope. Josh died unexpectedly leaving Fred with the Extension Forester duties before he had had a chance to learn what was going on. I started making a little syrup to sell to help relieve the sugar rationing problem of World War II. I didn't know a thing about maple syrup so I went to one of Fred's Schools one cold winter day and we just sort of grew up in the business together.

Fred is known outside of his home state more than most state employees partly because he is constantly in demand as a speaker in neighboring maple producing states or as a judge of both maple products and Christmas trees which is another of his specialties. He has also been an associate member of the North American Maple Syrup Council since it started some 15 years ago (then called the National Maple Syrup Council) where he so adequately filled the position of advisor as he has for so

many years with the New York Maple Producers Association.

Fred's specialty was, of course, education, as it should be in the Extension Service, and at this he was tops. Whether he was conducting a maple school, for which he had an unequalled reputation in the whole Northeast, or stopped to help an individual producer solve some knotty problem, he was always the same - jolly, good natured, not an enemy in the world, a guy everybody liked and, doggone it anyway, he's going to leave an awfully big hole in the maple industry as well as in the hearts of his thousands of friends.

Fred and his wife, Frances, have purchased a small place in New Hampshire where they will live, and as much as we hate to see them go, we still wish them all the luck and happiness they deserve because they've earned it.

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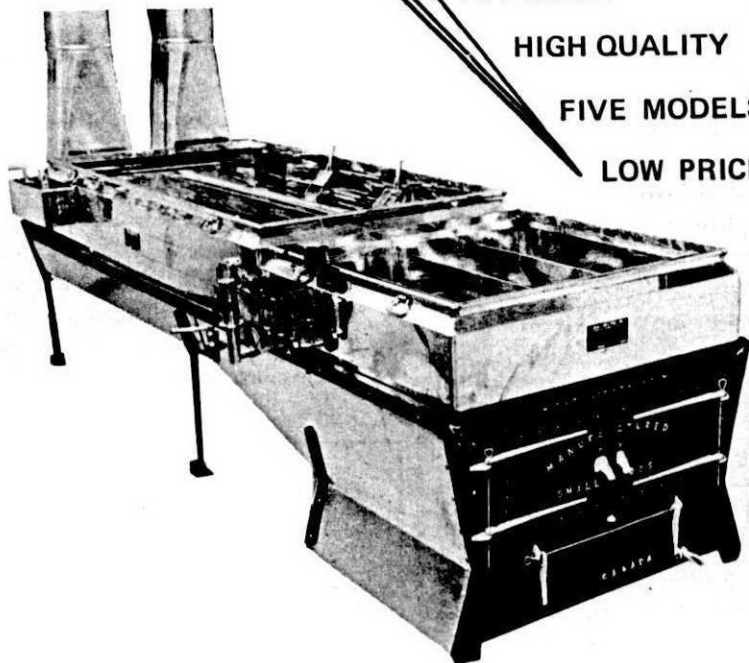
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FRED WINCH RETIRES

After 32 years of service as an extension forester at Cornell University, Professor Fred E. Winch, Jr. will retire in November of this year. A fitting farewell function is being planned for November 24 in Room 135, Emerson Hall, on the Cornell campus.

A graduate of both the University of Maine and Cornell, Professor Winch has been a prominent figure statewide and beyond in many aspects of public forestry education.

While he is perhaps best known for his extensive and effective efforts on behalf of the maple sirup industry, he also worked long and hard in helping 4-H youth and the state's Christmas tree growers. In recent years, he has been very much concerned with land use and equitable forest taxation.

Always one to encourage and support personal and professional integrity, he has over the years been an active member of the Society of American Foresters. A past chairman of the New York Section, S.A.F., he most recently served as editor of its newsletter, the New York Forester.

At Cornell, he has discharged many onerous responsibilities with distinction. He has been Director of Cornell's Arnot Forest, Department of Natural Resources' extension project leader, Associate Director of New York State



Cooperative Extension, and acting chairman of the Department of Natural Resources.

His efforts have not gone unrecognized. A variety of honors and awards has been received from such groups as the New York Maple Producer's Association, the New York Forest Owners' Association, the New York Christmas Tree Growers' Association, the North-eastern Loggers' Association, and Cooperative Extension honorary society, Epsilon Sigma Phi.

Because many people probably would like to wish Fred well in his retirement in some way, an open invitation is hereby extended to anyone interested in participating to contact Alex Dickson or Jean Magacs, Fernow Hall, Cornell University, Ithaca, New York 14853 (607-256-2114) for details.



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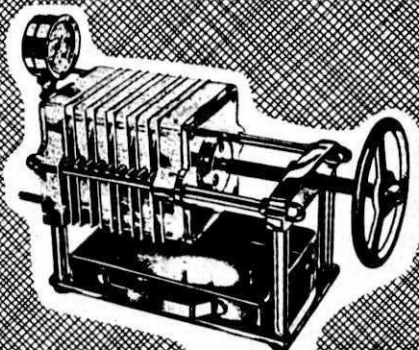
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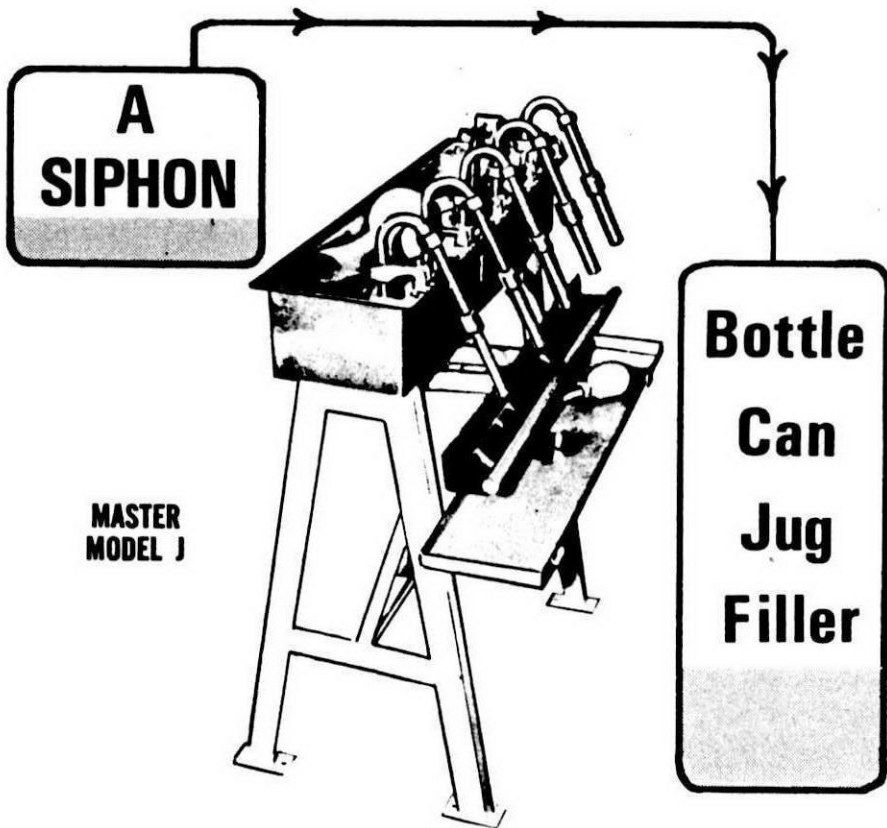


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INTERNATIONAL MAPLE SYRUP INSTITUTE

By now most everyone has heard of the International Maple Syrup Institute, but most producers probably are not sure why it was formed, who it is designed to benefit, and how it is going to operate. In the following few paragraphs, we will try to relate information on these three questions.

Why Was The Institute Formed?

Probably the most significant reason for formation of the I.M.S.I. was the depressed market condition on darker maple syrups. It began in 1973 with the high production of pure maple products in Canada and, therefore, a greater than normal amount of low grade syrup trying to find its way to the market place. At the same time U. S. producers experienced a short crop, but heavy to dark syrups. Tied with this was the fact that the traditional market for dark pure maple syrup, the blenders – Log Cabin, Aunt Jemima, Golden Griddle, and Vermont Maid – had reduced their purchases. The result was a ponderance of low grade syrup ending up in inventory at producer and wholesaler levels. The 1974 season didn't help relieve this burden, and by May of 1974 it was suddenly realized that not only was a large volume of 1973 dark syrup still in inventory, but the 1974 dark crop was envisioned as a stagnated product.

This dilemma resulted in a series of exchanges of information between United States and Canadian government and industry personnel involved in maple. Three maple marketing conferences were convened; first in Burlington, Vermont, then Montreal, Canada and finally Plattsburg, New York. Paramount in the problems outlined was the dark syrup problem, which was beginning to affect the price of other syrups as well. Additional problems

were investigated, such as grading and standardization of pure maple products, coordination and dissemination of research information, and most important PROMOTION OF PURE MAPLE PRODUCTS.

At the meeting in Plattsburg, New York on February 20, 1975, 70 members of the United States and Canadian maple products industries accepted a set of bylaws from a joint U.S.-Canadian Maple Committee and agreed an Institute should be formed to promote the world pure maple syrup products industry. Immediately upon adjournment of that conference, the first meeting of the I.M.S.I. was convened. Eighteen members of the U.S.-Canadian maple products industry affixed their names to the set of bylaws which were designated as the structure for the International Maple Syrup Institute. A slate of officers were elected, and work began in several program areas.

Who Will Benefit?

A question of who the Institute will serve is not difficult to answer. It is designed to serve many people: consumers, by giving them a better product; producers, by promoting growth in production and markets; packers and processors, by opening new markets; and even blenders, in permitting them a more stable supply schedule.

The next likely question would be will not everyone benefit even though they aren't members? The answer to this is, of course, a qualified yes. If the Institute is successful in expanding a market for maple and creating a greater base of knowledge concerning this product, non-members as well as members will receive benefit. However, the Institute will provide its members with market information first-hand. It is difficult to determine the length of time required for this information to get to remaining industry members.

What is important in this endeavor is that the entire industry become in-

volved. Much work needs to be accomplished. And, the more hands that can help, the greater the benefit for everyone concerned.

The Operation of the International Maple Syrup Institute

As obvious from the previous discussions, the I.M.S.I. represents a confluence of two industries, the United States and Canadian maple industries. At present, it's Member-Directors include small and large maple producers, maple producer associations, packers and processors, and maple cooperatives. In total, over 7,000 U. S. and Canadian producers are represented on the Board of Directors.

For every individual producer that joins as an individual or for every producer association or packer that joins as a group or individual, a Member-Director of the Board is named. That is, the small producer, as well as a large packer, sit on the Board of Directors. Producer associations are represented by a selected officer. The Directors each in turn have their voice in the operation of the Institute. Vote is determined by the weight of the monies contributed by each to the Institute. The Institute is completely voluntary and once a member joins his fees are based on total production of syrup or total dollars of sales handled.

In the absence of an Executive Secretary, the business of the Board has been handled by the Executive Council comprised of the President, three Vice Presidents and the Secretary. Since the founding date of February 20, 1975 the Executive Committee has accomplished the following:

Organized a Grading Committee that has canvassed U. S. and Canadian maple packers, processors, producers, and producer associations to gain their views on a set of names and light transmittance that can be established for the entire maple industry and become a part of various maple grading laws

now in existence. A review of the Committee's work will be presented at the National Maple Council Meeting being held in Black Water Falls, West Virginia on October 28 and 29 this year.

Established a set of bylaws that is presently being reviewed by an International lawyer to conform to requirements of both U. S. and Canada statutes as regards operating procedures, expenditures of program monies, etc.

Interviewed and selected an Executive Manager for an interim period of 6 months to organize a general promotional program for the Institute, and develop promotional and informational materials for the Canadian-American news media as regards the World Maple Products Industry. This Executive Manager, Mr. Claude Tardiff, has a Masters in Marketing, speaks both French and English fluently, and has a strong background in Market Promotion and Market Research.

Established the Second Annual Directors' Meeting for the Institute, November 19, 1975 at the Holiday Inn Seigneurie, Montreal, Quebec. It is a commemorative meeting, held at the same location, one year from the date that the World Maple Products Industry members agreed to form an organization to promote the word "MAPLE".

Due to the traditional importance of maple syrup products in the heritage of both the United States and Canada, the governments of both countries have been asked to participate with the Institute in research and development programs. Hopefully, a progressive joint effort by government and industry will provide impetus to other small agribusiness industries to improve their lot through organized planned efforts.

Officers

Claude Tardiff, Exec. Mgr., Donald Green, Pres., Adin Reynolds, 1st Vice Pres., Gilles Croteau, 2nd Vice Pres., Wilson Clark, 3rd Vice Pres., Jean Beaudre, Sec., Lawrence Garrett, Co-Chair.- Tech. Advisory Comm., Jean Pierre Potvin, Co-Ch.-Tech Adv. Comm.

Letters -

Editor, Maple Digest
Bainbridge, New York 13733

Dear Lloyd:

I was glad to see the story by Gunter and Koelling on Buckets vs. Tubing in the July Digest. The 7.7 minutes per tap for labor on tubing is almost identical to the 10-year average we have obtained at both Heaven Hill and Arnot Forest.

Sincerely,
Prof. Robert R. Morrow
Cornell University

The following letter was received last spring but lack of space made us hold it until now. (Ed.)

T. R. Harding - Costa del Sol,
La Herradura, El Salvador, C. A.

Dear Lloyd:

Hope that you have just completed a highly successful sapping season with the price high and the demand good.

I am enclosing a check for \$5.00. We would like to keep up with what is going on in the maple industry, so if the postal laws permit it, would you send us the Maple Digest for as long as this \$5.00 holds out and then I will send you more. If you can't mail it, apply the \$5.00 to the Digest expenses. It takes about 10 days by airmail to here and about 3 months by surface.

If you or any of the old crowd would like a tropical vacation, we would be most delighted to entertain you. During December, January and February there are 30 cloudless days a month. Perhaps it would be a good idea to hold a directors' meeting down here, charter a plane and write it off against your income tax.

You were always asking for items for the Digest. Perhaps the following about the local cane sugar industry might be of some interest.

Regards to you and Mary Lou from both of us.

Sincerely,
Ted

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SUGARING OFF IN EL SALVADOR, CENTRAL AMERICA

Sugar cane is one of the three main agricultural products of El Salvador along with coffee and cotton—all of which are of top quality.

Until recent years the cane was processed on the individual farms. Now there are two large refineries (Central Evaporating Plants) to which the cane from most of the larger plantations is taken.

There are a number of smaller farms where the cane is still handled on the place. When ripe, the fields of cane are burnt to remove the foliage and drive out the snakes and insects. Then the workers cut the cane with machetes and load it onto oxdrawn carts to take to the evaporator. The cane is ground between two stones turned by oxen. The juice runs into a large flat pan similar to large maple evaporating pans, except that there is no flue pan. There it is boiled down by wood fire to the sugar stage when it is taken off and put into molds similar to cupcake tins and holding 1 lb. Two of these cakes of raw sugar are put together and wrapped in corn husks—most attractive packaging. The sugar has a molasses flavor and is highly relished by the native population as a sweet and for use in cooking.

During the boiling, friends are invited in for parties (*fiestas*) as in our sugaring-off. There is no snow here to pour the syrup on, but as the syrup approaches the taffy stage the delicious tropical fruits are dipped in to coat them:—bananas, mangos, and oranges to name a few.

The price of the white sugar from the refineries up to now has been maintained at 10 cents (US) a pound by order of the government.

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COLLECTING MAPLE SAP WITH PLASTIC PIPELINES AND VACUUM PUMPS

by Russell S. Walters
Research Forester, USDA Forest Service,
Northeastern Forest Experiment Station,
Burlington, Vermont

In the late 1950's, maple syrup producers began using plastic tubing systems for collecting sap. Some had excellent results; but many were disappointed.

At first, the pipeline systems were closed. But the closed systems worked only when the tubing sloped downhill. Then some users decided that the system should be vented at each spout.

Many arrangements of tubing were tried: Tubing was hung on the tree; it was laid on the ground. Tubing was connected directly from spout to spout;

but when this was done, some trees reabsorbed sap; and sometimes sap would be lost into a bad taphole. So the dropline system was developed. A dropline is a short piece of tubing (fig. 3) that carries the sap away from the taphole into a lateral collection line.

All in all, a great deal of confusion developed. It was evident that tubing would work, but that most of the problems were in the layout and design of the system. Therefore, research groups began to study the use of tubing.

The diameter of the lateral lines used between trees is small (usually 5/16 inch) and their capacity is limited. The recommended maximum number of taps for these lateral lines ranges from about 20 up to 80 or more. According to published data, on a 5 percent slope, a lateral line can carry sap from up to 50 taps; on a 10 percent slope, between 50 and 80 taps; and over 10 percent, up to 100 taps. In practice, however, more than 80 taps are seldom put on a line because the line gets so long that it becomes cumbersome and difficult to handle.

As more lateral lines are needed, they are connected into larger conduits (fig. 3). Conduit sizes range from 1/2 inch to 2 inches in diameter. The size of conduit needed is determined by the number of taps and the amount of slope. For example, on a 6-percent slope, a 1/2 inch conduit can carry sap



Fig. 3-Lateral lines are joined to the larger conduit with 4-way connectors or manifolds.



Fig. 1-Plastic pipeline system for sugar maple sap collection came into use during the late 1950s.

from about 300 taps. On a 40-percent slope, the same size of conduit can serve up to 900 taps. A 3/4 inch conduit has about double the capacity of the 1/2 inch line.

We learned that sap yields from vented aerial and ground lines were similar. The aerial line was slightly more difficult to install, because it was necessary to see that the line was properly supported on the tree. On the other hand, the ground line was much harder to maintain. It had to be pulled

up out of the snow after every snowfall. We learned that an unvented line can outproduce a vented line by 40 percent or more, which can mean a substantial increase in sap production.

This increase is explained by the influence of natural vacuum produced by sap flowing downhill in a closed system. This works like a siphon. The presence of natural vacuum, of course, suggested putting a vacuum pump in a closed system. Vacuum pumping yielded up to four times as much sap as

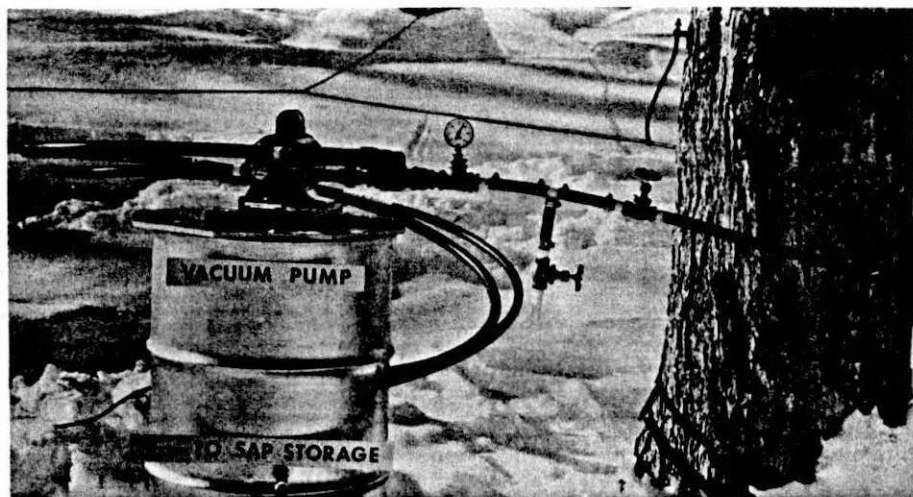


Fig. 4-The wet-type unit creates vacuum by directing a stream of sap from reservoir through Venturi tube in a well jet.

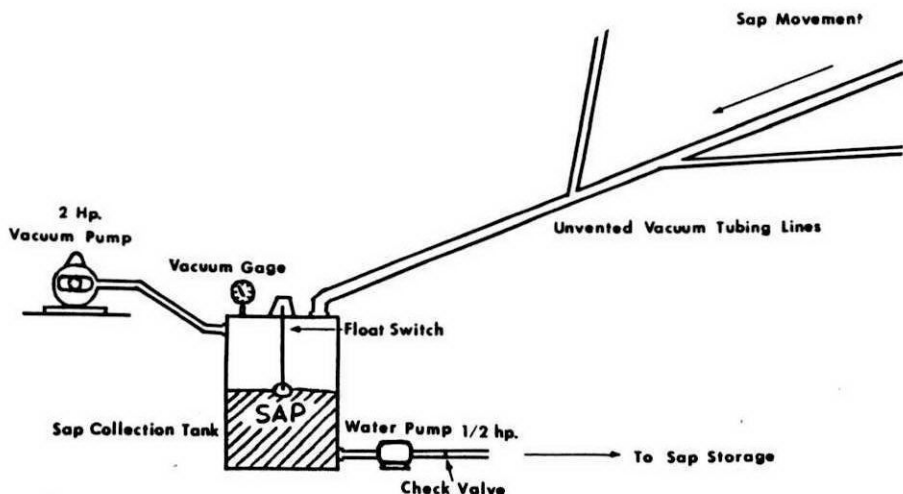


Fig. 5 - Schematic sketch of a dry-type vacuum unit.

buckets. Even in a very level sugarbush, we found that vacuum pumping more than doubled sap yields.

Vacuum pumping has become a reality in many sugarbushes; and many kinds of vacuum pumps are used. There are two basic types of pumps: wet and dry. The distinction lies in whether or

or not sap actually passes through the pump.

A wet-type unit (fig. 4) consists of a small centrifugal pump that forces sap through a well-jet containing a Venturi tube. This creates a vacuum in the pipeline. As additional sap is collected, the excess flows through a

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reservoir to a separate sap-storage tank.

Dry units use a compressor-type pump like those used in milking machines to create a vacuum (fig. 5) in a separate tank where the sap is collected. It is then necessary to provide for removal of the sap from the vacuum tank. One method is to have a float-switch inside the tank that activates a water pump connected to the bottom of the tank.

While research was being conducted, we found that it was possible to increase sap yields as much as four times by using vacuum pumps. This, of course, was done under very close supervision in highly controlled conditions. A four-fold increase in sap production may not be readily attainable in a production situation; however, it certainly sets a goal to shoot for. On the other hand, the various researchers working with vacuum pumps agree that a very realistic goal is for a vacuum pump system to double the amount of sap collected.

Tubing research has reached a plateau. Much of the past confusion has been cleared up. Various research groups (University of Vermont, Cornell University, Laval University, and the Northeastern Forest Experiment Sta.) that have been working on tubing all agree now that the best type of system to recommend is the unvented aerial-line system with droplines at least 18 inches long. Use of a vacuum pump is also strongly recommended.

We know that tubing works, and we know a lot about how to use it. The real problem now is to get more producers to use it in their sugarbushes. We feel strongly that the use of plastic tubing is a way to reduce the cost of making syrup and attain a better use of the labor supply.

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NEW YORK MAPLE TOUR

On August 4 and 5 Chautauqua County hosted the 1975 New York State Maple Tour with nearly 250 people in attendance. Producers and other maple industry people came from all over New York, Pennsylvania, New England, Ohio; Michigan, Ontario, Quebec and New Brunswick.

The group assembled for registration and its first tour stop at David Waterman's roadside sugarhouse near Forestville. Dave's maple operation was only started in 1971 but consists of 2500 taps with about 2000 taps on plastic tubing and 500 roadside taps. Sales are mostly retail at the sugarhouse. The sugarhouse was built by David in 1972 and includes a kitchen, oil fired evaporator and finishing pans. Dave is using a preheater over his evaporator which he feels is increasing his fuel efficiency by 20%. Dave is using several good promotional ideas. He has some attractive redwood signs on the highway and in local stores, advertises in local newspapers, encourages visitors and tour groups during maple season, and donates a few packages of syrup to local

service clubs.

The second stop was just up the road to the Dexter DeGolier farm. This sugarhouse is also on the roadside, recently enlarged. The DeGoliers have 2200 taps mostly on tubing with a vacuum pump used on their tubing system. This maple operation was started about 12 years ago. The present sugarhouse is only 3 years old with two oil fired evaporators and a gas fired finishing pan. The sugarhouse also features a kitchen and sales display room. Syrup, sugar and cream are re-tailed in a variety of attractive packages, mostly right at the sugarhouse. Dexter is also using a preheater and reported a substantial saving in fuel.

The tour moved south to the Lawrence Hooker farm for its third stop and a welcome refreshment break, compliments of the New York State Maple Association and the Welch Grape Company. The group consumed many gallons of Chautauqua County grape juice and dozens of doughnuts. Lawrence Hooker's very attractive sugarhouse was built about 5 years ago on the roadside. The evaporator is a 5x14



Several maple VIPs discussing some serious business (maple, what else?) at the Lawrence Hooker stop. From left, Max Neal, Gordon Brookman, Charles Bacon, Lewis Staats.

oil fired unit. Lawrence has about 1700 taps, all buckets and nearly all roadside trees. Most of the trees are rented. He pays for the trees by exchanging syrup as well as cash rental. Lawrence commented that readily available roadside trees and their superior production are key factors in his maple operation. The sugarhouse features a very attractive and efficient kitchen and sales room where syrup, sugars and cream are displayed.

The evening program was held at the Vasa Lodge just out of Jamestown. A smorgasbord dinner, which received the compliments of all, was followed by an interesting program. The group received an official welcome to Chautauqua County by the chairman of the County Legislature, Frank Bratt. Mr. Bratt noted that Chautauqua was one of the leading maple counties in New York and also commented on other important industries in the county including dairy, grapes and manufacturing. Gordon Brookman extended a welcome to the group on behalf of local maple producers. Gordon represents this area on the Board of Directors of the New York State Maple Producers Association. The latest maple research was highlighted during the program by two speakers. Professor Robert Morrow from Cornell discussed the recent successful work in plastic tubing systems and the natural vacuum method. William Gabriel from the Northeast Forest Experiment Station at Burlington, Vt.



Fred Winch interviewing David Waterman at the first stop on the New York Maple Tour.

gave a progress report on "sweet tree research". He reported the breeding and planting of young trees with genetic capability for high sugar content has been very successful thus far. Bill noted that nursery stock from the "sweet tree" breeding program is available at Burlington and very shortly from local nurseries. Max Neal, Presi-

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dent of the New York Maple Producers Association gave a brief report including a proposal for reorganizing the Association Board for more equitable representation of maple producing areas.

The group reassembled on the morning of August 5th at John and Asa Cheney's sugarhouse near Bemus Point. This building was moved from another location on the farmstead and converted into an attractive roadside sugarhouse. An excellent sign on this sugarhouse is a real eye catcher on main Rt. 17. The evaporator is gas fired and features a preheater made from 1-1/4 stainless steel pipe. This was used pipe just installed this year and should prove to be even more efficient in saving fuel than copper tubing. The Cheneys have over 4100 taps, about 3000 roadside trees and over 1000 in the sugar bush on a new tubing system. Sales are mostly retail at the farm plus several local food store outlets. John indicated they purchase additional syrup if necessary in order to have syrup available for their customers on a year around basis. The Cheneys have syrup, sugar and cream. They retail syrup in glass, plastic and tin containers. This past year

the Cheneys installed their first extensive tubing setup with about 1200 taps in an excellent, rented sugar bush. The tour group visited this woods just a few miles from the home farm. John Cheney and Department of Environmental Conservation Forester Bruce Robinson explained the tubing layout. The DEC foresters used a topographic map of the area as a first step in designing the layout. Mr. Robinson advised the group that assistance for tubing layouts and other sugarbush management problems is available at local DEC forestry offices. This is a closed vacuum system. The sugarbush is the kind everybody likes—large trees, well spaced with big crowns and enough slope throughout to aid the tubing system.

The 90-car caravan moved to the western side of the county for the next stop at the Frank Barney farm near Sherman. Coffee, milk and doughnuts were served at this stop plus a special feature, fresh maple cream on crackers. Barney's sugarhouse includes a kitchen

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sales display area, and facilities for serving pancakes and syrup during the maple season. This sugarhouse is used for many community meetings and activities throughout the year. Frank has 3000 taps, about half of the taps on roadside trees in the village of Sherman. Two oil fired evaporators are operated in series. The fuel is used oil collected from garages and service stations and stored in several large used tanks behind the sugarhouse.

The final stop was Peek'n Peak, a large recreational facility near Clymer. The group enjoyed lunch in the large ski lodge. This center features skiing, golf and swimming plus a motel/restaurant complex. The "sugarhouse" at the Peak is a combination restaurant and maple production facility. A wood-fired evaporator is used with sap stored in a large stainless steel bulk milk tank. Sap is purchased to supplement sap production on Peak property. Syrup sales are entirely retail mostly in small containers at the recreational center. The maple operation is a unique added attraction for the recreation clientele. A short film illustrating the entire Peek'n Peak operation was shown.

Fred Winch summarized the tour and introduced Melvin Koelling from Michigan State University who reported on the recent labor and cost study comparing buckets versus tubing.

-Carl Pearce

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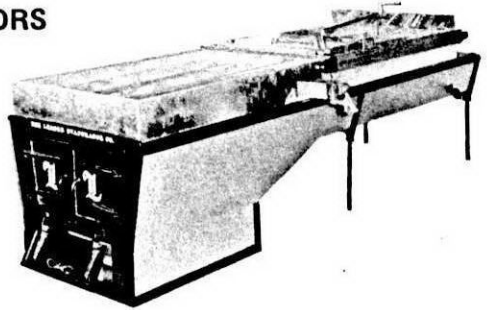
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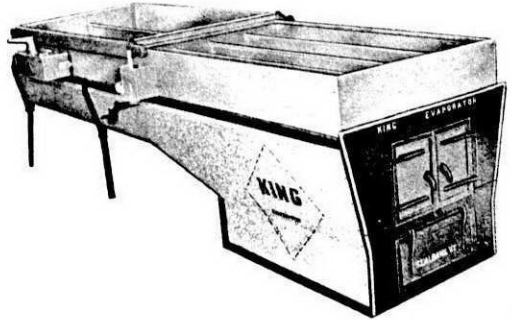
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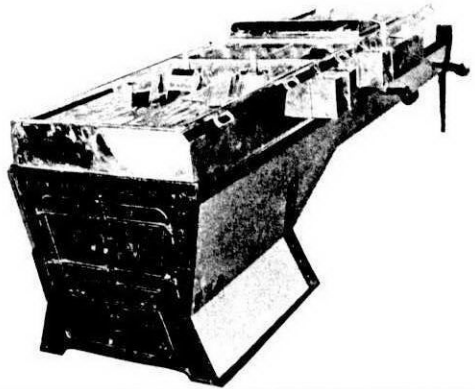
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