

NATIONAL MAPLE SYRUP DIGEST NATIONAL

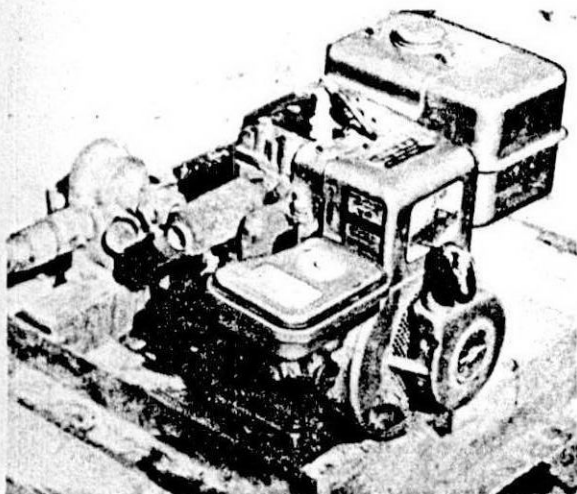


Vol. 15, No. 2

July 1976

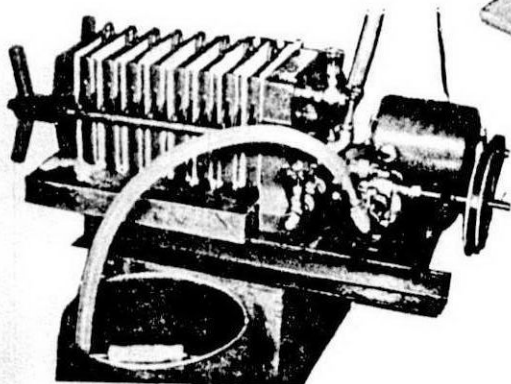
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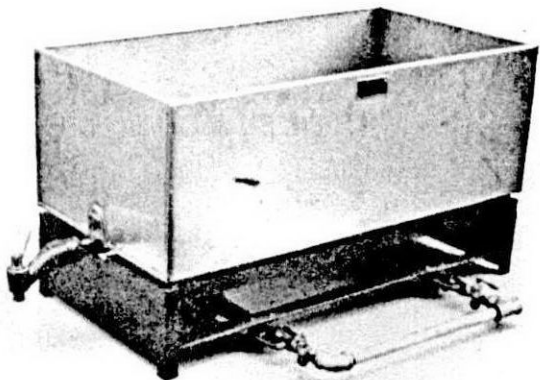
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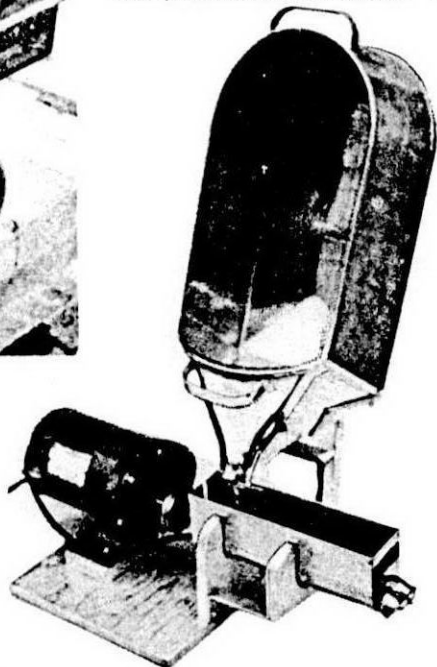
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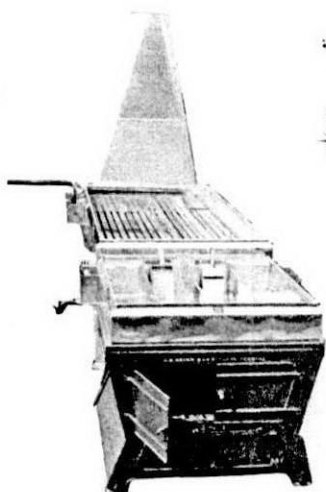
Time saver and profit maker. Brings out maple flavor in candy. Stainless steel const.



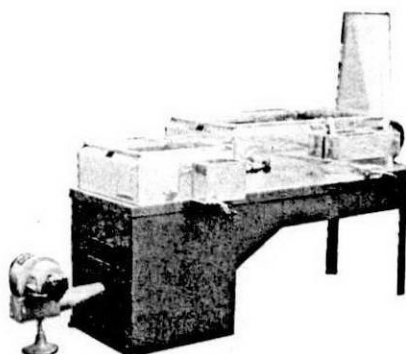
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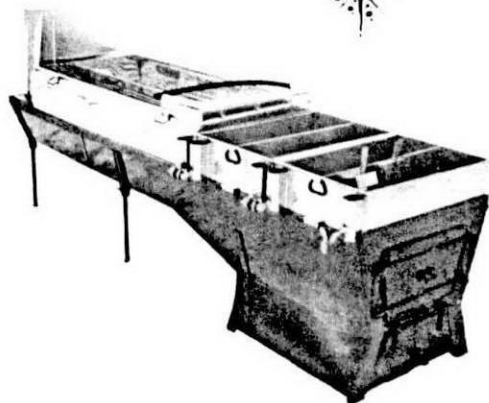
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RUTLAND, VERMONT 05701

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COVER PICTURE

Our thanks go to G. C. Dixon of Gormanian, W. Va., for this issue's cover. He knew of the picture and had a copy made for us. For more information, see page 5.

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Serving the Maple Syrup Industry
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Editorial

The "Editorial" is going to take a licking this issue! The season was so poor here I can't afford to take the time to write much in the first place. We can't use up much space to print it in the second place, and in the third place, I haven't anything to say in the first place, which will probably bring out a roar of applause from our readers.

I would like to bring your attention to the maple tours that are scheduled this summer — notice of many of them follow. I hope you will all attend at least one, and I'd especially like to emphasize the North American Maple Council meeting coming up in October. Notice of that is in an article by Rex Alwin, Chairman of the Council.

The Council meeting is to be held in Minnesota this year. That is Rex' home state and about as far west as you can get and still be in "Maple Country". I hope everyone who possibly can will attend because it promises to be one of the biggest and best conferences we've ever had. I don't let myself think of it as a long way to go, but rather as an opportunity to see a bit more of America that maybe I would never see otherwise. I hope everyone will feel the same way and I'll see you there.

MORE ABOUT THE COVER

This tree listed as the National Champion by the Maryland Forestry Service in 1973 is located on the farm of Mrs. Daniel Wilson, near Kitzmiller, Garrett County, Maryland, which farm is a part of a 700-acre Military Grant to Capt. Thos. Wilson II, for services in the Revolutionary War where he served under 'Mad Anthony' Wayne, and was patented in 1802. It has been in the family every since, the sugar camp having been operated continuously ever since—a total of 174 years.

Dimensions of tree as measured in 1973 by the Service are: Circumference at 4½ Ft. (breast height), 21'3", Height, 78' and Spread, 63'.

At the time the picture was taken there were 6 buckets on the off side making a total of 16 on it, and an accounting of the water from it that year showed 260 gallons.

It is being tapped at a more sedate rate now. This is the tree that was pictured in *Time* in 1966 in full color.

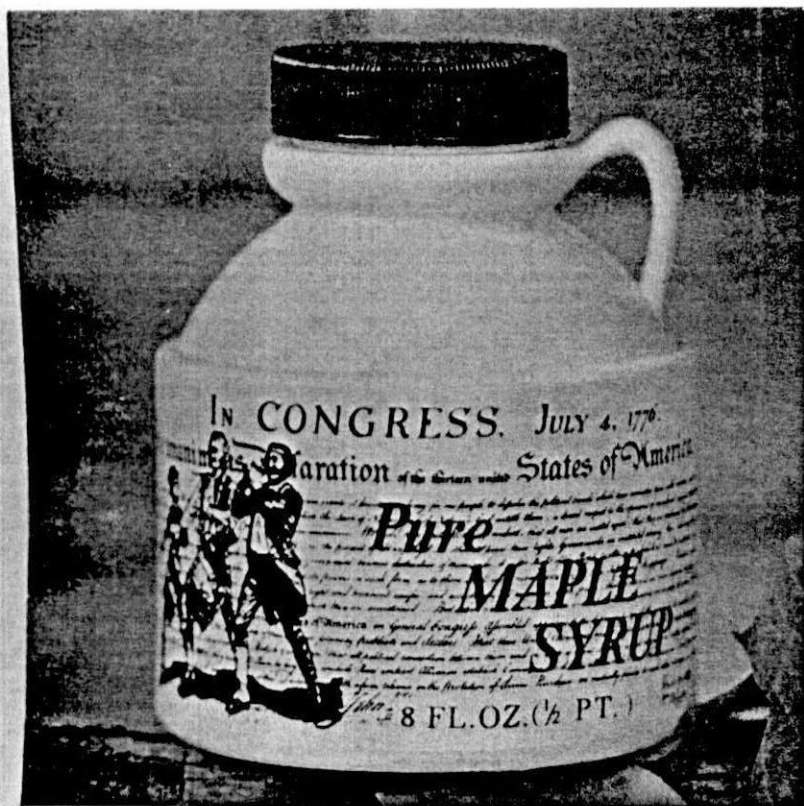
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LES JONES' "Do It Yourself" instructions available. For convenience buy your burner locally; use "Do It Yourself" DETAILED Instructions for easy and CORRECT installation.

Mrs. Les Jones Holcombe, Wisconsin 54745

For Our

BICENTENNIAL



KRESS Pint, Quart and Half gallon now have the large caps and the same shape as the jug illustrated above.

Kress Creations, Inc.

339 Christian Street
Oxford, Conn. 06483
Phone (203) 264-9898

WORLD'S LARGEST MAPLE BUSH TO HIGHLIGHT 1976 VERMONT TOUR.

Vermont's 10th annual Maplerama will return to where it started 10 years ago, Rutland County, Vermont.

There have been some changes during the intervening years. One of Maplerama's original organizers has been putting together what he calls the world's largest maple operation at Saltash Mountain in Shrewsbury, Vt. Dick Adams, Saltash Corporation president will be one of the host maple operations during this year's Vermont Tour.

This year's event, scheduled for the 5th and 6th of August will see its headquarters at the Rutland County Maple Producers demonstration sugarhouse on the Rutland Fairgrounds, Rutland, Vermont.

Planned events include tours to successful retail maple operations, Grimm Manufacturing Co., a banquet and dancing, visit to a cheese factory and maple outlet.

Also exhibits, demonstrations and a tour of Saltash Mountain Corporation. For further details and copy of program, contact Karl Chapman, South Wallingford, Vermont 05771.

NEW YORK MAPLE TOUR

This year's Maple Tour will be held in Schoharie and Otsego Counties. The dates are August 9 and 10.

Tentative plans are to have dinner and evening program at the Holiday Inn in Oneonta. Several excellent maple operations will be visited illustrating techniques in production, marketing, and woods management.

Reservations should be made early in this Bi-centennial year and heavy tourist use area. For more information write to:

Lewis J. Staats, Attn: Jean Magacs
Dept. of Natural Resources
Cornell University, Fernow Hall
Ithaca, N.Y. 14850

WISCONSIN TOUR: BEFORE NATIONAL MEETING

The 1976 Wisconsin Maple Producers Council will enjoy their fall tour on Saturday, October 2. New angles in sugarbush management, collection of sap, processing of products and marketing will be shown and discussed. Hopefully, the last event of the day will be a delicious fish boil on the shore of Lake Michigan.

Producers from eastern states and Canadian provinces are cordially invited to join us on your way to the National meeting in Minnesota.

For an added vacation treat, why not take the Chesapeake and Ohio Car Ferry from Ludington, Michigan to Kewaunee, Wisconsin? Departures from Ludington are irregular after Sept. 7, so phone the day before to get exact departure time: 616-843-2521.

Charges are \$8.50/adult, 5-15 years, \$4.25, under 5, no charge; \$15 for auto and a trailer up to 20 feet an additional \$19.00.

Registration for the tour will be at Norman, Wisconsin from 9 to 10 A.M. on the 2nd. You can pre-register by writing to Prof. Paul Wolske, Kewaunee County UWEX, Courthouse, Kewaunee WI 54216—in fact, if you have any questions about the tour, ask Paul Wolske! He will not make lodging reservations, but can send a list of lodgings in the Kewaunee area to you.

MINNESOTA WILL HOST NORTH AMERICAN COUNCIL

Rex Alwin, Chairman

The 1976 annual meeting of the North American Maple Syrup Council will be held in Minnesota at Quadna Mountain Lodge, on October 4, 5 and 6. It is located 150 miles north of Minneapolis-St. Paul and 80 miles west of Duluth, Minnesota.

The Minnesota Maple Syrup Producer's Association, Inc. is hosting the event with the cooperation of the Minnesota Department of Agriculture, the Minnesota Extension Forestry Division and a variety of Minnesota industries.

Quadna Mountain Lodge sports one of the north country's finest nine-hole golf courses, good fishing and plain relaxation. Accommodations include a 48-room lodge, 46-room motel and some 40 townhouses. A 2900-foot air strip services the complex. There is horseback riding, outdoor tennis and

a four-court enclosed heated tennis facility, an indoor swimming pool and sauna, and an outdoor heated pool and tiki bar. Campsites are also available.

The date of the convention has been moved up to early October so that folks may take in the early fall coloring, the historic Iron Range area, the North Shore of Lake Superior, the Superior-Quetico water wilderness area and many other unique attractions of Minnesota and western Ontario.

For those of you who are dedicated farmers, we urge you to visit "Farmfest '76" which opens in Lake Crystal, Minn., September 13. This unique Bi-Centennial salute to agriculture is perhaps the first World's Fair type of activity ever developed exclusively in behalf of agriculture, and it takes place not too far ahead of the Maple Conference.

We are inviting some of the food industry "giants" to participate in the program with regard to marketing maple syrup and also some new industries pertaining to the manufacturing of syrup and collection of sap. Dr. Claude Hills will report on reclaiming of buddy syrups, and there will be reports from universities and the Northeast Forest Experiment Station. We also intend to have displays of some of the latest developments in maple syrup equipment.

The business meeting will be divided into two sessions, on Monday and Wednesday mornings. The conference will adjourn at noon on Wednesday. Reservations should be made direct to: Innkeeper, Quadna Mountain Lodge, Hill City, Minnesota 55748, Phone: 218-697-2303. Details of the meeting agenda will be sent to the Council mailing by August 1st.

*** NOTICE ***

AYRES HYDROTHERM will now be distributed by Coombs Maple Products, Inc., Jacksonville, Vermont 05342

Due to Col. Ayers advanced age, he decided to give up the distribution of the Hydrotherm.

The Hydrotherm are available at wholesale and retail from

COOMBS MAPLE PRODUCTS, Inc.
telephone: 802-368-2345

MINNESOTA WILL HOST FARMFEST '76

Minnesota will be the scene of the biggest agricultural event ever when Farmfest '76 opens September 13 in Lake Crystal. The week-long "Bicentennial Salute to Agriculture" is expected to attract a million people to view and participate in a myriad of demonstrations, exhibits, stage shows and competitions.

More than 650 companies, from agribusiness giants to family-operated enterprises, have exhibit space booked. The commercial exhibit lot, which covers 121 acres, is nearly sold out. The rest of Farmfest's 1,400 acres includes 70 acres for historical displays and agricultural competitions, more than 1,000 acres for field demonstrations of new machinery and several hundred acres for parking and auxiliary services.

One Farmfest innovation that promises to draw much attention is the "plot lot" area, a series of 75 by 150 ft. lots

on which seed and chemical companies will be growing corn (108 varieties), soybeans (38 varieties), sunflowers, sugar beets and even a special variety of cotton sent to Farmfest by Texas A&M. It was developed for growing in northern fields and will be used experimentally to see if it is commercially feasible.

A special review of U.S. crops on a six-acre site will feature more than 200 types of crops from all over the country.

Future Farmers of America nationwide are handling advance tickets, making money for home town chapter projects. Daily admission tickets from FFA are \$3.50 through June 30, \$3.75 through September 12 and \$4.00 at the gate. Children six years and younger get in free.

More information on Farmfest '76, including details on remaining exhibit space and sponsorships, is available from Loren Burkle, Public Relations, Farmfest '76, Box 76, Lake Crystal, Minn. 56055. The telephone number is (507) 726-6074.

American Maple Products

- produces maple syrup, Newport, Vermont 05855
- buys bulk Maple Syrup from other producers,
- packs Pure Maple Syrup,
- makes Maple Candies, Maple Sugar and Maple Butter,
- wholesales these products to the retailer
- and supplies leading food manufacturers with Bulk Maple Syrup or Maple Sugar.

CAN WE HELP YOU WITH YOUR MAPLE REQUIREMENTS?

1976 MAPLE PRODUCTION

MAPLE SYRUP: Production, Price and Value, 1975 and 1976¹

State	Production		Price		Value	
	1975	1976	1975	1976	1975	1976
	1,000 gallons		Dollars		1,000 dollars	
Maine ²	9	7	13.70	13.50	123	95
Mass.	31	27	10.70	11.50	332	311
Michigan	98	69	12.00	12.70	1176	876
New Hamp.	71	57	12.80	13.00	909	741
New York	366	277	9.80	9.60	3587	2659
Ohio	114	50	11.30	11.50	1288	575
Pennsylvania	97	40	10.80	11.10	1048	444
Vermont	353	334	10.50	11.00	3707	3674
Wisconsin	62	66	9.00	9.80	558	647
United States	1,201	927	10.60	10.81	12728	10022

¹ Preliminary.

² Does not include quantities produced on non-farm lands in Somerset Co., Maine.



**MAPLE
PRODUCTS, INC.**
JACKSONVILLE, VERMONT
05342

tel: 802-368-2345

Dealer for a full line of maple sugaring equipment specializing in "Leader" and "King" evaporators.

Many sizes of gathering and storage tanks kept in stock as well as the small utensils used in making maple syrup.

Buyer of bulk maple syrup.

Processor and packer of maple syrup and candies in consumer packages.

LAMB'S CORNER

Bernhards Bay, N. Y.

May, 1976

Dear Maple Producer:

I'd like to bring you up to date with what's going on here at Lamb's. As usual, we're working on new ideas and making new fittings as are suggested by you people.

Good News — we now have the 4 oz. jugs in stock. Bad News — we had to raise the price to \$.30 each and they're packed 500 in a box. We have a good stock of the other sizes at the old prices.

But the BIG NEWS is: we are putting in our own extruding equipment to make our tubing. There really isn't the volume in the maple business to warrant such a large expenditure, but the reasons are as follows:

(1) We hope to produce a better, more uniform, product. Our equipment will be the very latest and as good as any on the market.

(2) For many years, in one area or another, someone gets the idea there is a fortune in maple tubing. And for a few years, until they find out different, they create quite a stir. By making our own tubing we hope to cut down on the cost. We do not know how much we can reduce the price but it will be enough to make a big difference, we are sure. We expect to be set up and operating and have lots of tubing completed by early fall.

(3) We will not cheapen our materials. Our suppliers tell us we have the best formula that is available to-day. Since it is such a time-consuming task to install tubing the first year, it is very important to get the best material so that you can get as many years use out of it as possible. This compensates for the installation costs. We have had an additive to retard ultra violet breakdown in our 5/16" for years. Last season we used a new additive in our main lines and with our new equipment, we can add more of it to make them last longer.

(4) We will continue our present distribution policy. While some sell their tubing direct, we consider this a great injustice to the producer. He saves a buck, gets a poorer product, and is dumped in the back lot all by himself. The maple equipment supplier is the backbone and helping hand of the industry. Without him, troubles would multiply and the industry would die.

Bob Lamb



IF YOU MAKE MAPLE SYRUP YOU NEED OUR CATALOG

HERE ARE JUST A FEW OF THE ITEMS AVAILABLE



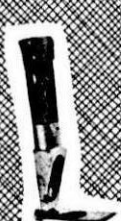
MODERN SAP COLLECTION
Throw-Away Bag



Trouble With Moldy Syrup?
Use FERMIBAN
Inexpensive!



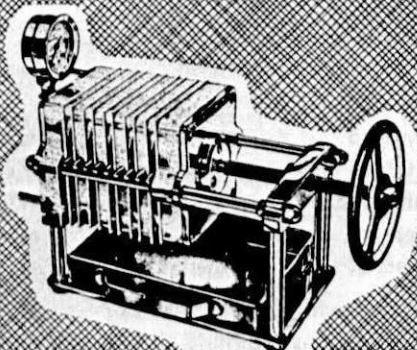
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In Syrup Testing



Old Fashioned Earthen Jugs
All Sizes
2 Oz. Up To One Gallon



PRESSURE FILTERS FOR
SPARKLING CLEAR SYRUP



POLETHYLENE
LINERS
For Leaky
or Rusty
Buckets

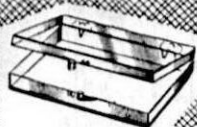


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SUGAR BUSH INC.

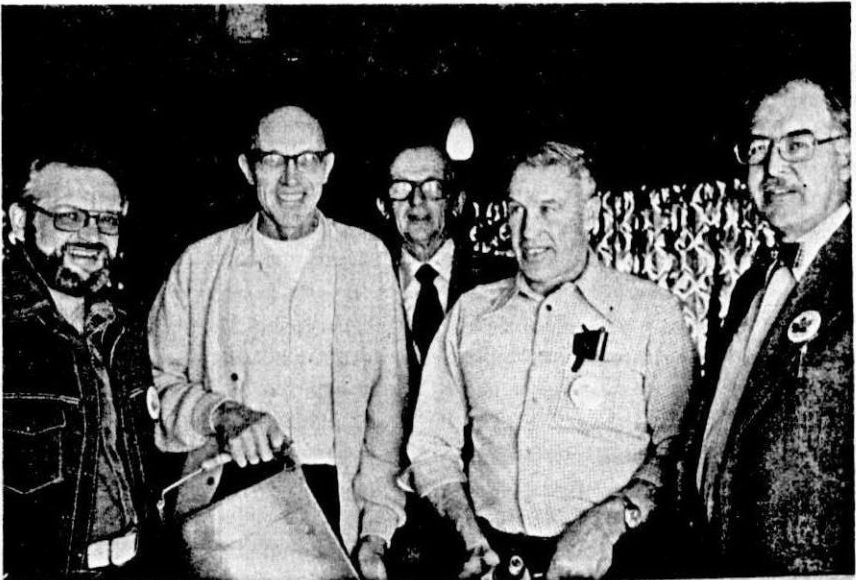
ANIWA, WIS. 54408 Ph: 715-449-2057

WISCONSIN MAPLE INSTITUTES

In January, five institutes were attended by 309 Wisconsin maple syrup producers across the State. Extension forester, Ted Peterson, who usually provides the expertise for these institutes, is on a special project for two years; so Gordon Cunningham, his Extension forestry partner, hollered for help from his former boss and friend in New York, Fred Winch—just retired as Extension forester there. Fred received many compliments from his discussion about advances in tubing and vacuum collecting systems, costs of wood vs. fuel oil, development of

preheaters and New York and Canada and the critical step of 'finishing' syrup.

Adin or Juan Reynolds reported state, national and international maple syrup organizational meetings. Also, they discussed production of a Wisconsin (or Lake States) can and a sales tax problem. John Polich of the Wisconsin Department of Agriculture reported on 1975 production, and led the discussion about pricing. He provided a supply of Bicentennial maple syrup buttons for producers to wear and to sell.



Here are some of the 'stars' of the Wisconsin Maple Institute held near Antigo. (L to R) Christy Hauge, Langlade County Extension Forester; Donald Kakes, Wisconsin Maple Syrup Producers' Council Director; William Bartz, President of the Wisconsin Maple Producers' Council; Eugene Washatko, another Council Director; and Fred Winch, Extension Forester from New York State and principal speaker. Juan Reynolds of Reynolds Sugarbush, and John Polich of the Wisconsin Department of Agriculture were the other speakers.

NATIONAL MAPLE MUSEUM in Lewis County

by Hugh Worden
Coop. Ext. Agent, Lewis County, N. Y.

The Lewis County Maple Producers Association is in the process of establishing a National Maple Museum. After lengthy discussions and encouragement from Professor Fred Winch, we are dedicated to having a National Maple Museum in Lewis County. We feel it should be in Lewis County and New York State because New York State is one of the leading states in Maple Production and Lewis County is the leader in New York State.

During the past year we have been working to get a building that would be suitable for a National Maple Museum. Latex Fiber Industries has given us a building in Beaver Falls that has everything we hoped for and more. Beaver Falls is in the heart of the maple producing area of the County.

The building has a community room and kitchen that will seat over 200 people. The tables, chairs, and dishes go with it. We plan to rent this room

to pay our operating expenses. It has always been rented in the past. We will also hold regular pancake dinners and an annual maple festival. A large balcony on two sides of the hall will be used for maple displays. The main part of the museum is a room about 40' x 90'. This is where we will have all our displays and show the progress of the maple industry from beginning until today. We already have many items donated to us by local producers.

There are two nice rooms that will be used for a store. Our plans are to use the store to sell all maple products throughout the year. It will also be used for mail orders and advertising the museum. Another large room with a beautiful fireplace will be used for a Hall of Fame. Each year we will induct people into the Hall of Fame who have made contributions to the maple industry. Upstairs, there is a modern four-bedroom apartment which will be



used for caretaker and manager.

We are very proud of this building and all the maple producers in the area who have dedicated themselves to making this into a National Maple Museum. We have eleven committees established and active.

We are now in the process of getting the building redecorated and ready for the official opening. A very successful pancake dinner was held in May with over 240 dinners served. During the summer we will begin working on the museum and have the grand opening this fall. The museum will be self supporting once it is established.

The Lewis County Maple Producers need to raise money to help purchase the supplies needed to get the museum established. We would appreciate any donations from individuals or groups to the National Maple Museum. The names of anyone who makes a contribution will be placed on a plaque at

the Hall of Fame in the museum. Your donation can be sent to: Leslie Lyndaker, Croghan, New York 13327.

There is also a need for maple items which can be used in the museum. If anyone has any items which they would like to donate to the museum you can call or write Mr. and Mrs. Perry Farney, Croghan, New York 13327, Telephone 315-346-6576. We can make arrangements for picking up any articles.

There is much work to be done to get this building ready for our National Maple Museum, but we are dedicated to giving as much time as necessary to make it a successful enterprise for the maple industry. We hope you will look at this project favorably and help to support it.

You are invited to visit us anytime and we would be happy to show you the building and answer any questions you may have.

"Keep That Tubing Warm!"

Charles F. Hoag, Forester
The William H. Miner Agricultural
Research Institute, Chazy, New York

Most maple producers using plastic pipeline gathering systems have their own methods for resetting tubing each year prior to sap flow, and may share these ideas with others to help make sugaring easier.

One method we would like to share with others concerns the idea of keeping the tubing warm; therefore, it will be flexible so that re-installation is not as difficult as we have witnessed on occasion.

At the Miner Demonstration and

Research Sugarbush, a double-walled insulated warming box is used to aid in stringing tubing. The outside box dimensions are 36" high, 18" wide and 48" long. It is made to fit inside a snow-mobile trailer. The size is convenient to handle and will fit inside a pick-up truck, a gathering trailer, or whatever other conveyance a producer may use in his operation.

The basic materials needed to build the warming box are as follows:

3 sheets - 4'x8'x $\frac{1}{4}$ " plywood

— NOTICE —

Vermont Producers

We haven't had a complete enough return on our request to Vermont producers to up-date the Vermont list. If you haven't already done so — send in your name and complete address immediately or you will not receive the October issue. Mail to:

THE VERMONT MAPLE SUGARMAKERS ASSOC.

Box 717

Montpelier, Vermont 05602

52 lineal feet of (2x4's) ripped
2 - 4" strap hinges - screws
1 hasp with spring snap
300 - 1½" galvanized nails
34 lineal feet rolled insulation - 16"
wide

The cost of the warming box depends on the material costs in the local area and the size box one chooses to build, plus his labor.

A producer may use the warming box to fit his own operation; although at the Miner Sugarbush, the tubing generally is taken down intact except for drop lines and is rolled up, tied and labeled.

Take down proceeds from the top toward the bottom of the slope. Set up begins at the bottom of the slope and follows numbered and color coded trees to the top or end of the line. One man per line is all that is needed for take down. Two men are required to

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MAPLE PRODUCTS SELL
BEST IN GLASS**

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EARLY — ORDER NOW**

WE STOCK

**Leader-King Evaporators (wood
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Sap Buckets, Covers, SAP-SAKS

**Red "Golden Maple" Syrup Cans
(4-sizes)**

**(Our stock on CANS is complete
all year.)**

Tappers, Bits, Spouts, Filters

**Rubber Candy Molds (asst. pat-
terns)**

Storage and gathering tanks

Maple Cream Tubs - Syrup Bottles

Pellets, Tubing, Plastic Jugs, etc.

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SYRUP SUPPLIES**

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**H.W. Cook
Farm Service, Inc.**

**Serving the Maple Industry for
53 years.**

**Phone: 315-852-6161
DeRuyter, N.Y. 13052**

lay out and grade lines, as the tubing is soft and flexible when taken from the warmer and should not be allowed to become cold.

One man pulls the tubing taut and the second man grades and inserts a nail in the "t" to maintain this grade. When tubing for a section of the bush is placed in the warmer, a list is made and fastened inside the cover, and when a coil of tubing is removed, it is recorded on the list so that no time is wasted looking for a roll of tubing that may not be in the warmer.

Various methods of supplying heat for warming the tubing were tried. Hardwood charcoal inside a two-quart perforated coffee can placed inside an old sap bucket attached to the inside of the box works well.

The charcoal is started first thing in the morning while the tubing for a section of the bush is being selected with additional charcoal added as needed. Air must be available to the lighted

charcoal occasionally by opening the cover slightly when packed at the working area or by installing a small vent.

Nearly three thousand taps can be layed out using only 10 pounds of charcoal. Temperature inside the box ranges between 100° and 160° depending on outside temperatures and the condition of the charcoal fire.

Two men can usually lay out nearly 1,000 taps in a six-hour working day. Usually we do not try to set lines when the temperature is below 0°. Producers have been observed pulling lines through the snow behind a snow machine and then trying to hook up their trees.

This is a waste of time after cold weather sets in, and results in broken t's, additional labor cost per tap and sagging lines.

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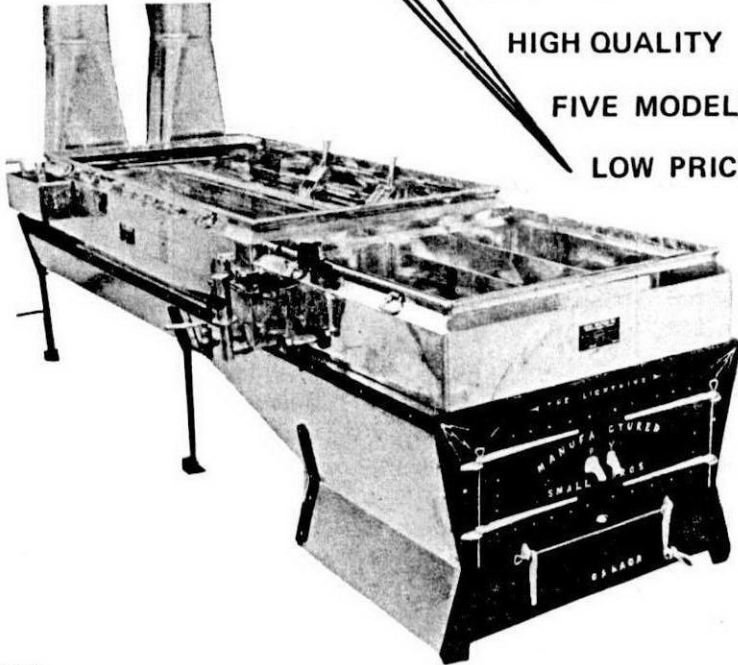
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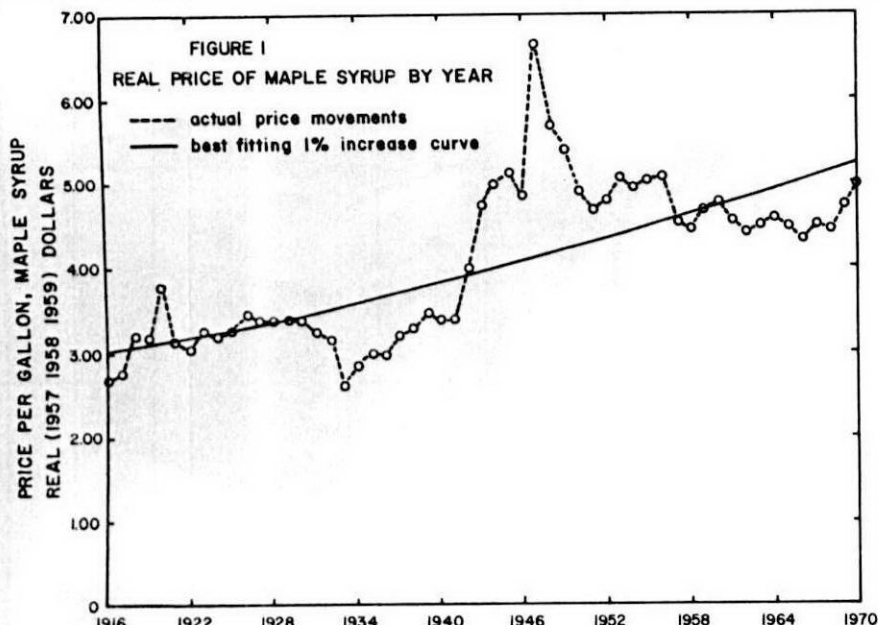
THE LONG TERM TREND

OF PRICES IN THE MAPLE SYRUP INDUSTRY

by Joseph Buongiorna and Blair Orr

Certainly every farmer would like to know the price his product will bring when he is ready to sell it. The maple syrup producer feels the same way about the price of maple syrup. Our purpose is to present an analysis of maple syrup price designed to determine if there was a systematic change in price over a long period. To accom-

plish this price data from 1916 to 1970 were converted from market prices to real prices in 1957-1958-1959 dollars using an agricultural retail price index.¹ Then, a statistical analysis of the data revealed that the real price of maple syrup has risen at a rate of one percent per year from 1916 to 1970 thus increasing by a total of 75 percent during that period (see fig. 1). Undoubtedly



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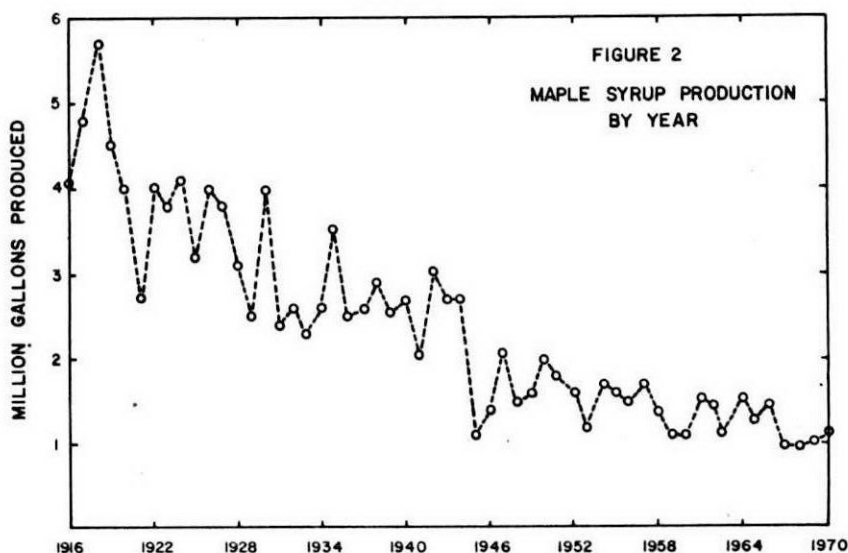
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then, the price of maple syrup has risen systematically faster than the price of other agricultural products. We should note, however, that there is not a close correlation between price and time over the short run so that a simple price-time relationship is not effective for determining price from year to year.

That maple syrup prices rise faster than prices of other agricultural commodities may seem like good news to the maple syrup producer until he



realizes that maple syrup consumption has been systematically decreasing because of the availability of imperfect, but cheaper, substitutes (fig. 2).

It may thus be worthwhile to understand why maple syrup real prices have shown this increase. It is our opinion that the essential reason lies in the costs of production and more precisely in the stagnation of productivity per man-hour in maple syrup production. The technology involved in the production of maple syrup has not developed as rapidly as the technology in other industries, including farming. As a result, the worth of one hour of labor in industries in terms of the output produced has gone up considerably while the value of one man-hour of labor in the production of maple syrup has increased at a much smaller rate. A farmer or a wage earner must earn as much in the production of maple syrup as in any other activity which he could engage in if he is to economically justify the production of maple syrup. But, since the amount of maple syrup he can produce in one hour of work

has not risen at a rate comparable to production in the economy as a whole, necessarily the price of maple syrup has to go up to pay for the increasing cost of labor.² Unfortunately, consumers are willing to pay a higher price for maple syrup only up to a certain point. Beyond this point they will switch to substitutes, as they have done in the past. Unless the maple syrup industry is able to break the long term increase in the price of its product, which means unless it is able to develop methods to increase labor productivity, it is bound to see its market constantly shrink, perhaps disappear, or at best stagnate as a luxury product market of small economic importance.

¹ *Maple Products*, Crop Reporting Board, Statistical Reporting Service, USDA Stat. Bull. 313, 1962.

² Readers interested in the development of a similar argument in the context of the lumber industry are referred to: Zaremba, Joseph: *The Trend of Lumber Prices*, *Journal of Forestry* 56(3): 179-181.



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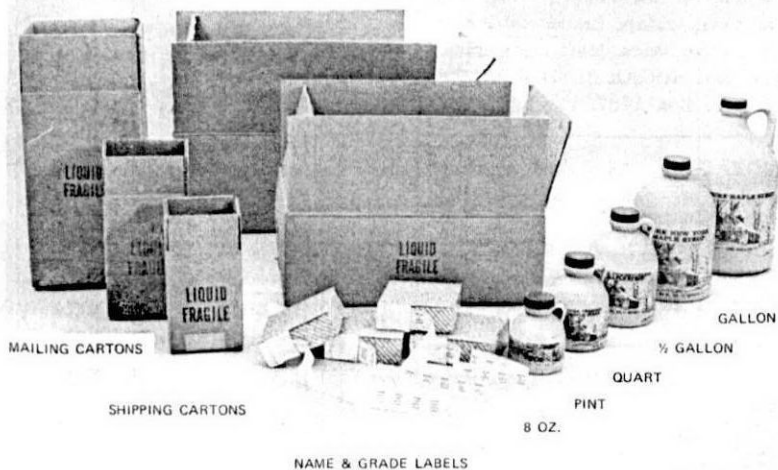
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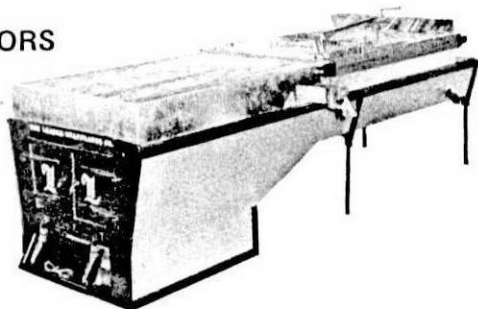
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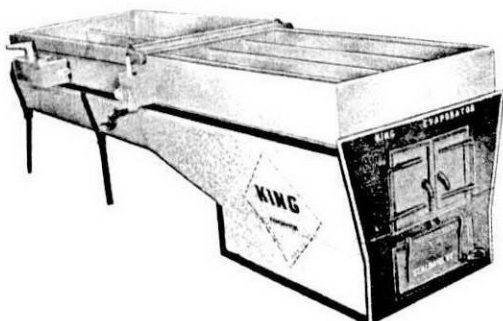
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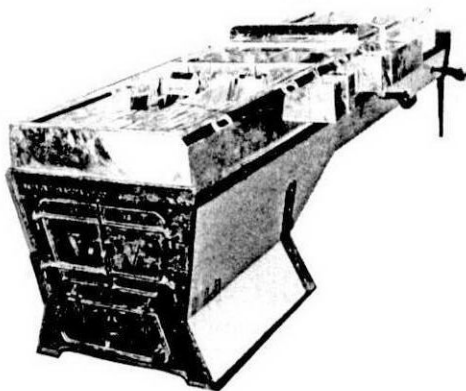
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