

# NATIONAL MAPLE SYRUP DIGEST NATIONAL



Vol 17, No. 1

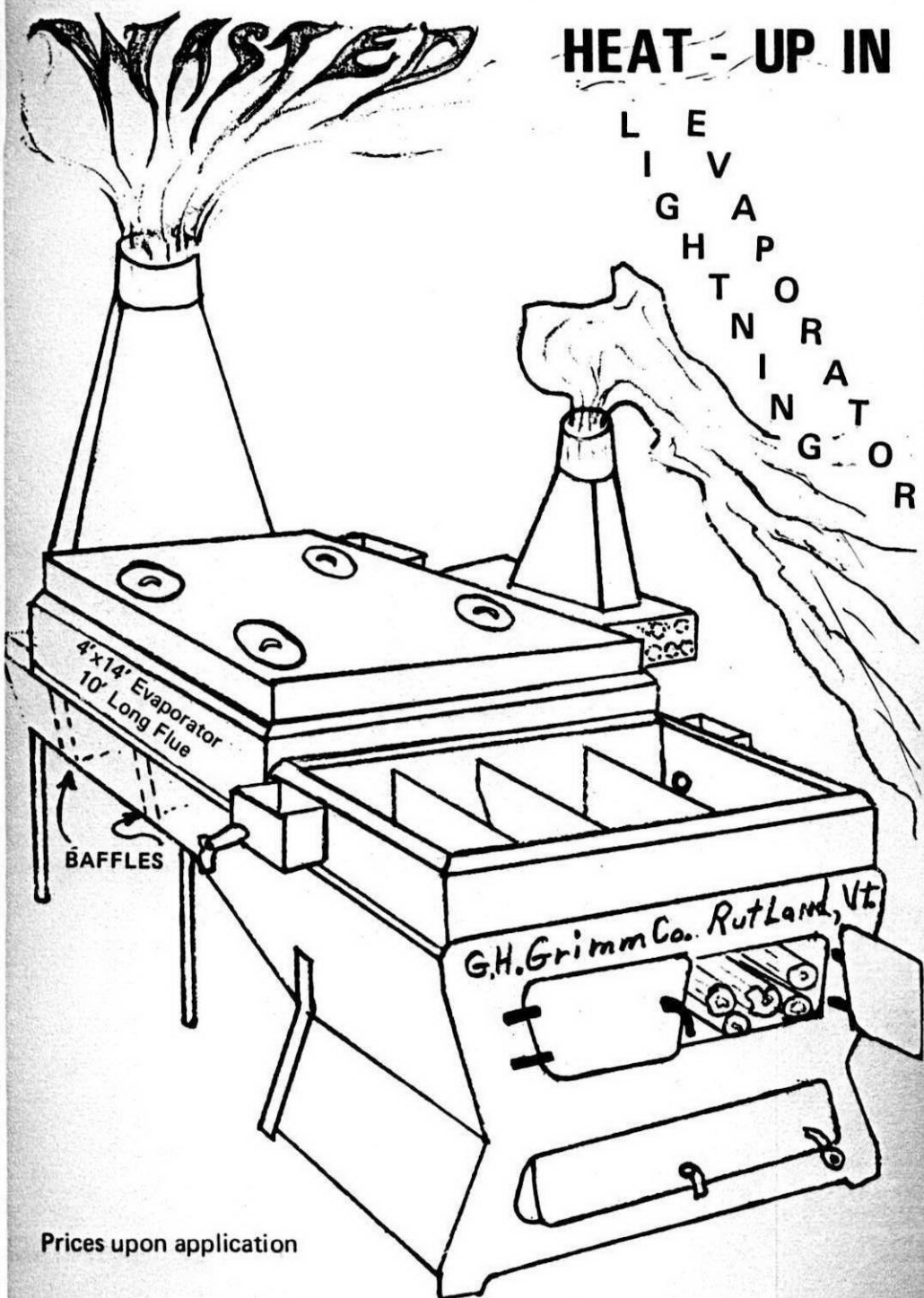
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# Editorial

I think I better make the editorial short and sweet this time because we've got so many good articles there won't be enough room. I'd rather not write one at all but this time I have to. It's like cleaning out the chicken house or putting up the storm windows — you hate to do it but it's gotta be done.

This is the time of year I have to ask you to help the Digest stay alive, and some how or other I've got to do a better job this year than last. Last year I must have fouled up somewhere because we went in the hole more than we ever have!

Our expenses were up a little from the year before but so were our receipts from advertising. What went down was the contributions and that would have to be my fault because I didn't ask hard enough. Maybe it was because the year before we broke even and I told you the Digest was in pretty good shape. Never should have done it, but either way, I'll have to take the blame.

Anyway, the North American Maple Syrup Council has advanced enough to keep us going temporarily. The state associations will each be billed for their share of the deficit which isn't fair because most of them have already paid for their members but that's another story. Right now it's up to you folks who don't belong to an association, and some who do but still want to help, to use the return envelope in the center of this issue and help bail me out. I still think this subscription business can be run on a voluntary basis but it's up to you.

So, if you can scrape up \$2.00 for a

year or \$5.00 for three years or whatever you can afford to invest in the future of the maple industry and the Maple Syrup Digest's bank account — Please — do it now.

By the way, while your at it, why not vote for your choices for the Hall of Fame, See American Maple Museum article in this issue for information. Also, to our Canadian readers, please remember we are charged 50 cents for every Canadian check or money order plus the exchange rate which is now 10%.



R. R. 1.

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# SAP PRICES

Each year, in the February issue, we publish a chart of the sap prices paid by one New York Producer for the past two years and the proposed price to be paid in the coming season along with the respective retail and wholesale price of syrup in consumer packages.

Please remember, this chart is published to be used only as a guide and the Digest in no way intends that it should dictate the price paid for sap by any producer.

Year	1976-77	1978
Retail	14.00	15.00
Wholesale	10.60	11.40
Sap Brix	per gal.	per gal.
1.5	.028	.028
1.6	.039	.041
1.7	.050	.054
1.8	.061	.065
1.9	.071	.076
2.0	.08	.085
2.1	.088	.093
2.2	.095	.101
2.3	.102	.108
2.4	.108	.114
2.5	.114	.121
2.6	.120	.128
2.7	.126	.135
2.8	.132	.141
2.9	.138	.147
3.0	.144	.153
3.1	.150	.159
3.2	.156	.165
3.3	.162	.171
3.4	.168	.177
3.5	.174	.183
3.6	.180	.189
3.7	.185	.195
3.8	.191	.201
3.9	.196	.207
4.0	.202	.212

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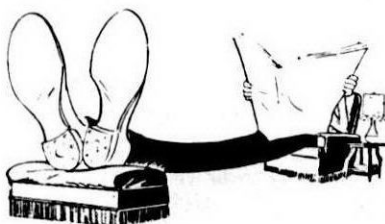
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# BOB LAMB'S CORNER



It seems only yesterday we started experimenting with maple tubing, along with some of the innovators of the maple industry. The main thing we can't figure out is: where has all the time gone.

Through the years we have followed an old fashioned method of selling. We do not feel people should buy tubing until they are ready to work with it. We also believe our convictions are more important than dollars.

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This year our 5/16" tubing is much heavier than ever before. It will resist stretching and getting shorter each time the slack is taken up, and perform even better on vacuum. And we are sticking to our present colors because we have tried all the others, for all characteristics including rodent damage.

We can't help but be somewhat amused when competition comes up

over night with the greatest inventions since the wheel, then completely change their products each year. Their last years stuff must have been awful.

We believe only in results based on years of experience, not hypothetical tests. Every one of them so far have been problems we worked out in the past and discarded. It sure beats all how everyone copies all our stuff, changing it just enough to get around patent rights. Our stuff must be pretty good after all.

I guess the general lesson an old guy like me learns through life is this: There's a lot of wind there ain't no rain in, but you can't raise no corn on just wind. Each year us old guys know less and less and it's hard for me to figure out how I got this far through life being no smarter than I am.

I reckon it's been tough but it's also been fun, so I'll just hang around to see what's going to happen next. In the meantime, in case you want to try using some tubing this year, please see the back page of this Digest.

*Bob Lamb*

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## FROM THE CHAIRMAN

It's now confirmed that the next annual meeting of the North American Maple Syrup Council will be held at Peak n' Peak Recreation Inc., in western New York near the Pennsylvania border. It is located south of Findley Lake, about midway between Jamestown and Erie, Pa.

The date is the week of October 15th with the Council meeting held on the 16th, 17th, and 18th if needed. The I.M.S.I. annual meeting may be held later that week at the same place so that those who want to attend both meetings can save time and travel.

The proposed change in U.S.D.A. grading rules have created some confusion in the maple producing areas. I would like to try to clear it up to some extent.

In the first place, all foods must be graded with the letters A, B, and C with A denoting the top grade. Using the term fancy or AA for the top grade and A for the next best grade will not

be allowed. This has been mandated by the Consumer Protection Agency.

In 1975 at Blackwater, Falls, W. Va. the N.A.M.S.C. tried to come up with a grade terminology that would be acceptable to all states. In 1977, at Portland, Me., the Council again tried to resolve some more recent developments. This was followed by a special meeting of the Council delegates in Buffalo in late October where we finally came up with the following proposal for table grade maple syrup:

The grade that used to be called Fancy, AA or Light Amber Table Grade will now be called Grade A Light Amber. What used to be Grade A or Medium Amber Table Grade will now be Grade A Medium Amber, and what used to be Grade B or Dark Amber Table Grade will now be Grade A Dark Amber. Remember, these three grades have to come up to the same quality requirements as before with no off flavors, etc. This should have no affect on the sale of the first two grades and should increase the sale of Grade B syrup when it is called Grade A Dark

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Amber since the customer will not be offended by having to ask for Grade B when Dark Amber is what he wants. The producers will also be benefitted. With this terminology, Grade A Dark Amber will demand and should receive as high a price as the first two grades. This has been proven for several years by many producers who have been selling under the grade names Light Amber, Medium Amber and Dark Amber. Look at it this way: is dark Karo syrup called Grade B, and can you buy it for less money? Of course not.

As for the other grades: any maple syrup that does not qualify for one of these three grades will be called Grade C or Unclassified. These are strictly commercial grades that never have been and should not now be sold as table grade pure maple syrup. Now I can't see why we can't live with these rules as the rest of the grading law remains practically the same.

One more comment for this issue: pricing retail syrup on the farm or retail outlet. Years ago it was a rule of thumb that the price of one gallon of pure maple syrup should equal 8 or 10 man hours or a days labor. As long as this held true we had good production, many times what we have now. For example: labor 10 cents an hour, syrup 80 cents to one dollar a gallon. At 20 to 25 cents an hour syrup sold for two dollars a gallon. At 40 cents an hour it was four dollars a gallon. I think right about here is where we lost the formula because labor is three dollars an hour or more, but syrup isn't selling for \$30.00 a gallon. I'll bet we could get this price if we all asked it, and we would be able to produce enough for the market, too. Think about it.

Gordon Brookman

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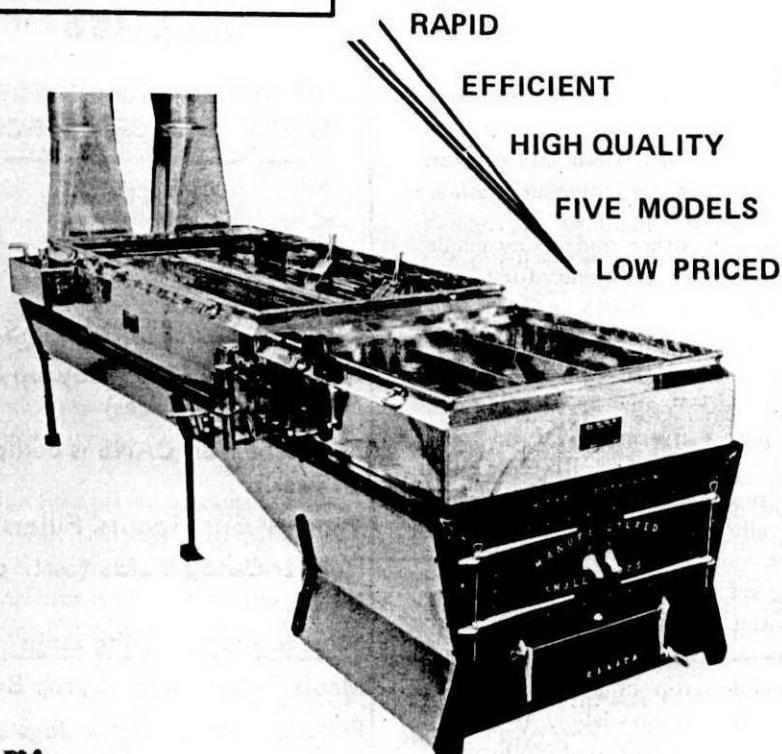
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# LETTERS:

Ever since hearing USDA'S proposed new maple grades that appeared in the Federal Register last spring, Vermont Maple Producers have been somewhat disturbed.

Certain packer interest within Vermont have been even more disturbed. These particular packer interests have gone to some length to convince Vermont Producers that the proposed new Federal grading could be detrimental to out of state sales by Vermont producers.

The truth would seem to be that under the new Federal proposal Vt. producers could suffer some marginal sales loss in wholesaling Vermont grade "B" outside of Vermont. At the same time it could be a considerable boon for sales of Vermont grade fancy out of state. Thus it would appear the

Vermont producer had more to gain than to loose in the new USDA broad base grade A catagories.

CERTAIN Vermont packers see it differently. The use of the proposed new grades in other maple states could force them to pay higher bulk prices for so called grade B which they currently buy outside Vermont. This situation might even force them to buy more of higher priced bulk "B" from Vermont producers.

So, "I say beware" fellow Vermont maple producers of the "packer wolfs" who appeals to you as a lamb. Be not led too far into the wood by a lot of packer mombo — jombo sweet talk. What might benefit certain Vermont packers will not necessarily benefit you the producer.

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# IMSI NEWS



Mr. T. Johnson outlines the major contribution of Dr. C. O. Willits to the maple industry. Dr. Willits was awarded a book entitled "Between Friends" and was appointed life long member of the IMSI.

Over 400 maple producers, packers, equipment suppliers and other resource people interested in the development of the pure maple syrup industry attended the 1977 general meeting of the IMSI in Arthabaska, Quebec, on Oct. 21 and 22.

This 1977 general meeting put primary emphasis on the expansion of production in order to supply the growing demand for maple syrup across North America and abroad.

In its annual report, the executive manager reported that marketing activities had to be curtailed to one third of the original budget since the industry was heading to a severe shortage of syrup in 1977. Mr. Tardif indicated that the promotion of the maple syrup symbol will be continued in 1978 as it is growing acceptance by producers and consumers as an identification of authentic pure maple syrup products.

A major part of the meeting was devoted to presentations of practical experiences of maple syrup production by speakers such as Messrs J. M. Laliberte, M. Berliner, A. Breault, D. Marvin, A. Gagnon, K. Bascom, I.P.L., S. Selby, H. Tyler, M. Bosse and

A. Reynolds. These presentations were followed by personal visits to sugar bushes in what Mr. Bob Lamb considered to be the largest maple tour of the maple history.

The executive committee has reviewed the research results to date namely in the area of quality control of pure maple syrup products. Mr. E. Smith of the Canadian Department of Agriculture informed the audience of the advantages of the new grading legislation in effect in Canada since April 1977 and Mr. S. Ingram of USDA reported that the new grading legislation could be in effect by April 1978 in the United States therefore enabling U. S. maple producers to market more easily their syrup presently called Grade B.

Mr. W. Clark from Vermont was elected President of the IMSI for the fiscal year 1978 and Mr. Allan Austin of Montreal was elected first Vice-President. Messrs. G. Croteau, A. Reynolds and D. B. Green were re-appointed on the 7 members executive committee of the IMSI.

The Department of the Secretary of

# New Maple Association

The first meeting of The Maple Syrup Producers Association of Connecticut, was held November 6, 1977, at the Grange Hall in West Simsbury, Conn. Mr. Robert Coombs, Jacksonville, Vt. and Mr. Russell Davenport, Shelburne Falls, Mass., were among our guest speakers. Mr. Coombs is a Director of Vermont Maple Sugar Makers Association and Mr. Davenport is the President of the Massachusetts Maple Producers Association. They spoke to approximately 140 producers and their families, gathered here from all over Connecticut.

There are an estimated 200 syrup producers in Connecticut, most being small operations. The estimated amount of syrup produced is 9000 gallons, which represents about 36,000 taps. There is an excellent market for maple products in the State, with the majority of syrup being sold retail at the sugarhouse. There is a growing, rather than declining, interest in maple syrup production in Connecticut.

## IMSI News cont.

State, Government of Canada, has granted financial assistance towards the provision of interpretation services for the full session.

For further information please contact:

Mr. Claude Tardif  
Executive Manager  
P. O. Box 220

Montreal, Canada H3Z 2T2

Tel: (514) 486-8895



Left to right: Hugh Brown -Vice-Pres., Constance Girard-Clerk, Michael Girard President.

The North American Maple Syrup Council, at its October 19, 1977 meeting, in Portland, Maine, recognized and invited the Maple Syrup Producers Association of Connecticut to join the Council. The Association has accepted the invitation and is looking forward to participating at future Council meetings.

Elected as Officers and Directors for the coming year were; Michael A. Girard, Simsbury, President; Hugh Brown, North Canton, Vice President; Constance Girard, Simsbury, Clerk; Lee Grant, Brooklyn and James Matthews, East Haddam, Directors for the area East of the Connecticut River; Darrell Russ, Norfolk and Elmer Kress, Oxford, Directors for the area West of the Connecticut River.

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# AMERICAN MAPLE MUSEUM

by  
Hugh E. Worden

The American Maple Museum, Beaver Falls, N. Y., will hold it's 1978 season opening on Saturday, May 20. The opening program will begin at 11:00 A. M. with the induction of members into the Museum's Hall of Fame. At noon the museum will be open and a pancake dinner will be served until 3:00 P. M. The gift shop will be open all day. We would like to take this opportunity to invite each of you to attend this years opening.

The museum will be open every day except Tuesdays and Wednesdays from 10:00 A. M. to 4:00 P. M., and on Sundays from 1:00 P. M. until 4:00 P. M. We are still looking for items for the Museum. We hope everyone will look to see if they have anything to contribute to our collection.

The directors of the American Maple Museum would like to invite every maple producer to vote for their choice of candidates for induction into the Hall of Fame. We will induct two people into the Hall of Fame this year so each maple producer should select two names. Please write clearly your choices and give a brief history of them including their contributions to the maple industry. They may be living or deceased. The two who receive the most votes will be inducted into the Hall of Fame on opening day.

Please take a few minutes and send in your choices right away. All votes must be received before March 14, 1978. Send them to: American Maple Museum, Box 47, Beaver Falls, N. Y. 13305.

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# Maple Tree Improvement

by  
F. M. Laing, Botany Dept.  
Proctor Maple Research Farm

The Vermont Maple Industry Council appointed a committee to see what can be done about improving sap yields from sugar maple trees. The Council wanted to follow the increases made possible by new sap collection techniques such as tubing and vacuum pumps.

The committee includes representatives from the Extension Service, the Vermont Dept. of Forests & Parks, the USDA Forest Service, The Aiken Sugar Maple Laboratory, and myself from the Proctor Maple Research Farm. The committee decided to take three steps:

- (1) Create a slide show on testing and selecting sweeter trees from existing or new maple stands; this is nearly completed.
- (2) Try to obtain enough refractometers in each county in Vermont so they will be available for producers to use.
- (3) Establish a greenhouse to propagate cuttings from superior trees. These trees will be available, at cost, to maple producers. The greenhouse is being erected at the Vt. Dept. of Forests & Parks nursery in Essex Junction, Vermont. The first cuttings were taken this past June in an attempt to work out the best procedures.

The research work on propagating sugar maples, which is the basis for our efforts, has been done at the Aiken Sugar Maple Lab. by Harry Yawney's group. They have determined how to root cuttings and overwinter them with good chances for survival.

Cuttings from some trees root quite

well while cuttings from other trees are difficult to root, which means some trial and error at the start. However, those cuttings that have rooted can be treated with hormones to delay dormancy. They are also grown under extended daylight periods both in the first and second years. This can lead to the production of 6 ft. whips in that time period.

The 6 ft. growth is important not only for the accelerated growth but also it raises the tree crown above deer browsing damage when planted out of the greenhouse.

We cannot say, as of now, that all of the cuttings will produce sweeter trees. But we can expect to increase the percent of sweet trees by testing the whips for sap sweetness to determine which are the new best clones to propagate.

We can also expect that accelerated growth and transplant and management techniques can bring these trees to tappable size in a relatively short time: 20 to 30 years. This compares to a possible 40 to 80 years for wild trees.

Remember two things about sweeter trees: 1) with trees of average 2.5% sugar, we need 34 gallons of sap to make a gallon of syrup; if we can increase that sap sweetness to just 3.5% we need only about 25 gallons of sap; and 2) we expect sweeter trees to also produce more sap.<sup>1</sup>

1. Marvin, J. W. Mariafranca Morselli, and F. M. Laing, 1967, A correlation between sugar concentration and volume yields in sugar maple - an 18 year study. *Forest Sci.* 13(4):346-351.



# The Great Maple Syrup Crisis

From  
Vermont Business World

Some of you may not remember the great Maple Syrup Crisis of 1984. It came just after Quebec seperated from Canada. Shipments of syrup from Quebec to the States were temporarily disrupted while the new country of New France replaced the major highways which were given back to the Canadian Federal Government as part of the divorce settlement. With Quebec syrup cut off, the remaining American supply was insufficient to meet demand. Prices rose. Long lines appeared at the supermarkets. The crisis was on.

President Carter assigned responsibility for dealing with the crisis to the Energy Department. Thousands of bureaucrats swung into action. Special editions of the Federal Register had to be scheduled to print all the new regulations.

Keystone of the President's program was the elimination of spongy pancakes. "Once these syrup guzzlers are eliminated from America's breakfast table," the President said, "the situation will be less sticky."

The Senate wanted an outright ban on the sale of spongy syrup guzzlers. The House of Representatives wanted an escalating tax based on average syrup consumption per cubic centimeter. The Butter Lobby joined hands with the Margarine Lobby to oppose both measures. They feared that less absorbent pancakes would use less "spread."

Senator Alamo, from Texas, made a heartrending speech. "My constituents are being robbed," he said. "The poor people of Texas are paying \$35

per gallon for syrup that sells in Vermont for only \$20. This great burden should be shared equally by all Americans."

He proposed that syrup sales in Vermont be taxed \$7.50 per gallon, bringing the price up to \$27.50. He further proposed that the \$7.50 tax paid by Vermonters be rebated to Texans, bringing their price per gallon down to \$27.50. That way everybody would pay the same price.

"Equality made this country great," the Senator said. "Those woodchucks driving around their maple farms in Cadillacs. They throw syrup on the snow in total disregard of the needs of their fellow Americans. They refuse to tap their trees more than one month a year."

In response to this accusation the Syrup and Sweenener Agency ((SASA for short), ordered each maple producer with more than five taps to file a 700 page form on each day that sap was not flowing. "No excuse will be accepted," SASA said. "That sap is going to flow 365 days a year or we'll know the reason why."

Senator Green from Vermont responded in defense of his constituents "Why don't you plant your own Maple trees down in Texas," he said.

"The environmental impact would be unbearable," Senator Alamo responded. "In the summer we wouldn't be able to see the oil rigs. In the fall there would be leaves all over the desert. And worst of all would be winter. Ralph Nader has proven that



# Women's Page

Editor, Mary Lou Sipple



Dear Mrs. Sipple:

As a wife of a producer of maple syrup . . . I would like to share with the readers of the Maple Digest two of my favorite recipes using maple syrup.

## Maple Coffee Cake

Soften . . . 2 pkg. yeast in  $\frac{1}{2}$  cup warm water.

Combine . . .  $\frac{1}{2}$  cup shortening  
6 tblsp. sugar  
3 tsp. salt  
1 cup scalded milk

Stir in . . . 4 eggs and softened yeast. Gradually add . . .  $6\frac{1}{2}$  - 7 cups flour. Beat well after each addition. Knead. Cover and let rise.

Divide into 6 parts. Roll each into a rectangle approximately 8 x 12. Spread with maple filling. Roll up and place in pan ( I use aluminum pie tins as I make these to sell at our sugar bush). Cut slits in top of roll. Let rise and bake at 350° for approximately 20 minutes.

## Maple Crisis cont.

maple trees cause snow."

Any resemblance between the Maple Syrup Crisis and any other crisis real or alleged, is purely by Tom Evslin.

## Maple Filling . . . Cream

$\frac{1}{2}$  cup soft butter  
1 cup (packed ) brown sugar  
 $\frac{2}{3}$  cup white sugar  
 $\frac{1}{2}$  cup maple syrup  
4 tblsp. flour  
1 tsp. cinnamon  
1 tsp. maple flavoring  
 $\frac{1}{2}$  cup chopped pecans

## Maple Squash

3 lb. squash, baked  
3 tblsp. butter  
 $\frac{1}{3}$  cup maple syrup  
 $\frac{1}{2}$  tsp. salt

Scoop out pulp - add butter, syrup and salt. Beat well. Put into casserole and bake covered at 350° for 40-45 minutes.

Sincerely,

Shirley Stockwell

S & S Sugar Bush

Ellsworth, Wisconsin 54011

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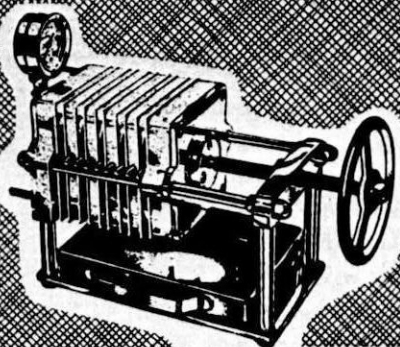
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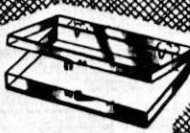


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# Pennsylvania Maple Tour

Seventy three persons took part in the 1977 Pennsylvania Maple tour hosted by the Northwestern Pa. Maple Assoc. Sept. 30 to Oct 1. Persons from Canada, New York and Ohio, as well as Pennsylvania registered the first morning for the tour which was headquartered at Riverside Inn, in Cambridge Springs.

Activities conducted Friday included a tour of Western Game Farm near Cambridge Springs, Troy Firth's sugar house in Spartansburg, Drakes Well and Museum in Titusville, a banquet, slide presentation and musical entertainment at Riverside Inn.

On Saturday, the group increased to about 100 persons and toured the

Corry area including the Pennsylvania Fish Commissions Trout Hatchery and the Thompson Maple Products operation. A tour of Murray Raymond's sugar house had to be cancelled because of poor weather conditions.

The visitors left for home after a pancake and maple syrup lunch at the Riverside Inn.

Mrs. Eugene Running  
Cambridge, Springs, Pa.

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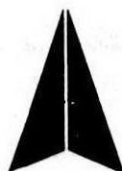
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PER SET (1 spout, 1 tee, 1 plug) : \$.23 per set

NOTE: NEW: spout/tee plugs will not blow out @ 70 PSI.

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# Vermont Maplerama

Donald McFeeters  
St. Albans, Vt.

---

Some 250 sugarmakers attended the 12th Vermont Maplerama. This year's event was dedicated to Alan Kittell, one of Vermont's "Sugar Maker of the Year", in recognition of his 50 years of service to the Maple Industry.

The first stop was Marcel Laroche's who have 1,350 taps, 900 buckets and 450 taps on a gravity-flow pipeline. They gather the buckets first, and let the pipeline flow into two storage tanks.

Cecile and Marcel are active members in the Franklin County Maple Producers Co-op and directors of the Franklin County Maple Festival Committee.

The tour then traveled a few miles to Drum Hill Maples where everyone had lunch with Jean-Marie and Pauline Laroche, the first sugar makers in Franklin County to fire their arch with oil-sprayed wood. "Our rig," said Jean "came from Valcourt, Quebec, and we might possibly be the only ones in the state with this type evaporator. We feel the wood and oil combination makes a steadier fire."

Jean keeps his maple orchards cleaned out and replenishes the supply of wood for the next year's boiling. With the help of Ray Foulds, they are testing trees in a small area for sugar content. Trees with low sugar content are culled.

Pauline was crowned Mrs. Maple in 1973 at the annual Maple Festival bake-off. In 1976 she won a festival award

for maple cream and Jean won the award for his sugarhouse-shaped hard sugar.

Jean has been a member of the Vermont Maple Festival Board of Directors since 1967. For the past two years he served as festival chairman.

The next stop was the \$9,600,000 Georgia Whey Plant. Its purpose is to solve the pollution problem that whey was creating in the fields, streams and lakes of the state. It will be subleased by Cabot Cooperative Cheese Co., of Cabot; Lucille Farm Products, Inc., of Swanton; International Cheese Corp., of Hinesburg, and the Wells River Cheese Co., of Wells River. The process is to reduce fluid whey to a dry whey powder which is an edible product used basically to replace skim milk powder. It has a high lactose content.

Visit to Leader Evaporator of St. Albans followed. The Company was established in 1888 in Enosburg Falls by William E. Burt. He remained its head for 68 years.

During its 89 years, the company has seen a couple of moves and has purchased several other companies. In introducing the first flue type evaporator to the industry in 1888, the basic design has remained the same.

On Saturday, everyone has an opportunity to visit with William (Bill) Mitchell. He is a machinist and works with his father, Herbert, proprietor of the Foundry Machine Shop in St. Albans.

"I just like the idea of sugaring," Bill said. "I am fascinated by the old-



time methods of doing things and am challenged to devise a way to eliminate manpower and get the job done better and cheaper.

In his 80-acre sugar bush one will see his vacuum pumps and tubing system. He had 7,200 taps this year. The system works on gravity and they use the vacuum system to compensate for any mistakes.

He has five pumps hooked up by means of a manifold. He can run any or all pumps at one time—all the vacuum is hooked to all the trees. He has two evaporators, 6 feet x 16 and 6 x 10. He and one helper fire with wood and use smaller pan as a pre-heater. All finishing is done on the front pan of the large evaporator.

The tour then wound down to Alan Kittell's in Sheldon.

For more than 170 years, generations of the Kittell family have sugared on Kittell Hill. Here one can see the results of culling 50 acres of sugar maples for 50 years.

The sugar content since culling is averaging 3½ to 4 percent. Alan retired from dairy farming in 1966 but wanted to sugar for 50 years in the same woods a goal he reached a year ago.

He, his wife, Sally and his brother, Fay, are still making syrup.

In 1964 they replaced the old sugar house. Their rig is a Leader Evaporator Special. It is 16 feet x 6 and is divided 10 x 6 instead of the usual 8 x 8. All firing is done with hard wood culled from the bush.

Right next door is Art Toof, Jr. a maple syrup producer since 1948. Five years ago, he purchased the 4 acre sugar woods at the top of Growe Hill.

The woods always had been culled so now it is just a matter of managing. We made 24 drums last spring plus five or six gallons for family use.

In their new sugar bush they hang buckets exclusively; gather all the sap with horses, and use two sap suckers to pump from the buckets to the gathering tank.

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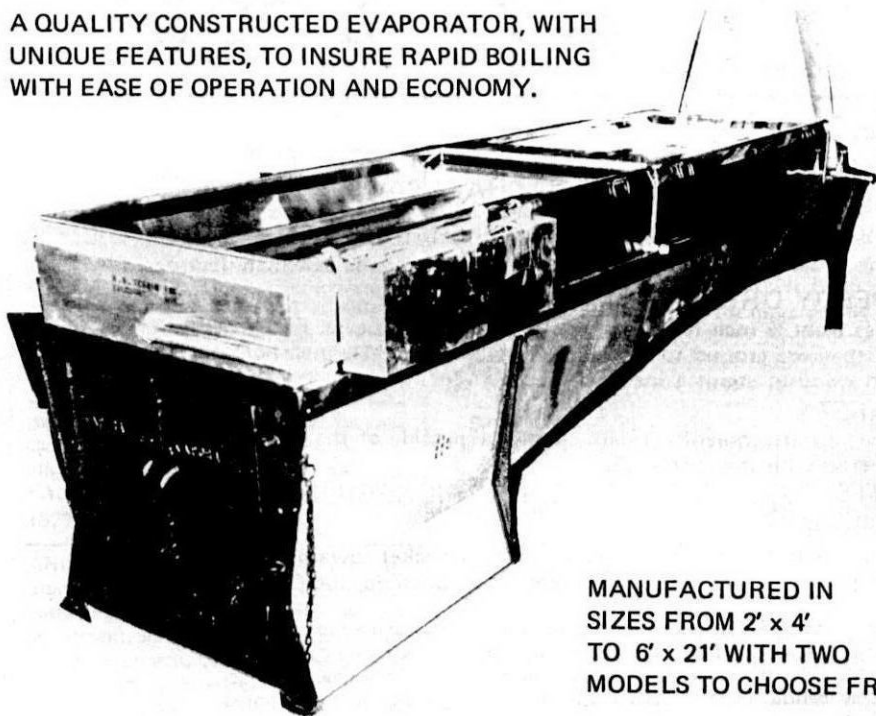
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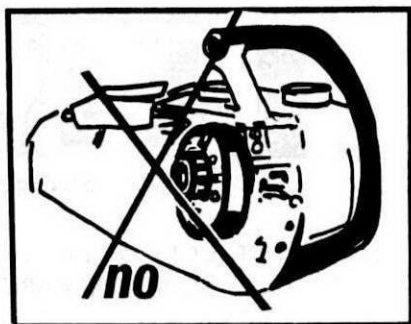
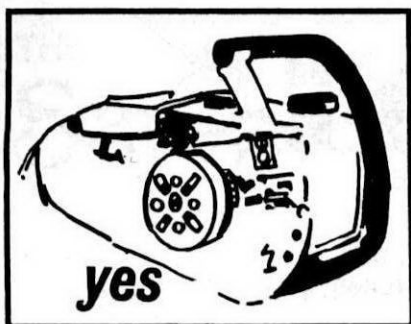
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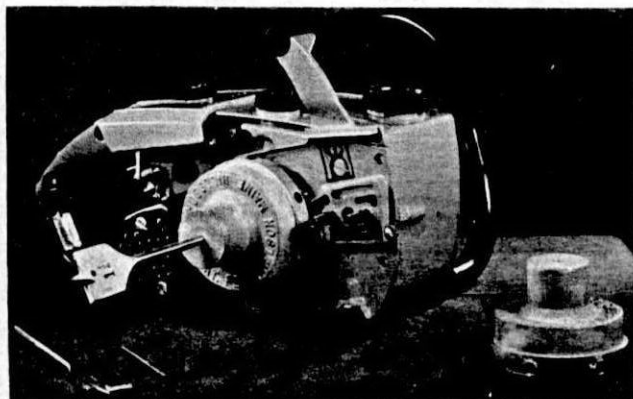
### **\*SAFETY**

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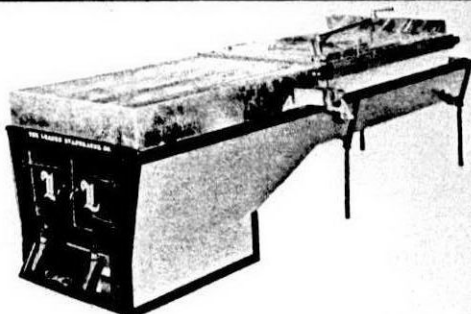
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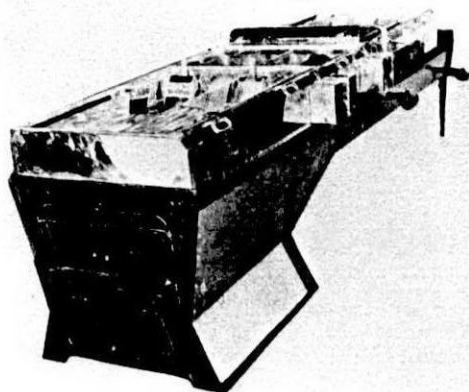
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## **LAMB TUBING – FOR THE LONG PULL**

1. 20 years of constant improvement, sold and serviced by trained agents.
2. Spouts contain plenty of material to stand driving and pulling through the years.
3. Short fittings to cut down friction.
4. Tubing made special to resist stretching and becoming smaller each time the slack is taken up. Holds on fittings better on aerial lines and withstands vacuum. Improved again for '78
5. Now we have a new main line that is suppose to last as long as black pipe when left outdoors the year around.
6. All changes are tested for years before marketing.
7. We definitely do not obsolete our system. All changes go on and add to materials already in the field.
8. We have over 100 special items for our system.
9. We are not high pressure people with a new story and product each year. We are only interested in your success.

**R. M. LAMB, Bernhard's Bay, New York 13028**

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# **R. M. LAMB**