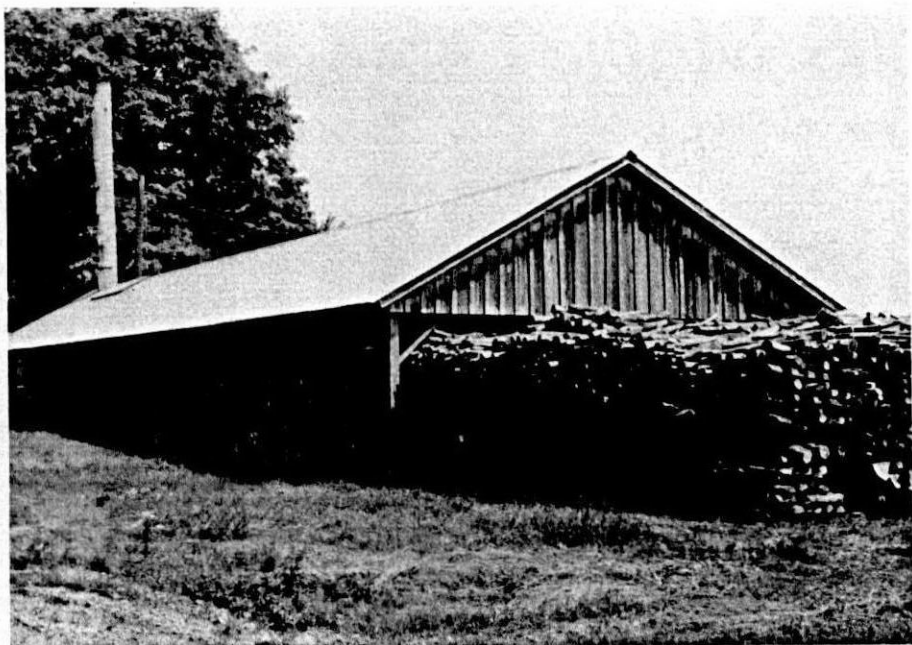


# MAPLE SYRUP DIGEST



VOL. 3A, NO. 1

MAILED BY 2-1-91

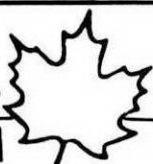
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# MAPLE SYRUP DIGEST

Official publication of the  
NORTH AMERICAN  
MAPLE SYRUP COUNCIL

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**COVER PICTURE:** Douglas Webb's sugar-  
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## EDITORIAL

Sugar season is fast approaching. Even with the large surplus in Quebec, we are all hoping for a good season. The retail price of syrup is starting to drop. A lot of small producers seem to think the large surplus has nothing to do with them. Well . . . think again! The surplus affects all of us.

This is the issue for you to look at the expiration date on your label. It is to the right of your name. If your subscription is not covered by association dues and the expiration date on your label is 2/90 — this is the last issue you

will receive. You have been getting the Digest for a year past your expiration date. If your expiration date is 2/91 — its time for your renewal. We do our best to keep the expiration dates current but mistakes do happen. If you believe yours is wrong, please let me know immediately.

A "thank you" to all the people who contributed material to this issue, and profitable sugaring to us all!

Editor



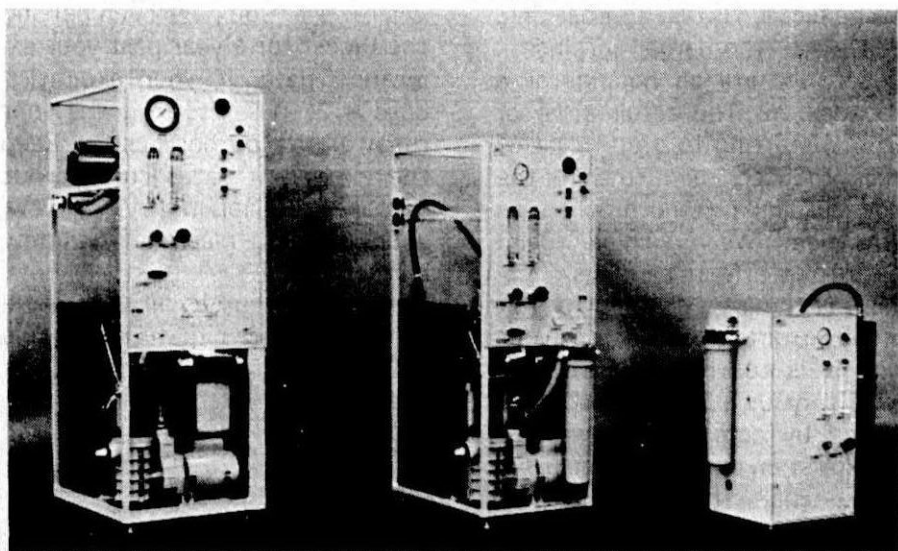
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## GREETINGS FROM THE PRESIDENT



Well, here it is 1991 already and just about sugaring time again. Most of us expect, of course, this will be the proverbial "Good Year" we've been looking for. While we can certainly find some doom and gloom out there with still larger surpluses in Canada, a slowing economy and rising fuel prices, I would like to think with good planning and careful attention, there could also be some silver linings as well.

One thing we need to be aware of is the growing trend to and demand for "organically" produced foods, including maple. While most of us feel good with the thought that maple is just about the purest food on earth, there are those at this moment writing their own rules, as to what they deem should be an organic maple product.

As an industry we should be aware of, and concerned about, how this may develop. At first thought it sounds like a great new selling tool. However, the programing needs to be very carefully done. The worst a poor or hasty organic certification program could bring is a situation of a maple industry with two kinds of maple syrup. *Good syrup and bad syrup.*

In developing organic regulations it will be very important that they are carefully done and are factual in their content. That they are uniform, ideally at national levels, and

basically the same from state to state and province to province. Great care needs to be taken that what becomes "organic" is not exploited as has already been the case by some companies. A standard, realistic certification and monitoring program would be necessary. Its time has come, but it should come very carefully.

I have also been informed that some national consumer interest groups will be taking a closer look at our product over the next year.

The bottom line is — "*We say it's the best*" — Let's be sure it is; always aware of our customers concern for every food product they buy and the package that it is in.

Keep your eyes and ears open to public opinion. In the mean time have a good sugaring in 1991.

Sincerely,  
Bill Clark, President

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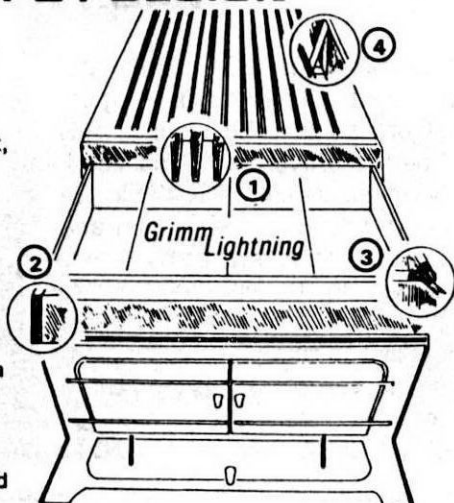
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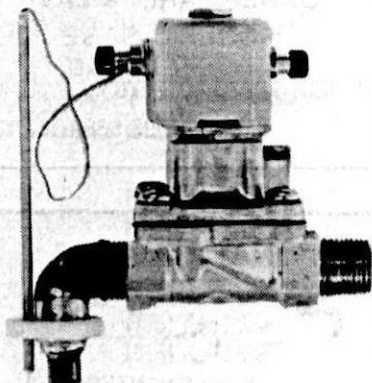


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## GUEST EDITORIAL

By Lloyd Sipple

There is a tremendous surplus of maple syrup in Canada at the present time. A Canadian government subsidy on the cost of some production equipment a few years ago greatly increased the number of taps, especially in Quebec. This and bumper crops the past three years are the main contributing factors. Now the Canadian government has started a "syrup bank." They're buying up the surplus and storing it to keep the price from falling below production costs. This sounds like the way the good old U.S.A. is miss-handling the milk, corn and small grain crops, to name just a few, in this country.

Maple syrup is probably the healthiest of any farm crop in the United States, mainly because there has never been any government intervention. There has never been any production quotas, subsidies or payments to not produce syrup. This is one of the reasons I like the maple industry.

The present surplus is all Canadian, but since a big percentage of Canadian Syrup is sold in the U.S., we'll be expected to help dispose of it. We've had surpluses before and always worked our way out of them. I think we'll lick this one, too, as long as the government stays out of it. Our producers will just have to start retailing syrup again instead of unloading it in drums. The days of high bulk prices are over.

New York State producers have a new grade to work with this year, if any syrup is made that will qualify. It will be called "Extra Dark for

Cooking." The color is darker than Dark Amber, same as the old U.S. Grade B, but it must have a good, characteristic maple flavor, be free of all off flavors (none of that "high acid" stuff that was so prevalent last year) and must qualify for density, clarity, etc., the same as the other three grades. Actually, it's the same grade of dark syrup that could be sold before in gallons but can now be sold in any size down to and including pints. Just be sure it is prominently labeled "Extra Dark for Cooking."

This should help move some of the dark syrup that only brought 70 cents a pound in the drum last year. This grade change has been in effect in Vermont since last January and I understand it is working very well.

The New York State Maple Producers Association has been working on this grade change with the Department of Agriculture and Markets for over 2 years. It was finally approved by the Commissioner this past October. It could never have been accomplished by a few individuals and shows why associations are so important.

Almost every maple syrup producing state has a maple producer association. All of them have about the same goals — to make things better for their members. Associations can handle most problems confronting the maple industry much better than individuals.

This is why it is so important for every maple producer, no matter how large or small, to join their local or state association.



# **YOUR AMERICAN MAPLE MUSEUM**

by Fred Schneider

October 7, saw the end of the 1990 summer season at the American Maple Museum. On that Sunday, well over 100 visitors toured the exhibits as part of the Lewis County Fall Foliage Drive-it-Yourself tour. Apple cider, doughnuts and coffee were available in the Museum dining room.

This was a busy season with visitors from Arizona to Virginia and from Canada, Germany, England and Australia stopping in to look at the displays. The gift shop had an outstanding year with the sale of maple products and souvenirs. The gift shop brings in enough money to pay a part time guide.

While this is The American Maple Museum and houses the Maple Hall of Fame, which recognizes the leaders of the North American maple industry, the New York State Maple Producers Association is the only one that contributes funds for its operation.

The County of Lewis provides a small annual contribution that is greatly appreciated, but it is through the efforts of the member volunteers that this edifice is able to continue to exist.

In the past, efforts have been made to encourage other state maple associations to do as New York does. That is, designate one dollar of their membership dues for the Museum. As past efforts have met with negative results I would like to suggest that this be considered again.

While we are not in danger of

having to close the doors, there are things that could be done if more funds were available. But we are not going to sit around and worry about it and plans for the winter are to paper and paint the dining room.

We are fortunate to have some volunteers who are retired and are very interested in the maple industry. These people spend a lot of their time and energy on the improvement projects as it is not financially possible to hire the work done. Without their efforts, your American Maple Museum would not be as interesting and well maintained as it is.

We missed Lloyd and Mary Lou Sipple at last Mays' reopening festivities and hope they will be able to join us in the spring. We all wish them a happy retirement. Their active participation in the maple industry will be missed.

---

## **SCHOHARIE COUNTY MAPLE FESTIVAL**

Jefferson, New York will once again play host to the 26th annual Schoharie County Maple Festival May 11th and 12th. The two-day event is full of attractions for the producer and non-producer alike. Highlights include equipment displays, products, crafts, pancake breakfasts, barbecues, horse-drawn wagon rides, bands, a parade and the crowning of the Schoharie County Maple Queen. Come join the fun! May 11th and 12th, rain or shine. For more information contact: Dawn Snyder (607) 652-7473.

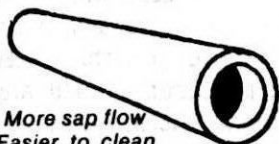
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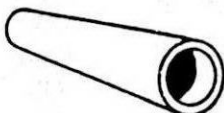
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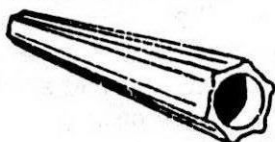
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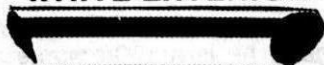


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# OHIO MAPLE PRODUCERS FALL TOUR

by Tom Hoffman

Sunny skies and 70 degree temperatures greeted the 103 people who met at Camp Lazarus, south of Delaware, for the 4th annual Fall Tour and Annual Banquet of the Ohio Maple Producer's Association. The weekend began Friday, November 2, with registration at Camp Lazarus, where equipment manufacturers had all their latest products on display.

In the afternoon, we were treated to a tour of the USDA Laboratories arranged tours showing the research being conducted in various areas including: Growth, Yield, and Value Development of Forest Types in the Northeastern United States; Effects of Atmospheric Deposition on Forests and Trees in the Eastern United States, including ozone, sulfur dioxide (acid rain) and aluminum; and Applications of Biotechnology in Forest Pest Management (gypsy moth and the fungi that cause Dutch elm disease, oak wilt, Verticillium wilt and chestnut blight).

Later that afternoon, Charles Adams, Ranger at Boy Scout Camp Lazarus, showed their facilities and explained their sugaring operation. Each spring they host a Maple Syrup Festival for educating the public on the history and present techniques of syrup production. During the weekends of the festival they will have several thousand people come through their camp. The program includes a Maple His-

tory Trail which shows the various methods used for gathering sap, from those used by the Indians, through metal buckets, to modern day tubing systems. The sap is boiled down on a 2½ x 8 wood fired evaporator which is set up in a new sugarhouse for easy viewing by the public.

That evening, the Annual Banquet was held in the Dining Hall at Camp Lazarus. Beautiful hard maple cutting boards in the shape of a maple tree were given out as favors to all attendees. After the steak dinner, we heard reports from Ture Johnson on the North American Maple Syrup Council, and Paul Richards on the International Maple Syrup Institute, which held their meetings in Batavia, New York in October.

The Director's reports followed, with a definite void being felt as Association President Gordon Feindel was unable to attend due to pending open heart surgery. We are glad to pass along the word to Gordon's many friends in the maple industry that, after triple bypass surgery, he is now at home recuperating and itching to make syrup this spring. Bill Brown's Treasurer's report showed the Association to be in sound fiscal shape and Secretary Les Ober reported that the Association's membership has grown to 195 in just four years.

Election of District Directors was held with David Fruth of Carey joining Gordon Feindel of Bascom and Paul Snavelly of Republic in District One. Bob Roemer of Oxford was re-elected and continues to represent District Two along with Joe Dill of Urbana. District Three

had no elections and will continue being represented by Bill Brown and Eric Dilts, both of Fredericktown. District Four finds Gail Rickey of Waverly being elected to serve with Peter Woyer of New Marshfield. Both Ture Johnson of Burton and Les Ober of Newbury were elected to join Hilton Farley of Middlefield and Paul Richards of Chardon in District Five.

With the business meeting out of the way, we were entertained by Dr. Ed Bowlus. Many farmers in the area have seen Dr. Bowlus perform magic when there has been a difficult delivery of a calf but his slight of hand and wit were a different form of magic and a fine way to end the evening.

Saturday morning began with a pancake and sausage breakfast, after which we boarded two buses for a tour of area sugaring operation. The first stop was at Bonhomie Acres, a dairy farm run by Bill Brown and his two sons, Dan and Kelly. They milk 96 Holstein and have a 2000 tap sugarbush which has been in continuous operation for over 100 years. They use buckets and tubing and boil on a 5 x 14 woodfired evaporator with a new piggy-back pan. This stop also included a trip to an area of the woods where thinning is being carried out. While enroute to the woods we went by an area that the Brown's have planted with "super-sweet" seedlings. These were developed at the Ohio Agricultural Experiment Station at Wooster. They will produce sap with over 4¾ sugar content when they reach tapping size. Randy Heiligmann, State Extension Specialist in For-

estry, School of Natural Resources, the Ohio State University, spoke on proper thinning methods and showed examples of what type of tree to remove and what to keep for optimum future use in sap production. He emphasized that we are apt to spend much time and money improving our methods for gathering and processing maple sap into syrup while neglecting proper management of the trees that produce that sap for us.

The next stop was Double D Farms, run by Eric and Glenn Dilts. In addition to grain and livestock, they have a 1200 tap sugarbush which is on tubing and buckets. Boiling is carried out on a 5 x 13 rig burning 12 GPH of new fuel oil and 5 GPH of used oil, which is basically a free source of fuel. In order to take care of any customers sweet tooth, they also produce honey and sorghum.

We then went to Wade's Farm where Fred produces vegetables and berries in addition to an 800 tap sugarbush. It won't be long until Fred has many more taps, as he has over 15 acres of young trees he transplanted from his woods. Many of these are now 12-15 feet high. Boiling is on a 4 x 12 wood fired evaporator.

Our final stop was not a maple operation at all, but a greenhouse on the farm of Dennis and Mary Ellen Hazen. They raise 800 tomato plants hydroponically. Dennis explained the unusual circumstances he must contend with while growing tomatoes year 'round without soil. It was a real sight to see these lush plants, many of which had grown to 18 feet in length.



## CONNECTICUT NEWS

by Paul M. Williams

The Maple Syrup Producers Association of Connecticut, Inc. (MSPAC, Inc.) held their 14th annual meeting, November 10th, 1990.

The morning session consisted of illustrated talks on Early Tapping, Fertilizing Maple Trees, & The Effects of Over Tapping and Tree Stress. The presentations were conducted by Sumner H. Williams, of The University of Vermont, Proctor Maple Research Center.

The afternoon session consisted of the Election of Officers and Directors for the 1990-1991 term.

A plaque and certificate of Life Membership were presented to Elmer and Mary Kress, and Elmer Sinclair. Also accorded Life Membership in the Maple Syrup Producers Association of Connecticut Inc. were Hugh Brown and Darrell Russ. Hugh was the association's first Vice President and provided type setting for the Drop In the Bucket Newsletter. Darrell served as President and a Western Region Director.

The Association would like to thank Darrell for his contribution as Field Editor to the Maple Syrup Digest.

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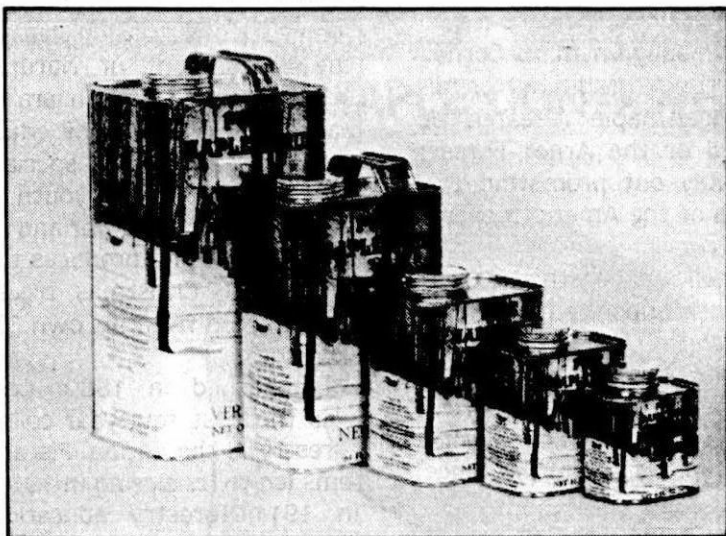
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## **CORNELL'S JOHN KELLEY, WEARS MANY HATS**

When John W. Kelley isn't teaching forest management to Cornell University undergraduates or directing sugar-maple research at Lake Placid or the Arnot Forest, he's probably out promoting the restoration of the American chestnut tree.

As Cornell Cooperative Extension's recently appointed New York state extension forester, Kelley adds one more hat to many worn in a long career dedicated to forest science. He replaces James Lassoie, who had held the position since 1976.

Targeting New York's 500,000 non-industrial, private owners of woodlands, Kelley's extension education program includes teaching them how to selectively thin a forest to improve the quality of the remaining trees, and when and how to harvest the mature trees in order to provide a continual yield of forest products.

Over 61 percent of New York State's land area is covered by forest, 94 percent of that privately owned. Forest cover was reduced to under 25 percent by 1900, after all the original forests had been cleared for settlement. The steady increase since then is the result of new growth after abandonment of agricultural lands.

Kelley, a professor in the Department of Natural Resources within Cornell's College of Agriculture and Life Sciences, is director of the Arnot Forest, Cornell's 4,000-acre

teaching and research area just south of Cayuga Lake. He is also director of the Uihlein Sugar Maple Research-Extension Field Station at Lake Placid.

From 1975 to 1985 he was the cooperative extension leader for the Department of Natural Resources, overseeing an era of expansion in all areas of education and outreach, with special emphasis on wildlife and youth education. He is also a hunter and a commercial pilot and produces timber, fuel wood, Christmas trees and maple syrup from his own 35-acre woodlot.

Established in 1889, Cornell's was the first four-year college of forestry in the nation. Fiscal problems led to its closing in 1903, but in 1911 forestry education re-emerged along with extension and outreach programs within a new Department of Forestry. Today four faculty members in the Natural Resources Department specialize in forest science and management, and the study of various aspects of forestry takes place in conjunction with other Cornell departments such as entomology, plant pathology and ecology and systematics.



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# BICENTENNIAL EVENTS PLANNED

By Ray Foulds

Since Vermont celebrates its Bicentennial as the 14th State during 1991 the various maple organizations are planning events which will commemorate this during the year. At a meeting of the Maple History Committee, a subcommittee of the Vermont Maple Industry Council, which met at UVM in Burlington on December 14, plans were begun to cooperate with the University in putting on a sugar-on-snow party in the Spring. Involved would be UVM President George Davis, Agriculture Dean Don McLean, and members of the Committee. Tree tapping and other events would be scheduled.

A second maple event for the Bicentennial would be scheduled for the central part of the State (in Fair Haven), with the Rutland County Maple Producers Association making most of the arrangements with the help of the Vt. Maple Promotion Board. Events here will include tree tapping, work by oxen, horse drawing, a visit to a sugar house, and speakers. The Governor may tap a tree dressed as Thomas Chittenden (the first Vermont Governor). Stuart Hall, formerly of WCAX-TV, may speak. A brochure will be handed out.

## Essay Contests

As essay contest (Maple History) held by the Maple History Committee late in 1990 resulted in several entries and a \$500 cash award made to the winner at the Ver-

mont Farm Show in 1991. The winning essay pointed out Indian origins of syrup making, and an indication that early syrup was light in density and not made into sugar. The Committee may run a second contest during 1991.

Histories of some maple organizations in Vermont have already been completed, such as that for American Maple Products Corporation of Newport. Fred Taylor is preparing one for the Vermont Maple Sugar Makers Association. The History Committee urges other people or organizations to submit their histories to the Committee, so that they can become part of the Bicentennial maple records. Copies will be filed in the maple archives section of the UVM library.



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# TAP ROOTS — Marketing

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With the tremendous surplus of maple syrup in Canada, everyone needs to do a better job of selling it. Here are a few suggestions to help the beginners and possibly some of the "old timers" too.

First, you need to put up a sign to let people know you have syrup to sell. Trying to do business without a sign is like kissing your girl in the dark — you know what you're doing but no one else does.

If you live on a side road, you probably need two signs — one at your place of business and one down on the main road where you turn off. This one should not only tell how to find your place but also how far it is. Customers will drive several miles to buy good syrup but they like to know how far they must go. And don't try to make the signs too fancy. Just plain, easily read letters, and the fewest words you can use is best. At 50 m.p.h. the average motorist can only read about 6 words with letters 10 inches high.

When they get to your house you should tell them where to go. Most all farm houses have about 4 doors, so signs telling where the syrup is sold is a must. And don't expect customers to walk a quarter mile back in the woods to the sap house or even up a muddy path to your house. Make the visit pleasant or they won't come back.

Keep your place cleaned up. Every farm needs a junk pile but at least keep it out of sight. Junk, old

machinery and other debris laying around may not hurt the quality of your products but if you don't think enough of the looks of your place to keep it neat, the customers won't like it either. A few pairs of barn boots on your back porch may be necessary to you but they sure turn off a customer.

When you finally get the customer to your sales room you better have something to sell. I'm speaking more about quality than quantity. Selling a poor product will put you out of business in a hurry. The customers just won't come back. It also hurts the maple business for everyone. Buddy or "high acid" syrup, for instance, could make a new customer think all syrup tastes that way and they don't like it. And don't trust your own taste. Some folk's taster says it's all good. Better have someone else try it too.

Stocking several sized containers is also important. Few people buy syrup in gallons now-days. The most popular size at the farm now could very well be the quart. It's not too expensive but handy to store and handle. At least stock sizes down to pints, and 12 oz., half pints or even smaller make nice gifts for Grandma.

If you want to keep regular hours, the hours should be conspicuously posted, and you must have someone there when you're open. If you are only open part of the time, say so on the road signs.

Remember what I said about barn boots? Appearance is very important. If a man insists on wearing a beard, it should be neatly trimmed and shouldn't show signs of tobacco juice or yesterdays gravy. Coveralls shouldn't look like you just cleaned the barn. Women are usually neater than men but a clean apron always looks nice.

Be sure your products are legal and properly labeled, especially if

you're in a state that requires grading. Your next customer could be an inspector.

Pricing of the product is important. A higher price usually means a product is of better quality and worth more. The lowest price in your area could mean something's wrong with it. After all, if you don't think your product is worth very much, why should the customer?

## MAPLE DIGEST DEADLINES

**JUNE .....May 1, 1991**

**OCTOBER .....September 1, 1991**

**DECEMBER .....November 1, 1991**

**FEBRUARY .....January 1, 1992**

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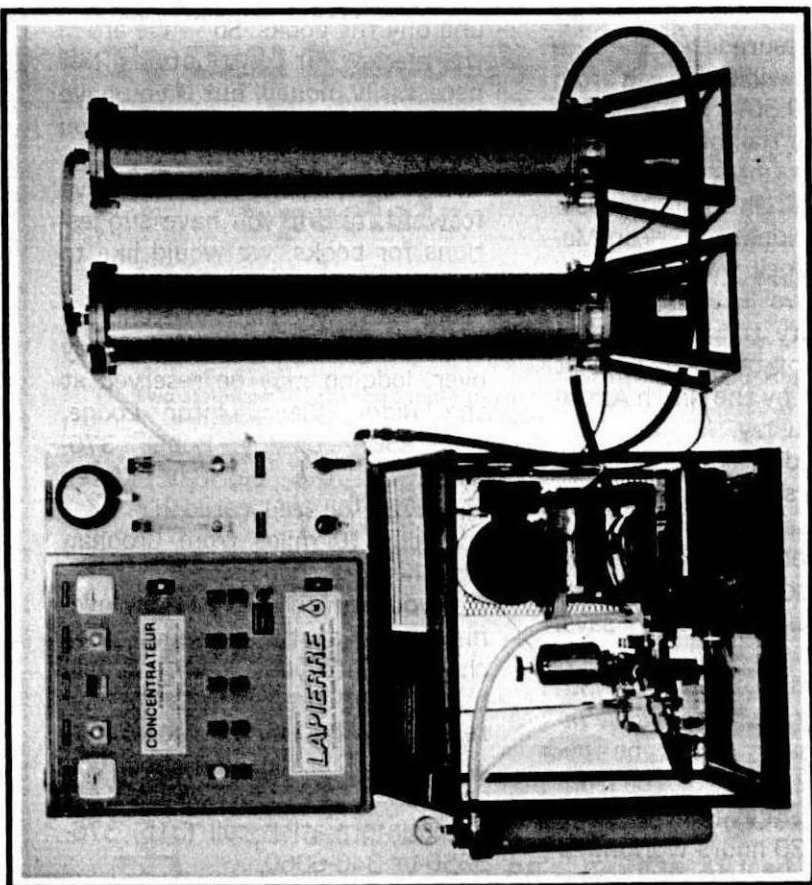
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# YOUR AMERICAN MAPLE MUSEUM

By Fred Schneider

It seems like May is a long way off when this is being written in December, but time has a way of moving quickly. Saturday, May 11, is the date of the American Maple Festival and season reopening of the Museum. We expect to see many of you on that date and it is always good to meet the old friends we see only once each year.

At this point in time a firm schedule has yet to be established but those of you who plan to attend can rest assured that the pancake breakfast will be served from 7:00 a.m. to 9:30 a.m. At 11:00 a.m. the Maple Hall of Fame ceremonies will get underway.

Candidates for this honor are selected by the North American Maple Syrup Council at the annual meeting and we look forward to this opportunity to participate in the awarding of this; the highest honor afforded by the North American Maple Industry.

Also included in the mornings program is the selection of a young lady to represent the New York State maple industry. Miss Barbara Bray, chairperson of the New York State Maple Queen pageant, says, "the topic for the 2 to 3 minute presentation this year will be, *Major Concerns Affecting the Maple Industry*. Candidates must be between 16 and 21 years old, be from a maple producing family or have spent at least 20 hours working in a sugar bush and will be judged on appearance, poise and knowledge of maple."

Associations wishing to sponsor a young lady for this contest should contact Miss Bray at (315) 839-5527 for entry forms and information.

At the December meeting the Directors discussed the development of a maple library. We realize there have been volumes written on the subject over the years and each year we get many inquiries for information about maple syrup making.

Such a library would be for research and available to anyone with an interest. At this time funds do not permit us to step out and buy the books. So — we are in the market for contributions. Not necessarily money, but if you have maple related books that you would like to donate to the formation of such a library we will move forward. And if you have suggestions for books, we would like to hear them.

For those who plan to attend the annual festival and need to stay over, lodging may be reserved at the Ridge View Motor Lodge, 376-2252; Country Bob's, 376-2931; or the Le Hav Motel, 376-2721. All are located in or near Lowville, 10 miles from Croghan and the area code is (315).

If you plan to arrive Friday evening, stop at the Museum after checking into your room. We will be finishing preparations for the festivities and will be glad to talk about the Museum and show you around.

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- Reverse Osmosis Mach, 3 years old, Sap Brothers #250—\$7500 or best offer (would be \$13,000 new)
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## **CENTRAL OHIO MAPLE MEETING**

Over 100 producers met in Mt. Gilead for the 35th annual Central Ohio Maple Meeting on Saturday, December 12. The day's sessions focused on many aspects of syrup production that were of particular interest to new producers, with many points that should help the seasoned producer break some bad habits.

Randy Heiligmann, State Extension Specialist in Forestry, covered all aspects of the maple tree itself, from selecting a healthy tree, to proper tapping techniques and sugarbush management. Craig Weidensaul, Ohio Agricultural Research and Development Center,

explained an accurate, quick test for determining buddiness in maple sap. This will be of particular help to the producer who has a mixed stand of hard and soft maples. Greg Pasawitz provided tips on marketing of pure maple syrup, stressing the importance of a quality product to ensure repeat business. Bill Brown explained his experience using a piggy back pan for the first time this past season. Les Ober spoke on the Ohio Maple Producer's Association which publishes The Ohio Maple News. In its second year of publication, it is put out three times yearly and is available to those outside Ohio for \$2.00 a year. Send a check and your mailing address to: The Ohio Maple News, P.O. Box 107, Fredericktown, OH 43019.

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## COMING EVENTS

### NEW YORK

Andover Maple Festival, Andover  
— *March 23 and 24, 1991.*

Marathon Maple Festival, Marathon — *April 6 & 7, 1991*

Schoharie County Maple Festival, Jefferson — *May 11 & 12, 1991*

American Maple Museum Opening, Festival, State Queen Contest and Hall of Fame Induction at Croghan — *May 11, 1991*

### IOWA

Eighth Annual Maple Syrup Festival to be held at the Indian Creek Nature Center, Cedar Rapids — *March 2 & 3, 1991.*

### WISCONSIN

Fond du Lac/Oshkosh Area Woodland Owners meeting Oshkosh Holiday Inn, contact Jim Hovland 414-929-3173 — *February 9, 1991.*

WMSPC delegates and committee members for NAMSC meeting at Civic Center, Eau Claire, 10:00 a.m. — *February 21, 1991.*

Madison Area Woodland Owners meeting contact Jim Schroeder, 608-266-4271 — *February 23, 1991.*

First Tree Tapping at Polaks Maple Hollow, Merrill, 715-536-7251 — *March 15, 1991.*

Recipe contest Polaks Maple Hollow, Merrill, 715-536-7251 — *March 15, 1991.*

Annual meeting of Wisconsin Maple Syrup Producers Council at Melody Mill, Aniwa — *May 8, 1991.*

WVOA Annual Meeting at Madison Holiday Inn S.E. — *September 21-22.*

North American Maple Syrup Council meeting, Civic Center, Eau Claire — *October 23-25.*

### VERMONT

Governor's Tapping Event at Fairhaven Village Park, Governor Richard Snelling. Church luncheon following tapping event — 802-287-9052 — 11:00 a.m. *March 11, 1991.*

Second Annual Great Sap Collecting Event, 30 teams of draft horses participating. Don Harlow Sugar Bush, Putney — 802-387-8852 — *March 30, 1991.*

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## 1991 SAP PRICES

A lot of people have requested that we publish sap prices. What I have found is that sap prices vary greatly depending upon the retail price of syrup. The retail price of syrup in the Northeast is higher than in the Midwest, hence the price paid for sap is higher in the Northeast. Listed below are sap prices being paid by SOME producers in New Hampshire and Vermont.

Remember these prices are for sap delivered to the sugarhouse. Unless you have an RO machine it doesn't make much sense to buy sap that is 1.5 or lower.

These prices are only intended to be used as a guide for buying sap and no way intends that they dictate the price for the entire industry.

		sugar	\$/gal.	sugar	\$/gal.
		1.8	.161	3.7	.430
		1.9	.177	3.8	.444
		2.0	.192	3.9	.458
		2.1	.206	4.0	.472
		2.2	.220	4.1	.486
		2.3	.234	4.2	.500
		2.4	.248	4.3	.514
		2.5	.262	4.4	.528
		2.6	.276	4.5	.542
		2.7	.290	4.6	.556
		2.8	.204	4.7	.570
		2.9	.318	4.8	.548
		3.0	.332	4.9	.598
		3.1	.346	5.0	.612
		3.2	.360	5.1	.626
		3.3	.374	5.2	.640
		3.4	.388	5.3	.654
		3.5	.402	5.4	.668
		3.6	.416	5.5	.682
sugar	\$/gal.	sugar	\$/gal.		
1.0	0	1.4	.087		
1.1	.011	1.5	.107		
1.2	.044	1.6	.126		
1.3	.066	1.7	.144		

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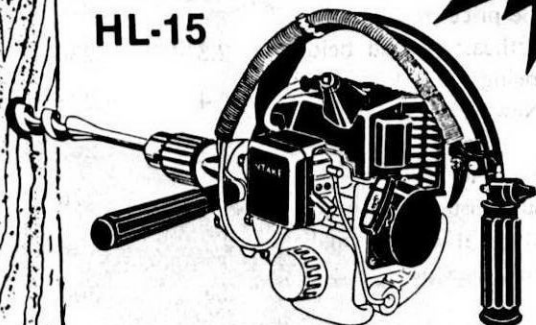
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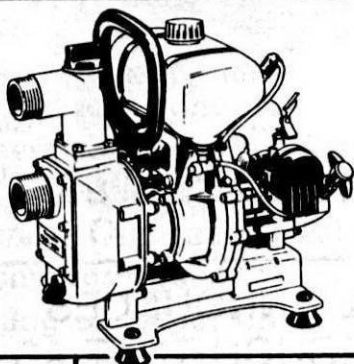
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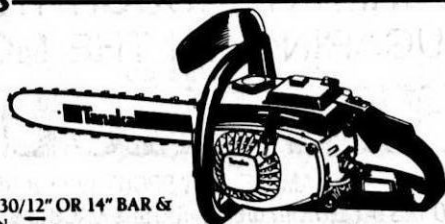
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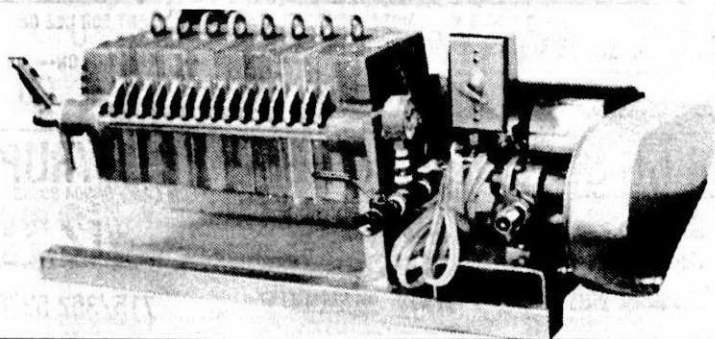
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# THE NIGHT BEFORE TAPPING

By Karen Kakes

Twass the night before tapping, and all through the cabin  
Not a producer was stirring, not even one;  
The work clothes were hung by the cook stove with care,  
In hopes they would be warm to fight the morning's cold air;

The buckets were nestled all snug in their stacks,  
While the spickets were waiting in the overhead racks;  
The tanks under their covers, and the evaporator with the pans all three,  
Were just waiting for someone to tap the first tree;

When from near the bedsides there came such a clatter,  
The producers rose from their slumber to get a hot breakfast platter;  
Away from the table with a heart call,  
They threw open the barn doors and fired up the old Farmall;

The light of early dawn reflecting off the moon-blue snow,  
Illuminated the icy paths and showed the producers which way to go;  
Suddenly, before the tractor there stood,  
The beckoning syrup house and a shack piled full of wood;  
The producers approached, pair after pair,  
While a sense of excitement hung in the air;

Faster and faster they hurried into the morning so crisp and cool,  
Each producer searching for his own special tool;  
The drill with a bit, a spicket or two, a hammer to tap,  
And a bucket to catch the dripping sap;  
Loaded with equipment from tip to toe;  
They hurried to catch the Spring's first sweet flow;

With snow piled nearly three feet high,  
The producers donned snowshoes, there was no time to be shy;  
Then out of the shack the workers did run,  
Just in time to see the morning's spring sun;

And then in a moment a new sound filled the woods from within,  
The drilling and tapping created quite a din;  
The producers scurried from tap to tap,  
Barely stopping for a glimmer of the first shimmering sap;



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Drip, drip, drip, fell the sap from the tree,  
The sweet clear liquid from its prison was free;  
Each drip fell to the bucket with an encouraging plop,  
Joining with the others, drop by drop;

A day or two passed, each maple had a tap,  
The producers now waited for buckets full of sap;  
Soon it was time to collect the sweet water,  
Mapling had begun, there was no time to falter;

The tractor and tank! Each producer a pail!  
The buckets were emptied! No maple would fail!  
With producers running from tree to tree,  
The sap was collected as quick as could be;

The evaporator was standing with empty pans,  
Ready to cook down the sap and fill the five gallon cans;  
The sap was pumped, the fire box filled,  
Soon steam began to roll, just as the producers willed;

The hydrometer registered thirty-two Brix,  
The syrup would be ready quicker than quick;  
All producers smiled at the delicious sight,  
The season's first syrup was sweet and light;

But the work was not close to being all done,  
The Maple Syrup season had only just begun;  
The producers all shouted as the sap they did bring,  
"Happy Mapling to all, and to all a sweet Spring!"



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## ARCHIE'S SUGARBUSH

Dear Mr. Editor:

My wife, she sez, "Honest Archie," sometimes she calls me Truthful Archie, "Why don't you tell that nice Mr. Editor man about the time we grew some rutabagas?" Well, it wuz like this. . .

The year of the blue snow we had such a poor crop of syrup and needed some cash so we thought we'd grow some rutabagas. They sell pretty good and nobody around here grows them.

We picked a piece of bottom land along the Yo-Yo River, spread on a good layer of cow manure, and planted about 2 acres. Maybe the blue snow and the river flooding had something to do with it but with that layer of manure, boy, did those rutabagas ever grow.

After it froze good in the fall, they averaged about the size of pumkins. They were so big nobody'd buy 'em. Couldn't make jack-o-lanterns 'cause there weren't any holes in 'em.

Now rutabagas have a lot of sugar in them, sorta like sugar beets. We decided to see what kind of syrup they'd make.

We borrowed an old cider mill from a neighbor and set it up by our sugar house. By chopping the rutabagas up with an ax we could get them through the grinder. They we squeezed out the juice, ran it in one of our evaporators and fired her up.

Boy, what a smell! You know what a rutabaga smells like when it's cooking. This was a lot worse 'cause there was so much more of it. Got us into all kinds of trouble.

The neighbors complained to the E.P.A. who accused us of air pollution. The D.E.C. wouldn't let us dump it anywhere near the Yo-Yo River — said we'd have to send it to a toxic waste dump. The Labor Department said we'd have to provide gas masks for all the employees who worked in the sugar house. The I.R.S. figured if that many were checking up on us we must have a gold mine so they better audit our books. The Treasury Department said we better not distill any without a license, and our local Better Business Bureau said they'd take us to court if we tried to sell any.

Shucks, who'd want to buy rutabaga brandy anyway?

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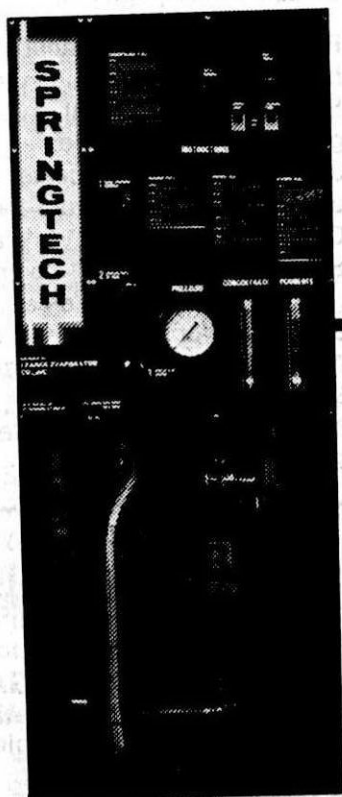
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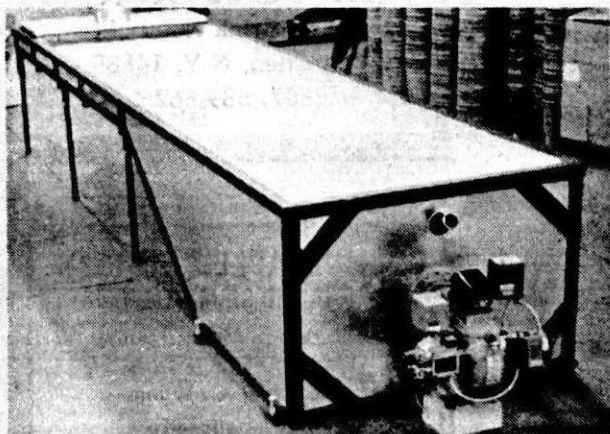
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## IN MEMORIUM

HOWARD S. TAYLOR, of Bainbridge Township, Ohio passed away of heart disease this past November. Mr. Taylor was a noted maple syrup producer in Geauga County, Ohio. He was a member of the Geauga County Maple Syrup Hall of Fame and the Ohio Maple Producer's Association. He was also well known outside Ohio from attending North American Maple Syrup Council meetings.

He once sent a gallon of his syrup to President Dwight D. Eisenhower and was proud to have received a personal thank you letter from the President.

Mr. Taylor was the fourth generation born in the family farmhouse and a descendent of one of four families that founded Bainbridge Township in 1817.



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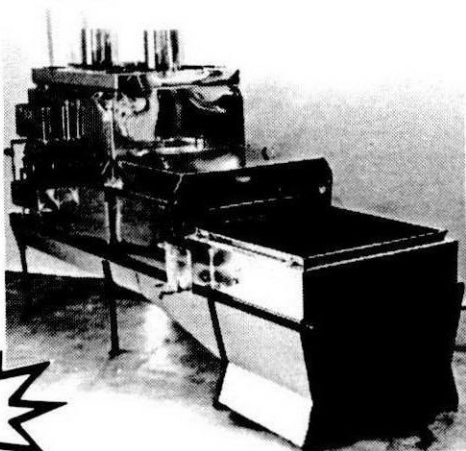
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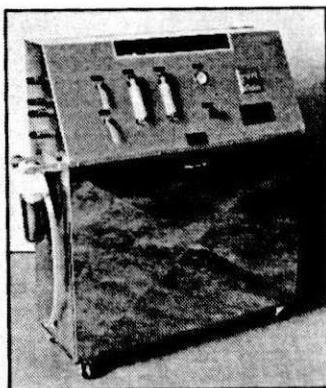
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