



MAPLE SYRUP

DIGEST



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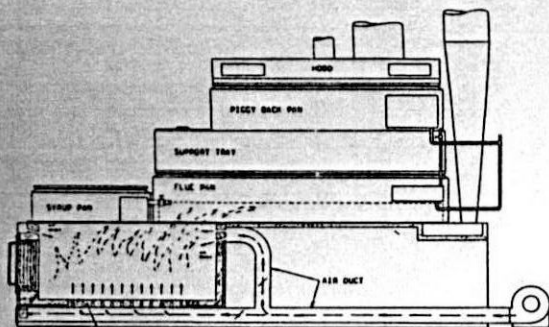
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COVER PICTURE:

Antique syrup cans discovered at Old West Museum,
Chamberlain, South Dakota.

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GREETINGS FROM THE PRESIDENT



Another summer has passed and we look forward to fall.

Soon many will be journeying to upper Wisconsin to the combined North American Maple Syrup Council meeting as well as the International Maple Syrup Institute Annual Meeting. An added bonus this year will be the one day Wisconsin Maple Tour. All in all an exciting interesting three days, Wisconsin style.

While this is a fun and educational time there is also work to be done. The council will be reviewing six or more research proposal requests as well as reports on last years research projects. These council research funding projects are one of the greatest activities of the council each year. Other matters for discussion are marketing, sales, pricing, Canadian supply and marketing.

A new federal law regarding nutritional information on all labeling will have a profound effect on the U.S. Maple industry.

Not only major labeling changes but major changes where there are state grading laws currently in effect. While the new law will not be fully in effect till may 1993, the U.S. Maple industry, as all food industries, need to be aware of its contents now.

Roy Hutchinson will be reporting on his first full year as editor of the Maple digest and I would expect he

will have comments on how he sees its operation, with suggestions for the future. I'm sure he would also like to hear comments and suggestions from you maple readers out there.

Russ Davenport will be reporting on the nearly completed format of the new U.S. Maple Manual.

Considerable time will also be allotted to technical sessions to say nothing about a wide display of maple technology and equipment by dealers and manufacturers.

Overall as you can see its a great chance to share and swap ideas and learn a lot. A very busy three or four days in Wisconsin.

On behalf of NAMSC a very hearty advance thank you to the Wisconsin Maple Producers and all others in Wisconsin who I know are going to make this an event to remember.

See you there.

Sincerely,
Bill Clark, President



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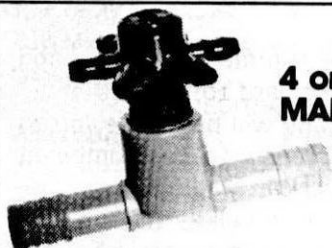
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EDITORIAL

I trust everyone had a good summer. Here in the northeast it was hot and dry. Second crop of hay was very light.

On my Alaska trip I visited a lot of stores and checked out the Maple Syrup that was for sale. I was quite surprised to find pure Maple Syrup in almost every store that was fairly large. Considering the price of food in Alaska, pure Maple Syrup was reasonably priced. In Denali a quart of Maine Maple Syrup was only \$12.00, whereas a 1/2 gallon of milk sold for \$2.95. The syrup that I saw was about equally divided between Canada and the United States. Most of the United States syrup for sale came from the State of Vermont.

For those of you who had the pleasure? of sampling that wonderful? birch syrup . . . well, if you would like to buy more I saw it for sale in Alaska.

Locally the sale of syrup was good in the spring but summer sales have been slow. Let's hope the economy and sales get better in the fall.

As my first year as editor has flown by I would like to remind everyone that this is YOUR Digest and its contents can only be a reflection of what is submitted by YOU. A special thank you to the field editors that have consistently taken the time and effort to send in copy.

It looks as if Wisconsin has planned an enjoyable annual meeting, see you there.

Editor

DID YOU KNOW?

The main sugar in pure maple syrup is sucrose, which is the sole sugar in the Fancy grade syrups. The darker grades of syrup contain a small and variable amount of fructose and glucose. In order of sweetness, sucrose is less sweet than fructose, slightly sweeter than glucose.

Maple syrup caloric value is 40 calories per tablespoon, equal to molasses, while corn syrup's caloric value is 60 per tablespoon, and honey's is 45 per tablespoon.

Taken from the Maple Syrup Digest 14(2), July 1975, Nutritional Value of Pure Maple Syrup by Mariafranca Morselli, Ph.D.



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LETTER PUBLISHED

This letter was published in French newspapers in Quebec.

From: Board of Directors, International Maple Syrup Institute

To: The Maple Syrup Industry of Quebec, Canada

Our purpose of this letter is to express to you, our sincere concern for the welfare of the Quebec maple producer and for the general state of affairs of the maple industry world wide. We of the IMSI can appreciate the devastation and hardship caused by maple market deterioration due to surpluses which we all have experienced the past four years. We want you to know that the IMSI is concerned and is tracking the situation very closely. We remind you that everything within maple that happens in Quebec, has encompassing consequences to producers and packers around the world, especially the United States. Your problems are our problems.

We wish to assure you that the IMSI is ready and willing to cooperate in any effort to resolve the disagreements or disputes that may exist between producer, packer, Federation, Bank, Government, or other parties. It is one of many functions of the IMSI to provide a forum for discussion and to furnish an information source upon which everyone can depend. The IMSI seriously offers these or other services to all concerned in these dire times. Our offer is open at anytime and we stand ready to assist. The industry is at stake, please accept our willingness to help. Further delays will only perpetuate the strained parameters of the situation. The IMSI is with you and the industry. We are prepared to participate.

With concern, we remain available to you.

Very truly yours,
Lynn H. Reynolds
Vice President,
International Maple Syrup Institute

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WISCONSON NEWS

By Roland Jorns

Hi Folks,

Another NAMSC Convention is coming up fast, in fact, October 23rd thru October 26th, 1991 at the *Civic Center Inn* Eau Claire, Wisconsin. Committees headed by Chris Hauge, Extension Forester from the University of Steven Point have been putting in long hard hours to make this a good and enjoyable convention.

There is plenty of good lodging at the Civic Center Inn, as well as many other fine motels in town. Eau Claire is a nice cozy city with a population of 51,000 but having all the facilities of a much larger city. Our weather during October is gen-

erally good, accounting for the fantastic fall colors Wisconsin has to offer each year.

We want all to come and enjoy yourself, this convention is for you. If you have not received a registration notice of the convention by mail and are first finding out about it *now* by reading my article, call Don and Mavis Kakes at 715-623-6805 or me Roland Jorns 414-868-3161 or any of the Wisconsin officers and we will waive the late registration fee. By all means we want you to come; but we must have you call so we have a head count prior to the meeting.

As our slogan says: In Wisconsin you are among friends, so see you all in Eau Claire.



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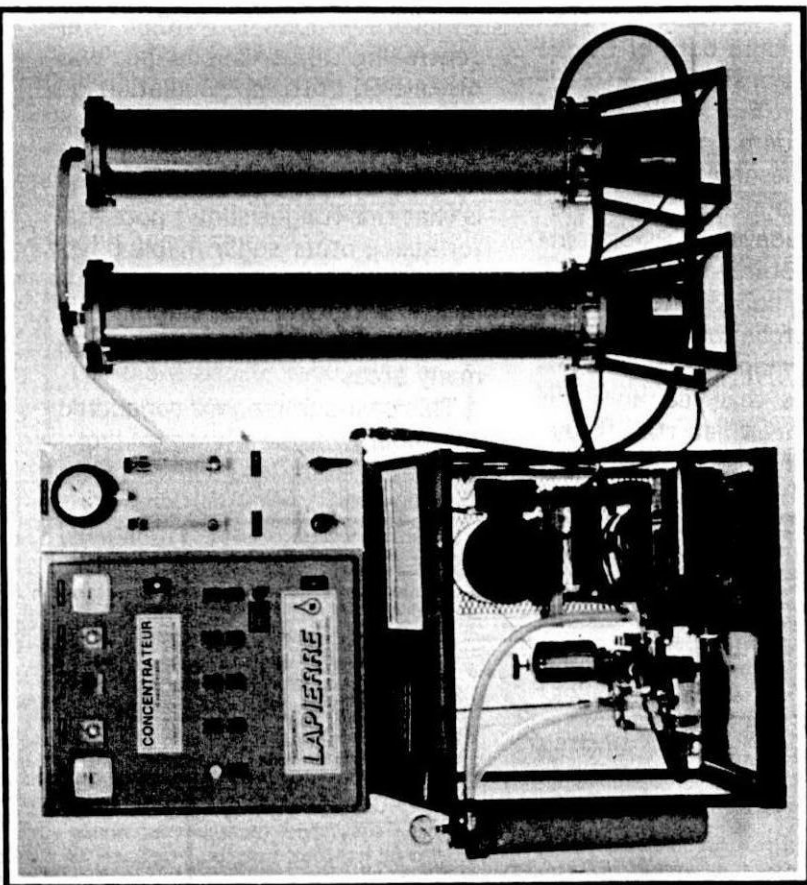
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SHOULD WE FORGET PEAR THRIPS?

An Update from Vermont

Bruce L. Parker
and Margaret Skinner
Entomology Research Laboratory
University of Vermont

H. Brenton Teillon
Department of Forests,
Parks and Recreation
State of Vermont

Should we forget pear thrips?

Will sugar maple trees in 1992 yield butterscotch? *Of course not* is the definitive answer to both of these ridiculous questions.

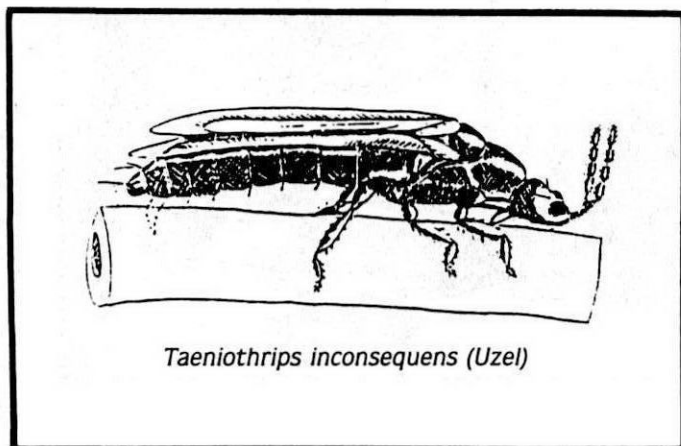
Research continues at UVM to develop management strategies for this troublesome tiny thrips pest that has plagued sugarmakers for over a decade now. Efforts in Vermont were started in late 1988 in response to public demand because of the defoliation of 500,000 acres of sugar maples.

Sugar maples this year in Vermont appear healthier than they have in quite a few years. It is good

to see but don't be lulled into a false sense of security, for pear thrips, as well as other pests, are still alive and well. Keep in mind that this insect doesn't have to create damage to be successful in its efforts for survival and reproduction. The healthy trees could and probably did produce healthy pear thrips. Preliminary results from soil surveys in several research sites in central Vermont show that significant populations are there now and will be there for the winter.

One of the major thrusts of our research centers around the use of a naturally occurring fungus for controlling thrips. This fungus was discovered in thrips populations in 1989 and since then we have been able to demonstrate its ability to kill pear thrips. Equally as exciting is that this fungus shows potential for killing other sugar maple pests like the maple leafcutter. This pest, a late-season defoliator, caused severe damage this year in many areas.

This past summer we conducted a number of experiments to deter-



Taeniothrips inconsequens (Uzel)

mine when pear thrips are actually infected with this fungus. It appears as though most of the infection occurs after the pear thrips larvae fall from the trees and enter the soil for the winter. This is important to know because we plan eventually to apply the material to a sugarbush in a pilot test and proper timing is essential. This research was in part supported by NAMSC.

Aerial surveys done by the State of Vermont protection personnel to determine the extent of pest damage to sugar maples are now complete. These reports support our premise that our sugar maples are looking good although light defoliation was detected from the ground. Next year may be different and our research plans are geared to being prepared for just that potential. So enjoy the green for who knows what tomorrow will bring!

NOTICE

For those people requesting information concerning tax exemption for maple producers check revenue ruling RS01901-775 and ruling RS01901-792. David Kopp is trying to obtain a copy of the rulings and we will publish the rulings as we receive them.

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OHIO FALL TOUR AND BANQUET

By Tom Hoffman

Plans are almost complete for the Ohio Maple Producers Association 1991 Fall Tour and Banquet. It will be held November 1-2 in Wilmington, Ohio at the Larry Robert's Horse Farm. Everyone will enjoy the Tennessee walking horses. This is one of the largest horse farms in the state and boasts a large arena for the equipment dealers' displays.

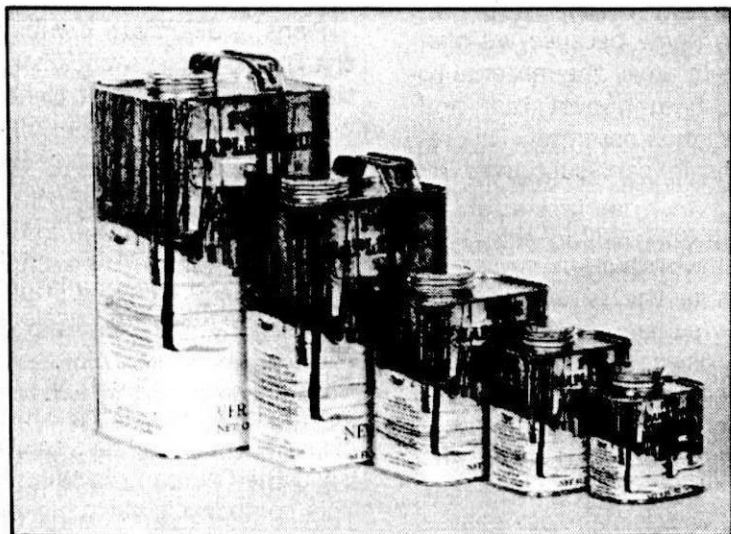
On Friday afternoon, after viewing the farm and all the equipment displays, there will be a tour of the Irwin Bit Company in Wilmington. This company is certainly familiar to most anyone who has ever tapped a maple tree. That evening will feature a buffet dinner, business meeting, and entertainment by the "United Country Band."

Saturday will consist of touring five or six local sugarbushes and a special luncheon.

Wilmington is located in Southwestern Ohio, approximately 60 miles south of Columbus and 44 miles east of Cincinnati. It is the home of Wilmington College, the summer training camp of the Cincinnati Bengals, and several historic Indian mounds.

The members of the Ohio Maple Producers are looking forward to getting together again and welcome any out-of-staters who would like to join us. For additional information on lodging and reservations contact J. Henry Davidson, P.O. Box Drawer V, Lynchburg, OH 45142 Phone: 513-364-2151.

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1991 NEW YORK STATE MAPLE TOUR

Over 200 maple enthusiasts visited Allegany County for the 1991 NYS Maple Tour. Participants from throughout the Northeast and Canada joined together for this annual event to share ideas for improving the maple industry.

Ice storm damage was the main topic of discussion at the Emerson Dairy 'N Maple farm in Almond. Vossler's maple plantation, located in Wellsville, is a unique site. Family owned & operated, the plantation was started in the early 1960's and has been in production for several years. At the Cairns' farm in Angelica, the focus was sugar house equipment. Other sites included on the tour were: the Haskell Valley

Farm owned by Millers of Olean; Spragues' Maple Farm, and the Griffin Farm in Portville. Maple cream & sugar production, equipment, marketing, and maple stand thinning were discussed at these sites.

Speaker for the tour banquet was Clarence Coons from Ontario, Canada. Clarence spoke on sugar bush management; how to increase your profit. Exhibits from equipment dealers and retailers were on display throughout the tour.

Thank you to all the tour hosts, guides, exhibitors, and participants for an enjoyable two days. See you at next year's maple tour which will be hosted by the south central region.



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By Duncan MacArthur

The Maple Products show at the Williamstown Fair, Williamstown, Ontario was held on August 9th, 10th and 11th. This Maple Products show is fast becoming a very high caliber event each passing year. The winners have entered at the Toronto Royal in recent years and have taken home some of the hardware. In my judgment, most maple syrup producers fail to see the importance of showing at major maple events like ours or the Toronto Royal Winter Fair.

A total of 16 exhibitors displayed their entries in the portable and collapsible 12' x 16' sugar shack. To our knowledge the sugar shack is the only one in Ontario used solely for exhibiting maple products. There are 8 regular classes and several special prize classes for trophies and cash prizes.

A list of the winners in the various classes are as follows:

In the Canada No. 1 — Extra Light Syrup class — with a very rare "perfect" score of 100 points went to Forbes McOuat & Sons of Brownsburg, Quebec. Second place to Stephen & Edith Blair of Franklin Centre, Quebec with 96 points. Third place went to Mark MacVicar of Brownsburg, Quebec.

Twelve entries were judged in this class.

In the Canada No. 1 Light class — Forbes McOuat & Sons got the red ribbon with 97 points, while a new producer and exhibitor Claude Sabourin of St. Andrews West, Ontario received a blue ribbon with 96 points. Another new exhibitor Cos-

sbrae Farms of L'Orignal, Ontario received the third place white ribbon. There were 16 entries in this class.

In the Canada No. 1 Medium Syrup class which usually has the most entries, was down this year, due to the hot weather at syrup making time. However, there were 7 entries judged. Stephen & Edith Blair of Franklin Centre, Quebec placed first with 95 points, followed by Forbes McOuat & Sons with 94 points. Placing third was Paul & Shirley Bougie of Williamstown, Ontario.

The special prize for the most points in the syrup classes went to Forbes McOuat & Sons, Brownsburg, Quebec. This prized trophy donated annually by the Eastern Ontario Maple Syrup Producers Association is hand made out of Maple with the I.M.S.I. logo as the focal point.

Entries in the Maple Products section dropped in numbers this year over 1990. The popular class is still the Maple Butter class with Paul & Shirley Bougie of Williamstown, Ontario in first place with 97 points followed by Mark MacVicar of Brownsburg, Quebec with 95 points. Placing third were Stephen & Edith Blair from Franklin Centre, Quebec. The Blairs placed first in the remaining 4 classes with Gary Ivens of Apple Hill, Ontario chasing close behind.

Stephen & Edith Blair won the trophy donated by the Eastern Ontario Maple Syrup Producers Asso-



ciation for the most points in the sugar makers section. The Blair's also won the Premier Producers Prize for the most points in all the 8 classes of this Maple Products exhibition.

This years judges were Ross & Lois Steed of Indian River, Ontario who did a very professional job.

The St. Lawrence Valley Agricultural Society has the distinction of being the oldest, continuous agricultural fair in Ontario. The charter was granted in 1812. In 1992 we are going all out to get new and old producers and new exhibitors to exhibit at the Williamstown Fair, August 8, 9, and 10.

For further information contact Duncan MacArthur, P.O. Box 158, Lancaster, Ontario K0C 1N0.

MAINE NEWS

By Vicki Schmidt

The Maine Maple Producers Association has had an eventful summer and the fall promises to be just as busy. One of our activities has been the construction a "mobile sugarhouse" to help promote Maine Maple Syrup and MMPA. The debut of this project will be at the Forestry Resources Building at Fryeburg Fair. We've also been working on a "Directory of Maine Maple Producers" to hand out when we have displays at fairs and other promotional events.

Our major accomplishment for 1991 has been obtaining a legal exemption from the USDA grading standards for Maine maple syrup, and establishing a grading system for maple syrup produced in the State of Maine. Our new grading

law, which goes into effect on October 9th, establishes light amber, medium amber, dark amber, extra dark amber, commercial, and sub-standard, as legal grades for Maine maple syrup. The part of the law that will have the most dramatic affect on producers, is that we now have a legal standard for selling extra dark amber syrup in a retail container.

Because our new grading system will allow more syrup at the retail level Maine will have to keep working at promoting its syrup and developing markets. We also need to stay aware of the fact that our maple resources are also dependent on other factors, such as rural land markets and land use trends, as well as the health of our forests. We seem to balance production and sales fairly well here in Maine, and our hardwood forests are healthy for the most part, though not always well managed. The future of the maple industry everywhere is somewhat unpredictable, but by combining education and awareness, with proper management, we can work to keep it healthy and viable for many generations.



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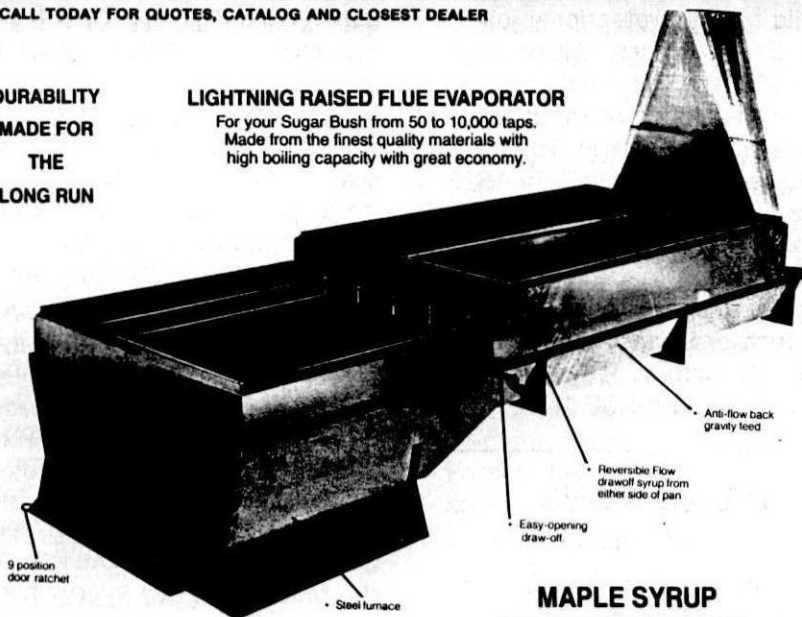
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THE MAPLE TRAIL

On the Trail of Something Good

By David Dearborn

Every year when I get out the sap buckets and repair the old pump and brush the leaves out of the evaporator, I say, "This is the last year. Next year I'm going to quit this business and just go around and visit everybody else's operation. See what's really going on in this state.

Well, Spring of 1991 came around and I hadn't gotten enough sugarwood in and the tubing was all in a snarl and the late winter weather was unstable so I figured I had about enough excuses to get out the camera and hit the road.

I mostly went around the northern areas and maybe next year if the tangles aren't out of the tubing, I'll get around to the south. Can't seem to get the truck as far as Concord, tho, it seems to be afraid it'll fall off the earth around there. And Nashua might as well be in China for all the times I get there.

One of the first places I hit was Harold Brown's Padebaja Farm over Rumney way. Harold was state inspector of syrup for years so he knows good product. He also won the Carlisle Trophy two years after he retired so checking out the competition really paid off. Visiting sugarhouses lets you in on all the gossip around so those of you who haven't got the habit will never know what we know from visiting Harold. Too bad, it was great stuff! The best thing we learned was that Harold's family starts selling strawberries around the end of

June, first of July. They sell a hundred quarts a day and some of those quarts go to the local stores for twice the price. Now, us maple guys know something nobody else does. This maple trail might just turn up some interesting stuff.

I don't believe I lost anymore money takin' pictures than I would have sugarin'.

DAVID DEARBORN is president of the New Hampshire Maple Producers Association. We hope to hear more about the Trail of Something Good in subsequent issues.



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YOUR AMERICAN MAPLE MUSEUM

By Fred Schneider

The official opening of the American Maple Museum and maple festival took place under near perfect conditions. The weather was clear and warm and the largest crowd ever saw Marifranca Morselli, Ph.D., Research Professor Emerita of the University of Vermont, become the first woman to be inducted into the North American Maple Hall of Fame.

Professor Morselli's research at the UVM has provided insight into why certain maple trees produce more and sweeter sap than others. Her findings have been widely published and she has received many awards for her research.

Mrs. Morselli was presented for induction by Raymond T. Foulds, Jr., who received this honor in 1990.

Also inducted into the Hall of Fame was Clarence F. Coons who is employed by the Ontario Ministry of Agriculture and Food, Kemptville, Ontario.

Mr. Coons has long worked with Canadian maple industry in research, development and marketing of maple syrup. His understanding of the problems in the industry and willingness to work with the maple producers to find solutions has earned him the respect of his peers and his induction into the North American Maple Hall of Fame.

Mr. Coons was presented for induction by 1987 Hall of Fame alumnus and fellow Canadian, Ronald Shaw.

To Mrs. Morselli and Mr. Coons we, at the American Maple Mu-



American Maple Hall of Fame inductions — Ronald Shaw, Mrs. Clarence Coons, Charles Coons, Dr. Mariafrance Morselli and Raymond T. Foulds, Jr.

seum, extend our congratulations and thanks for their contributions to the maple industry.

Jennifer McAdam representing the St. Lawrence County Maple Producers was crowned New York State Maple Queen. She will represent the maple industry at the NY State Fair and many county fairs to promote this fine product.

The maple festival was a resounding success this year. The pancake breakfast saw one hundred pounds of sausage and an uncounted number of pancakes disappear. Over 400 halves of bar-b-que'd chicken were consumed. And down the street, at the Town of Croghan's sesquicentennial celebration, nearly 1,000 people boarded the train for the first excursions since passenger service on the Lowville & Beaver River Railroad ended in 1946.

Several maple equipment manufacturers and distributors displayed their wares on the museum grounds. There was also an exhibit of antique gas engines and tools. These displays always attract a crowd.

Each year a program of the days events is printed and many take them home as souvenirs. This year

the program was dedicated to Les and Vera Lyndaker for their tireless work at the Museum.

It was my honor to serve as Master of Ceremonies again this year and to contribute my small share to help make your American Maple Museum the tribute to the maple industry that it is.

An ice cream social preceded the July meeting. This fund raiser is always fun and many people enjoyed maple sundaes, hot dogs and 30 cakes were won at the cake walk. Local musicians provided entertainment for the large crowd.

Following the ice cream social, the annual election of officers was held. Elected President was Fred Schneider; Vice-President, Hugh Worden; Secretary, Martha Campy and Leslie Lyndaker retained his office as Treasurer. All the directors whose terms expired were re-elected for another 3 years.

We also learned that Lewis County may cut their \$500.00 contribution to the Museum from the 1992 budget. With that news, I again ask that the maple producers associations in the U.S. and Canada contribute to the support of your American Maple Museum.



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THE MAPLE SUGARING STORY AROUND THE WORLD!



The Vermont Maple Promotion Board has long held the philosophy that promotion and education go hand in hand. "When people know how hard it is to produce maple products, they begin to understand why it is so special, and why it's so expensive" says Dave Marvin, Johnson Vermont sugarmaker and former Promotion Board president. "A good way to accomplish this is by presenting the pure maple facts to children, who influence food choices now and long into the future. Toward that end, Vermont has a history of sponsoring films and video tapes — "Miraculous Maple," "Flavor of Vermont," and "Proud Tradition: Pure Vermont Maple" — all "softly" promoting Vermont maple products. However, the Board saw the need for a new video presentation — one which would tell the story of maple, interweaving the science, history, geography, music, math and art which surround the topic. The video, together with a guide, would be designed to serve as a tool not just for Vermont, but for the entire maple industry.

Dave Marvin, sugarmaker Paul Cate, Sumner Williams of the Proctor Maple Research Center, and Betty Ann and Don Lockhart of Perceptions, Inc., producers of "Proud Tradition: Pure Vermont Maple" were tapped to create the video and guide, with assistance from Promotion Board members Sam Cutting, Wilson Clark, W. Rob-

ert Howrigan, and Everett Willard. Additional funding for the project, which spanned two seasons, was provided by I.M.S.I. matching funds.

Thus, in January, 1989, "The Maple Sugaring Story" was born — a video created by a small industry and a small video production company which has received a number of big awards — Festival Finalist from American Film and Video Association, a Certificate of Creative Excellence from the U.S. Industrial Film and Video Festival, and most recently the coveted Golden Eagle from the Council on International Non-Theatrical Events. Chosen to compete at International Festivals, "The Maple Sugaring Story" was presented in August, 1990 at the 4th International Agricultural Film Festival in Kaskasmet, Hungary. Since then, it has also been shown in Zaragoza, Spain and Prague, Czechoslovakia; in December, 1991 it will be part of the Berlin Festival. Golden Eagle certificates were awarded to the Lockharts and the Vermont Maple Promotion Board at a November, 1990 ceremony in Washington, D.C.

According to Perceptions president Don Lockhart, much of the success of the videotape is attributable to the cooperation of sugarmakers, including the committee, sugarmakers who appeared in the production, Leader Evaporator who contributed the use of tape



which Perceptions had produced for their company, maple scientists Mariafranca Morselli and Fred Taylor who verified facts, the history departments of Old Sturbridge Village in Massachusetts, and Shelburne Museum in Vermont, the Vermont Historical Society, young Maine artist Eugenia Bonyun, and most importantly the narrators — noted folksinger and a sugarmaker's mom, Margaret MacArthur of Marlboro, and sugarmaker Frank Dodge of Johnson.

Following completion of the video tape, work was begun on a 90 page book, "A Guide to Teaching and Learning about the Maple Industry." The guide, which was published in February, 1990, contains information about maple, recipes, lesson plans for teachers, and reproducible pages of puzzles, games and illustrations which can be used with children.

"Altogether, creation and distribution of "The Maple Sugaring Story" videotape and "Guide to Teaching and Learning about the Maple Industry" has been a big responsibility and a fulfilling project" according to Betty Ann Lockhart. The Lockharts both have advanced

degrees and experience in education, which they have brought to "The Maple Sugaring Story" along with their cinemagraphic skills. they have been delighted by the broad appeal which the production seems to have — notes of appreciation arrive from kindergarteners as well as senior citizens. Highly positive reviews in "School Library Journal," "Booklist" of the American Library Association, and a 4 star "Must Have" rating in "ABC's Video Rating Guide for Libraries" have spurred acquisitions from far away schools and libraries. It pleases both the Vermont Maple Promotion Board and the Lockharts that the original goal for the project continues to be achieved — many sugarmakers have their own copies of the tape, and have presented copies to their local schools; in addition, even in places as distant from maple country as Arizona, Texas, California, and British Columbia, teachers can go to school audio-video collections and families can go to the video shelves of public libraries, and select a video tape about one of North America's oldest and most special agricultural products!

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OHIO STATE UNIVERSITY CO-OP EXTENSION SERVICE LOOKS AT KEEPING MAPLE SYRUP MARKETS HEALTHY

By Barbara H. Drake
and Randall E. James

In recent years there has been evidence that the production of maple syrup is expanding. In fact, between 1984 and 1986 over 40% of Ohio maple producers reported they expanded production. In order for the industry to flourish, expanding production must be accompanied by expanding markets. Also, while established producers

usually have no trouble selling their syrup, new producers sometimes struggle.

To establish how maple syrup was being marketed in the U.S. and Canada, we surveyed wholesale maple buyers who routinely buy syrup from producers. These buyers repackage the syrup and sell it to other wholesalers or to retail stores. Sixty seven percent of all wholesale buyers responded to the survey. These wholesalers were from Ontario, Quebec, New Brunswick, Wisconsin, Michigan, Ohio, New York, Vermont, and New Hampshire.

Most of the firms were small (under \$100,000 in purchases) but some (24%) of the firms bought well over \$500,000 in syrup annu-

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ally. Interestingly the larger firms bought 95% of all syrup purchased thus dominating the market.

To make price comparisons, retail prices reported by each state and province were averaged for light, medium and dark amber syrup.

The average retail price charged for syrup varied greatly. Vermont had the highest retail price at \$38.38 per gallon and Wisconsin the lowest at \$26.70 among the states. Canadian syrup averaged \$32.91 per gallon (converted to U.S. dollars and U.S. gallons). The reason for Vermont's ability to command a higher price is unclear. Vermont does an outstanding job of promoting their syrup and they have standardized grading laws which encourage quality.

Thirty nine percent of the maple syrup available in the wholesale market is sold to non-maple producing states and provinces. California is the largest buyer outside of the maple belt, buying 14% of the total available wholesale syrup in 1989. Sixty one percent of the sales were to states and provinces within the maple producing region of the United States and Canada. The other 13% of the sales were spread out across the non-producing states and provinces.

It should be noted that California, Texas and Florida all have numbers of people who have moved from the maple belt. It is very possible that these people simply carried their love of maple syrup with them, and now continue to buy the product in their new home state.

In the survey the wholesale buyers were asked to give reasons

why it is often hard to open new syrup markets. The wholesale buyers said that the biggest reason was that "buyers are not familiar with real maple syrup." Tracking where people are moving may help the maple industry expand markets. The industry needs to start educational and promotional activities on maple syrup and target locations where people from the maple belt move to retire or work.

Large wholesale buyers (\$500,000 or more in purchases) either bought only from states and provinces with standardized grading laws or specifically mentioned difficulty in doing business in states without these laws. Some Ohio producers are now considering recommending to the Ohio legislature standardized grading laws be adopted. Ohio currently does not have laws in place.

To assist the Ohio maple industry to weigh the pros and cons of adopting standardized grading laws we are currently surveying Departments of Agriculture from maple producing states and members of the Board of Directors of North American Maple Syrup Council. We are interested in their perceptions of how grading laws impact the industry. Results of this survey will be used by Ohio producers as a basis of discussion as our industry continues to look for ways to expand markets and promote quality products.

Anyone interested in a research report should contact the Ohio State University Extension Service, Geauga Office at P.O. Box 387, Burton, Ohio 44021.

COMING EVENTS

1991 Ohio Maple Producers' Banquet and Tour, November 1-2, Wilmington, Ohio. For additional information contact J. Henry Davidson, P.O. Box Drawer V, Lynchburg, Ohio 45142 513-364-2151.

Windham County maple sugar-makers are proud to announce that the 1992 Vermont Maplerama will be hosted in southern Vermont's Windham County. July 31 — August 1, 1992. Headquarters: The Quality Inn, Brattleboro. Advance reservations can be made by calling the Quality Inn at 802-254-8701. Single rooms and double rooms are available at the special Maplerama '92 price of \$45/\$55.

1992 NAMSC Annual Convention, October 23-26 at the Civic Center Inn, Eau Claire, Wisconsin. For information call Don & Mavis Kakes at 715-623-6805 or Roland Jorns at 414-868-3161.



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Algonquin Local served as the host local for the OMSPA Summer tour on July 12, 13 & 14, 1991. The Leslie M. Frost Natural Resources Centre was the location. The weather was perfect and the agenda was stimulating.

Tours were made to the Sugar Bushes of Brian Tapley, Ross Boothby, Fred Brown, Mark Lupton, Albert Emes, Elton Taverner and Bill Hubert as well as the Sugar Bush at the Frost Centre. An informative tour of the Frost Sawmill rounded out the tour part of the program.

At the banquet on Saturday night, Paul Tapley entertained the audience with his stories of a bygone era in the Algonquin area. Ken Ritchie, Elton Taverner, Mel

Weber and Elton Steven were recognized for belonging to OMSPA for the past 25 years and being in attendance at this event.

Draws were held for OMSPA merchandise with winners being Paul Ritchies' daughter, Ken Ritchie and Ken McGregor. Local musicians provided entertainment for the attendants after the banquet.

The food was spectacular all weekend with the barbecue hosted by Kidd Hardware, Sundridge on Sunday being an especially memorable event.

All in attendance agreed that the Summer Tour for 1991 was worthwhile attending and look forward to the next tour.



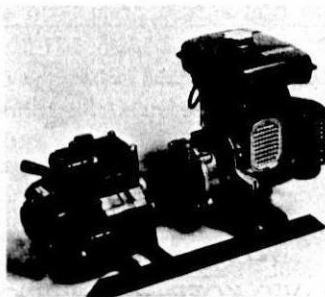
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MAPLE AND THE BICENTENNIAL

By Ray Foulds

As Vermont celebrates its Bicentennial (200 years since it became the 14th State) various maple organizations have held special celebrations. These began with the meeting on March 11 on the green in Fair Haven, Vermont. Here Governor Richard Snelling tapped a tree, V.M.S.M.A. President Bill Clark gave a talk, maple equipment and other industrial people had exhibits, early methods of sugaring were demonstrated, and a maple luncheon was enjoyed in a nearby church. Many participants dressed in early American costumes.

The Bicentennial events continued when the Maple History Com-

mittee, with the help of the Proctor Maple Research Center, the UVM Center for Research on Vermont, and the Vermont Maple Promotion Board conducted a revival of the Dean Hills Sugar Party on the UVM campus. At the Party, which began at noon on April 11, UVM President George H. Davis spoke, pointing out the close cooperation by UVM over many years with the maple industry. Dean Hills of the UVM College of Agriculture gave some early leadership. Bill Clark of the V.M.S.M.A. and the N.A.M.S.C. also spoke and pointed out how early Americans enjoyed sugar-on-snow. Sumner Williams and Everett Willard served the sugar-on-snow with the help of other Committee members. Fred Taylor dem-

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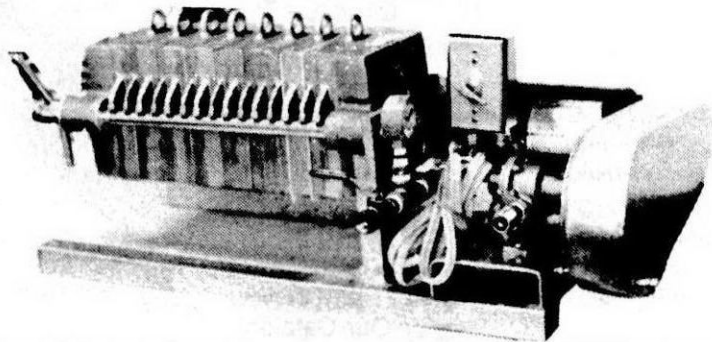
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onstrated syrup grading methods. Many UVM students took part, some being acquainted with this maple delicacy for the first time.

An evening meeting was also conducted by the Maple History Committee in the Memorial Lounge of the Waterman Building. George Bryan of the UVM Center for Research on Vermont was the M.C., Joellen Mulvaney, winner of the History Committee Essay Contest on Early Sugaring in Vermont, spoke on research she had done. Much of this centered on wooden and birch bark containers for sap and sugar made by native Americans, particularly Abenaki Indians. Related also was the story of Woksis, the early Indian Chief whose squaw, Moqua, was helpful in making the earliest syrup while

cooking moose meat for a visiting Chief. According to Mulvaney some sugaring may have been done as early as 1620. Some of the birch containers are as much as 200 years old. There were traditional Abenaki "sugaring grounds" in Vermont where families came together in temporary shelters for sugaring. Goose fat was used to seal the birch bark containers. Later there was stitching with rawhide, the bark was decorated by scratching out some of the white, and filled containers were used in trade. "Moose calls" were made from birch bark. (When blown through they attracted the moose). It was obtained from live trees after the second frost in the Fall. Some Abenakis lived in north-



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western New Hampshire (Coos County) and in northeastern Vermont, as well as in Maine.

A third event was the Vermont Maple Festival on April 19-21 in Saint Albans and vicinity. It consisted of maple exhibits and sales in the American Legion Hall, an Antique Show, an Arts and Crafts Show, pancake breakfasts at the City Elementary School, a Fiddlers' Variety Show, an Awards Dinner at the St. Mary's Parish Hall, a "sap run" (8.2 miles), and a parade (the 24th Annual). There was also a carnival for children to enjoy and a band concert by the U.S. Coast Guard Band. Several thousand people attended. Selected as Parade Marshals were Wilson and Susan Clark of Wells, Vermont. Bill and Susan were cited for their long years of leadership to the Vermont and North American Maple Industry.

FROM OMSPA BOARD

The OMSPA Directors met in Dorset on July 12, 1991 and discussed the following items:

1. A grant was received from OMAF for the operation of OMSPA this year.

2. Dave Gardiner stepped down as Director from Renfrew.

3. Long Range plan was discussed by Chuck Bokor, OMAF.

4. Arrangements for the CNE, Ploughing Match and RAWF were finalized.

5. An invitation was extended to the North American Maple Syrup Council to hold their Annual Meeting in Ontario in 1995.

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EDITOR'S NOTE: Due to space limitations it was necessary to delete portions of the article by Sherb Doubleday on glass containers for maple syrup packaging that appeared in the June issue of the Digest. For the complete text of this article, please write directly to Sherb Doubleday, 5 birch Lane, Newport, VT 05855 for a copy.

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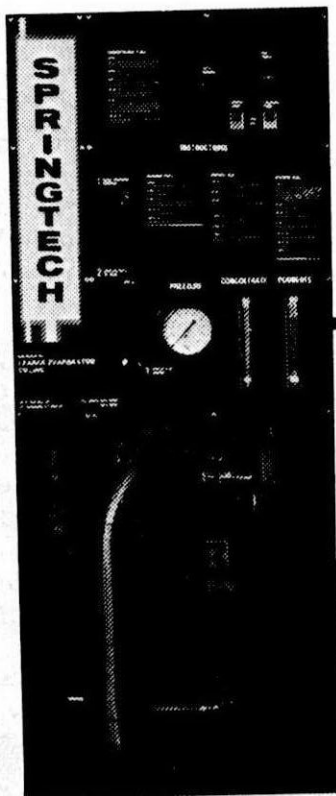
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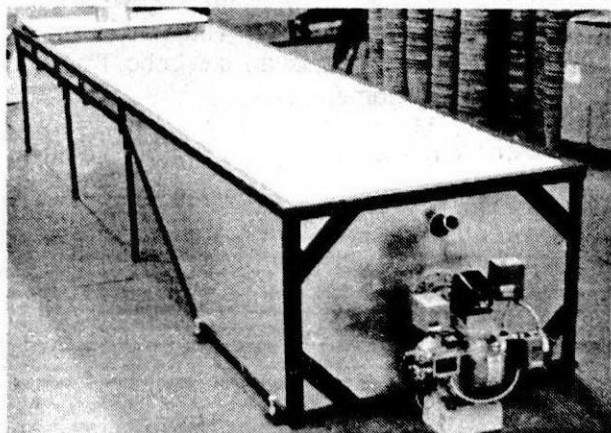
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EQUIPMENT FOR ALL YOUR SUGARING NEEDS

VERMONT'S MAPLE KING AND QUEEN SELECTED

By Larry Myott

The crowning of the 1991 Vermont Maple Queen and Vermont Maple King highlighted the recent 24th Edition of the Vermont Maple Festival in St. Albans.

Jennifer Cole of Cambridge and a student at Lamoille Union High School in Hyde Park was selected Vermont Maple Queen. She is the daughter of Mr. and Mrs. Jerome Cole.

The new Vermont Maple King is Gary Corey, son of Mr. and Mrs. Lyndon Corey of Fairfield. Gary lives and works on the family farm.

The King and Queen will represent the future of the Vermont Maple Industry at fairs and Field Days around Vermont, the "Big E" in Springfield, MA and the 1992 Vermont Farm Show. Each received a \$400 award from the Festival, the Vermont Maple Promo-

tion Board, and the VT Maple Sugarmakers Association.

The three judge panel interviewed the fifteen candidates from all over Vermont, and based their decision on knowledge of maple, experience, and poise during the interview. Sam Hudson, Jr. of Fairfax chaired the event.

Runners-up were Sarah Burnor, daughter of Mr. and Mrs. David Burnor of Fairfield and Aaron Reynolds, son of Mr. and Mrs. Marc Reynolds of St. Albans.

CAN YOU TOP THIS?

How well does maple syrup keep?

Pretty well, if a small bottle brought into the Age office last week by Maxwell McLean is any indication.

Mr. McLean, of R.R.1, Ilderton, had a sealed bottle of maple syrup produced by Duncan L. Stewart on March 23, 1897. The bottle had been found in an old Lobo Township home.

Mr. McLean says he is not sure what he will do with the treasure, but for now it will go in the refrigerator so it may keep on aging gracefully.

— The Age Dispatch, Strathroy, ON
— August 8, 1991



1991 Vermont Maple Queen Jennifer Cole of Cambridge and King Gary Corey of Fairfield will represent the industry around New England throughout the year. They were crowned at the recent Vermont Maple Festival in St. Albans.

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OHIO STATE FAIR MAPLE COMPETITION RESULTS

By Tom Hoffman

Three point three million people attended the 1991 Ohio State Fair in Columbus this August, many of these people stopped by the informative display manned by members of the Ohio Maple Producers Association. The Association is striving to educate the public on the unique advantages of pure maple syrup. Meeting people at fairs is certainly one of the ways of accomplishing this.

Part of the display consisted of the entrants in the State Fair Maple Competition. In the producer's syrup category the results were:

1. Charles Keiter, Xenia
2. Geauga Park District, Geauga County

3. Hilton Farley, Middlefield
4. Hans Geiss, Burton
5. Rhodes Sisters, Huntsburg
6. William Brown, Fredericktown
7. Maple Lane Farm

The producer's Grand Award for the best combined score in syrup, bricks, stirred sugar, cream, cakes, icing, and novelty was:

1. Hans Geiss
2. Charles Keiter
3. Maple Lane Farm

In the dealer's competition for syrup the results were:

1. Steven's Family, Mt. Gilead
2. Richard's Maple Products, Chardon

The dealer's Grand Award for best combined score in all categories was:

1. Richard's Maple Products
2. Steven's Family



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- produces maple syrup,
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- packs Pure Maple Syrup,
- makes Maple Candies, Maple Sugar and Maple Butter,
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- and supplies leading food manufacturers with Bulk Maple Syrup or Maple Sugar.

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MARKETING TIPS

By David Kopp

PROPER LEVELS MEAN INCREASED PROFITS

Test yourself: weigh your maple products and subtract for caps and containers to see if your not overfilling. A little extra in each container can reduce your profit as much as twenty-five to fifty dollars per barrel of syrup.

Weighing maple cream in containers is a must. Many producers have been filling the plastic cream containers right to the top. These containers hold as much as 50 percent overweight when filled to the top. Proper weight looks about two-thirds filled.

A simple chart can be formulated for the kitchen wall. Weigh each container and calculate the proper weight when filled. Check the empty containers periodically to be sure the manufacturer keeps the container weight consistent.

Proper levels will insure profit margins.



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FOR SALE: 1250 gallon stainless steel bulk tank, \$500. Syracuse, N.Y. area. 315-689-7036.

FOR SALE: Oil burner, complete with motor. Newly reconditioned, new burner tip, new transformer. \$50.00. For address or phone, see my maple label ad. — *William Chalmer*

FOR SALE: Retiring — Complete line of maple equipment for large operation. Steam evaporators — many tanks, all sizes — 2 pressure filters — 1 vapor compression distiller — 1 steam boiler — sugar machine — siphon filter — many other fixtures for maple industry. Must be seen to be appreciated. P.O. Box 77, Westford, NY 13488. 607-638-5690.

FOR SALE: Maple Sugar Bush, 200 acres, 8000 taps, tubing, vacuum, reverse osmosis, steam evaporation. Barry Branon, Rt. 3, Box 127A, West Chazy, NY 12992. 518-493-7090.

ARCHIE'S SUGARBUSH

Dear Mr. Editor:

My Wife, she sez, "Honest Archie," sometimes she calls me truthful Archie, "Please tell that nice Mr. Editor man about the machine you bought to get rid of the sugar sand." Well, it wuz like this:

Last fall a guy in Chicago called and said he had just perfected a machine called a de-calcifactor. It's a very complicated, high-tech, expensive contraption primarily designed to make hard water softer but he's absolutely positive it will take all the stuff out of sap that makes the sugar sand in syrup. He said since we had such a reputation for making syrup and was first on his list of preferred customers (I never heard of him before) he'd like to sell us one to try out.

Now I never liked to do business over a telephone but it sounded pretty interesting so I asked him, "how much?" He said, "they're supposed to retail for \$3,500.00." I said, "no thanks, I guess I'm not interested."

Before I could hang up he said, "Wait a minute. If you'll agree to help promote it after you try it out, I'll let you have the first one for \$99.95." Shucks, you can't go wrong for that kind of money so I told him to send one out.

It arrived the day we finished tapping so we figured we'd have to set it up in a hurry. Luckily, I read the instruction book first. It said you should have at least 25,000 gallons of sap to start it up. That's no problem with our outfit. It also told about a few things to look out for when operating it.

First, the sap must be between 40 and 41 degrees Fahrenheit. To

maintain this exact temperature it is equipped with an electro-fragmatic heat sensulator on the in-coming line.

A three stage pump then forces the sap at 500 pounds pressure through the de-calcifying component which consists of a deferred action Fritostat in line with a Spectro-sonic Stipulator. The flow rate is controlled by a Kanutin valve on the Framulator. All of these parts are enclosed in a hermetically sealed cylinder that is absolutely guaranteed to never fail to operate. If anything ever does go wrong the whole unit will have to be returned to the factory for service.

The waste material that is extracted has gone through a chemical reaction which makes it extremely toxic and at times slightly radio-active. The only land fill accepting this type of material is located somewhere in Utah, the exact location not publicized, and it is hoped a hauler can be found willing to transport the material before storage becomes a problem.

The active ingredient in the Stipulator is a secret formula which has to be replaced every 8 hours of operation because it contains a large portion of salt, some of which is imparted in the sap and concentrated in the syrup. This, of course, will have to be declared on the syrup label as an additive to make it legal for sale.

I'm glad we didn't set it up. We decided to send the sucker back to Chicago and forget the hundred bucks. It's simpler to filter the sand out of the syrup.

Your truthful friend,
Archie

sugarhill

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