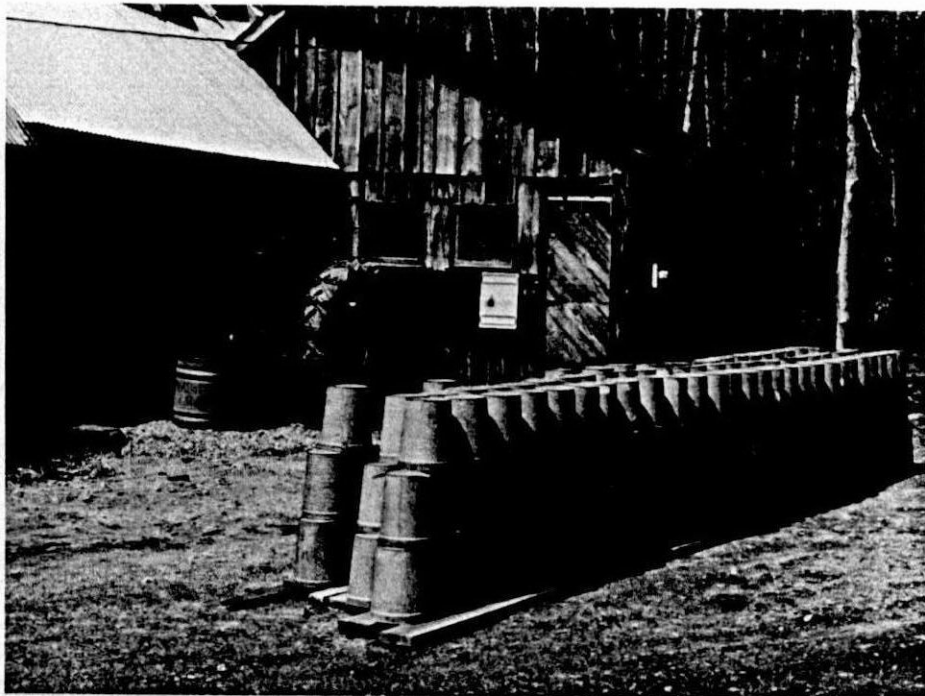




MAPLE SYRUP

DIGEST



VOL. 4A, NO. 2

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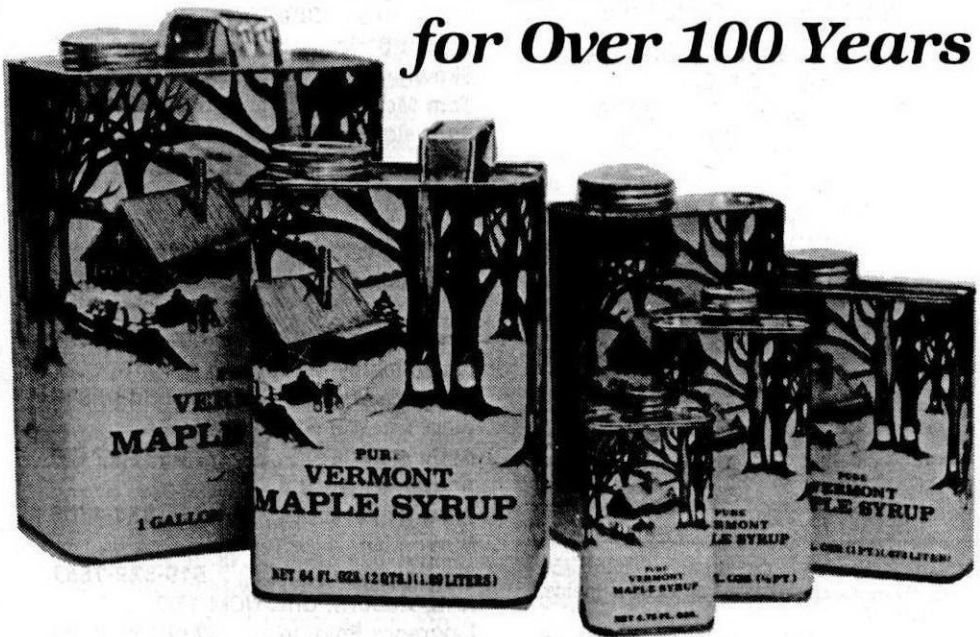


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GREETINGS FROM YOUR PRESIDENT



April showers bring May flowers. The grass is greening. Birds are singing. Squirrels are scurrying. Deer are grazing in the meadows in the evening. Little trickles of water are cascading down the embankments of earth and leaves. Buds hang from the trees ready to burst into leaves. Morning dew hangs heavy on branches and twigs. Everything glistens with splendor. It's like life can only happen after a period of dormancy. Spring captures winter. Birth overcomes death. It's a complex and difficult world. This is a confusing world with joys, happiness, sadness, tragedies and moments of grief. But it is a beautiful world. We all are so lucky to experience it. The miracle of life engulfs us. Optimism provides moral sustenance. Faith fulfills us. And life goes on.

Once upon a time, there was this small, healthy, vibrant, unique industry. This industry overindulged in production year after year — the ending to this story is up to us —. We will have the opportunity to write the final chapter or a series that will go on telling the story. As authors, we had better start writing. As syrup makers, we better create a new beginning. A new effort. A new dedication. A new chapter.

Of course I refer to the enormous crop which we must now market. I suppose we could throw up our

hands and quit. I suppose we could take a pessimistic attitude admitting the job too tough. Or we could roll up our sleeves, grab the bull by the horns, put our shoulders to the wheel, and sell this stuff. We are capable of it. Adversity isn't new to us. I've never known this group to shy away from challenge. But my main concern, is that we grasp our problems united. Divided we are weak, united we are strong. We have proven this over and over again. I sincerely believe we should proceed with a consensus rather than a divisive program. I have had many who favor tariffs, restrictions, controls, and whatever. It has been my position to allow our current organizations to fulfill their functions, i.e., to represent the entire maple industry and to solve our problems mutually and to the benefit of all. This will work. The alternative could be chaos. Patience at this time is virtuous. Let us all join hands in our efforts. Give our NAMSC and the IMSI a chance to function. If we have proposals, we should deliver them to these boards for consideration and leadership. I believe this is the correct course of action.

I have asked Roy to publish a copy of the letter I wrote to the Director of the USDA Organic Standards Board. I have clearly stated my position many times that all maple syrup is organic, period. You will see by my letter that this position has not changed. I have received overwhelming support for this position from the Directors. Now it is your turn. I need your support by you writing letters to Director Riker. I believe my reasons →

were clearly stated in the letter, so I will not repeat them here. However, I wish to extend my hand of understanding to those of you that disagree with my position, or are certified organic, or doubt my conviction, or just plain think I am wrong; and I ask that you consider all of the facts involved. I personally am sympathetic to the organic movement. I could easily have my own personal maple production operation certified organic. However, I am trying to do what is best for the maple syrup industry. When a decision like this has to be made, I like to apply the conservation principle, "What is the greatest good, for greatest number, for the longest period of time?". I ask you to consider this principle in your decision. I hope you can resolve to agree with me, a decision which I consider to be in the best interest of the entire maple syrup industry. Remember, numbers count. So, please write your letter of support today to Director Riker. If we fail to eliminate this "organic classification" from maple, I feel we will

be creating another disaster of abuse for our industry.

The grease for the wheels is still the dollars that go into the research fund. It is the knowledge that will provide us answers. Research still is our most valuable tool in reaching solutions for improvement. It may assist in resolving the marketing problems too. So please send in your penny per container. Believe me, it counts.

All in all, I am happy that we had a good crop. The reward for all our toil is the crop we harvest. So let us not be negative, but positive and thankful for the bounty. And let us not be intimidated by volume, but rather confident of our supply. We need to be thankful that we have something to sell. Now we MUST sell.

We will talk again in October. Have a happy summer. May the sun shine on you as it has never shined before.

Lynn Reynolds
Your President

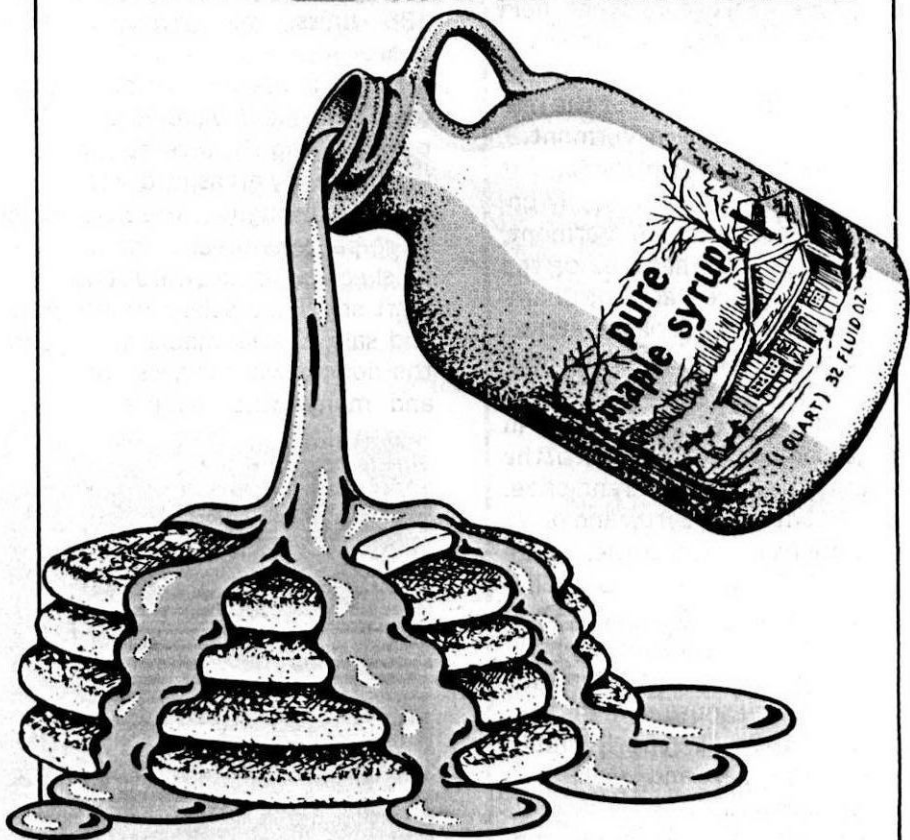
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VERMONT MAPLE FESTIVAL A GREAT SUCCESS!

The 25th Annual Vermont Maple Festival was described as a "Great Success" by Festival Chair and Vermont Extension Maple Specialist Larry Myott. This year's event, held April 24-26 in St. Albans, was blessed by sunshine and warm weather at the very end of the maple season in northern Vermont.

The event began 25 years ago as a local event and has gradually become a major event in Vermont, this year being named one of the Top Events by the Vermont Chamber of Commerce. A prime attraction to sugarmakers was the Vermont Maple Exhibit Hall which displayed the 1992 crop of syrup in a large contest that provided the winner with an \$88.00 grand prize. Over 150 entries of syrup and products came from every corner of the state with Joe Newell of St. Johnsbury winning the grand prize for his Grade A-Medium Amber entry. The Fancy category winner was Chaffee's Sugarhouse of Montgomery, and the Grade A-Dark Amber winner was Robert and Lucille Williams of Cornwall.

The biggest winners in the contest were Ed & Gloria Merrow of Danby, winning in three classes of products: Maple Sugar Cakes, Maple Cream, and Hard Brick Sugar. Other winners were: Wilson and Sue Clark of Wells for Bulk Maple Sugar, Bill & Moe Wildes of Morrisville for Maple Fudge, Jean Marie Laroche of Highgate for Indian Sugar, and Marjorie & David Palmer

of Shelburne had the best display of Maple products.

The maple cooking contest attracted entries from all around Vermont, but the winner was named from Franklin County as Vermont's Mrs. Maple, Susan Harlow of Enosburgh Falls. Mrs. Maple was honored with a ride in the hugh parade on Sunday, with over 125 units, and five marching bands.

Myott indicated that police estimated the Sunday crowd at 30,000 people, lining the streets and visiting the many areas of displays and exhibits throughout the city. There were pancake breakfasts, a maple luncheon, a maple awards banquet, craft show and sale, antique show and sale, special maple displays in the downtown business windows, and many other events too nu-

→



Over 2000 University of Vermont students, faculty, and staff were treated to the annual Sugar-on-Snow party.

merous to mention. Of special interest to the Festival this year was WCAX television that broadcast the evening news live, in front of the Leader Evaporator Sugarhouse on the park in downtown St. Albans on the opening evening, bringing the festival live to a 100 mile radius of the U.S. and Canada.

Honored as the Parade Grand Marshall was, Dr. Fred Taylor retired University of Vermont maple researcher and board member of the Festival. In presenting the honor, at the Maple Awards banquet, Myott cited Taylors' lifetime commitment to maple and his continuing efforts to promote maple and assist in many areas of the maple industry.



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CAN PEAR THRIPS FUNGAL PATHOGENS BE USED AGAINST OTHER MAPLE PESTS?

By Leticia Martinez de Murguia,
Michael Brownbridge &
Bruce L. Parker
Entomology Research Laboratory
University of Vermont

An intriguing question. Research is continuing at the Entomology Lab on the evaluation of the insect-killing fungus *Verticillium lecanii*, and other entomogenous fungi, for the control of pear thrips. Our findings so far indicate that these pathogens, which are indigenous to maple forest soils, are very effective against thrips. But no forest pest can be considered in isolation and a large and diverse group of insects feeds on sugar maple. It is important that the interactions of the different populations be recognized and that control strategies should be formulated to take a more holistic approach to pest management. We have therefore undertaken a complementary research project, funded in part by the NAMSC, to investigate the effects of selected fungal pathogens on the maple leafcutter, *Paraclemensia acerifoliella*.

This pest first appears in May, when the small, shiny, metallic-blue moths can be seen flying around in the sugarbushes. Feeding on maple leaves starts in early June and continues through summer until September when the larvae drop to the ground to pupate. Few people may have observed the

naked larvae, rather they will have noticed circular holes in the maple leaves which get progressively larger as the season progresses. The insect cuts leaf discs to form a protective casing around itself, hence the circular holes, and then feeds on other parts of the leaf. Leaf cutting and feeding damage by the insect on maple foliage in 1991 was extensive and spectacular, and leads to a reduction in tree vigor and sugar content in sap.

The entomogenous fungi tested against this pest are all pathogenic to thrips. To evaluate them against the leafcutter, maple leaves were coated with suspensions of the fungus, and larvae, complete with leaf casing, allowed to crawl over the treated surface. For some of the strains tested, 90% to 100% of the exposed larvae had died after 8 days, showing that they were very susceptible to these biological control agents. Larvae infected with *V. lecanii* also became pink, the symptomatic color of pear thrips infected with the same organism.

Further studies are now underway to see how well the *V. lecanii* strains perform against maple leafcutter at temperatures equivalent to those experienced in a sugarbush environment. The results are exciting, suggesting that this pest might also be managed with fungal pathogens being developed for pear thrips control. This way, one pathogen could potentially be used against several pest species in the same sugarbush environment.



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63rd GEAUGA COUNTY MAPLE FESTIVAL

By Tom Hoffman

Even though most Ohio Producers only made half to tree-quarters of a normal crop, the 1992 edition of this festival had over seventy entrants in the syrup competition.

The Geauga County winners are as follows:

- 1st Place — Brian Davis — Newbury
- 2nd Place — Jim Cermak — Chesterland
- 3rd Place — Stanley Smith — Parkman
- 4th Place — M.J. Tvergyak & Friends — Chardon
- 5th Place — Ken Nelson — Montville
- 6th Place — Bill Rist — Chesterland
- 7th Place — Lloyd Frohring — Newbury

The out of county winners are:

- 1st Place — Dennis & Dave Livingston — Jamestown, PA
- 2nd Place — Charles Keiter — Xenia
- 3rd Place — Rand's Sugarhouse — Garrettsville
- 4th Place — Levi E. Miller — Trumbull Co.
- 5th Place — Roger Monroe — Hiram
- 6th Place — Eli D.L. Miller, Holden Arboretum — Mentor
- 7th Place — Ed & Marje Shook — Madison

In the Novice category (those with fewer than 300 taps) the results were:

- 1st Place — Larry Wolf — Southington
- 2nd Place — Arthur Jones — Chardon
- 3rd Place — Rocky River Nature Center — No. Olmsted
- 4th Place — Charles M. Veleba — Chagrin Falls
- 5th Place — Robert Simpson — Mantua
- 6th Place — J.R. Blanchard — Chardon
- 7th Place — Dennis Lupca — Burton

In the Maple Confections competition Clare Timmons was named Grand Champion for compiling the best combined score in Hard Sugar Cakes, Sugar Brick, Novel Design, Stirred Sugar, and Maple Cream.

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HANK TELLS ALL ABOUT SYRUP

As I go driving around our fair County, busy reading meters, I notice that the sturdy farmers is busy boiling down maple sap to make maple syrup to sell to the public at three bucks per gallon.

A cupple of years ago a feller come to me and he had a small sap orchard and he wanted that I should go into the maple syrup business with him and he said that the price of syrup was too high and that he was going to lower it.

According to this feller's tell, all you had to do was bore a little hole into a tree, stick on a spile and a bucket, catch the sap, boil the sap an hour or so, run it into a can and sell it. He said if they could sell the best motor oil for a dollar forty a gallon, that they had to dig a hole two thousand feet into the ground to get at, and refine it and lug it all the way from Pennsylvania, it seemed that you could do the same when you got the sap from a tree right beside the road and peddled the syrup yourself without no middle man and freight charges to take all the profits.

Like I said, I smelled around a while and I found that it costs about one hundred and fifty bucks for a good evaporator and then you have to build a house over it and build a chimney and set a foundation under it. That will spoil one hundred bucks more. Then you need about five hundred sap buckets and covers and spiles which will cost you about seventy-five cents per unit and a drain bag and a syrup thermometer and a

bunch of cans at sixteen cents per each and five or ten cords of slabs and five or six hogsheads to lug the sap in and a sap siphon to get the sap out of the hogsheads into the evaporator and a cupple of hosses and a cupple of sleds to collect the sap and a cupple of men to drive the hosses.

You only have to evaporate forty-five to fifty gallons of sap to get one gallon of syrup which will weigh eleven pounds.

They is wun more thing I forgot, you have to hire sumbuddy with a strong back to bore five hundred holes in five hundred trees and drive in five hundred spiles and hang five hundred buckits and covers and if you think that that can be did sum morning before breakfast you is crazy.

After I had made that short investigation I decided I would NOT go into the syrup business except as I usually go into it each spring. The way I go into the syrup business each spring I go to Ellery Briggs in Ossipee or Ralph Brooks in Freedom and ast them how much syrup is and they always say "Three dollars cash or two dollars credit," for they figure when they lose a bad account, by only charging two dollars for credit syrup, the don't lose so much money as if they charged it at the cash price.

So I get a gallon and pay cash for it, they having just run out of credit that day, and take it home. That night I take about two quarts of that syrup and get it boiling real good and I boil it and boil it until you can take a spoonful and run it out onto a panful of snow and it sets up almost like thick cup



grease, and is pure gold in color. Then I take a fork and sum pickils and sum donuts and I set me down and I run that thick syrup out onto the snow and let it set and wab it into the fork and chew it down and it is the sweetest slickest candy in the world. When my mouth gets so it don't want to taste no more, I reset my tasting machinery by eating a sour pickil and a couple of donuts and then I am ready for more. After I have et all I can, I take a big dose of bicarbonate of soda and go to bed and sumtimes I wake up with a tummy ache and sumtimes I do not.

That is what the old timers used to call making leather aprons and it is quite an indoor sport.

Then I use what syrup is left over to put onto my pan cakes mornings and sumtimes I use a little bit to pour onto vanilla ice cream and

sumtimes Mrs. Hank uses some to flavor the frosting on a cake and then occasionally she will mix sum with cream, and wun or two things, and freeze it up in the ice box, making what is called moose and that is the sweetest and richest and most indigestible and best ice cream they is.

That is the part of the maple syrup business that I like real good and I am ready to go into it at the drop of a hat. But as for this business of emptying five hundred sap buckits every morning, you can do it. Me, I'll just wait till you have the syrup all made and I will pour it onto my pan cakes.

Is that using the head, or aint it?

Sincerely,
Hank

Taken from the New Hampshire Troubadour, April 1941.



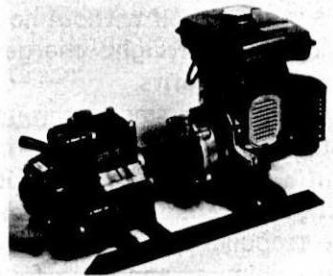
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TAPPING GUIDELINES AND TREE DIAMETER MEASUREMENT

By L.J. Staats
and J.W. Kelley

In recent years, tapping guidelines have been developed based on tree diameter which is measured at 4 1/2 feet (dbh) above the ground. The purpose of these guidelines is to prevent stressing of sugar maple trees as a result of over tapping. Although diameter serves as the major determining factor, taphole depth, and overall tree health and crown condition should always be taken into consideration.

Winch and Morrow (1978) recommended that taphole depth be limited to 2 to 3 inches. Their recommended rate of tapping is as follows:

<i>Tree Diameter (dbh in Inches)</i>	<i>Maximum Number of Tapholes</i>
10 — 16.9	1
17 — 23.9	2
24 — 29.9	3
30+	4

Laing (1984) recommended similar tapping rate guidelines but suggested that taphole depth be limited to only 2 inches for trees in the 10 to 12 inch diameter size. Larger trees could be tapped to a depth of 3 inches.

To benefit from the use of these tapping guidelines, producers require a simple but accurate means for determining tree diameter in the field. Two commonly used tools are available for measuring tree diameter, the diameter tape and the Biltmore stick. Both tools are easy to use and are readily available from forestry equipment suppliers.

The diameter tape is made to measure a tree's diameter based on its circumference and is small enough to be carried in one's pocket or clipped on the belt.

The Biltmore stick is perhaps a less familiar tool. Its size is usually similar to that of a yardstick but it is marked to indicate tree diameter. The stick is used by placing it across the tree at 4 1/2 feet from the ground and 25 inches from your eye. Next, move the stick so

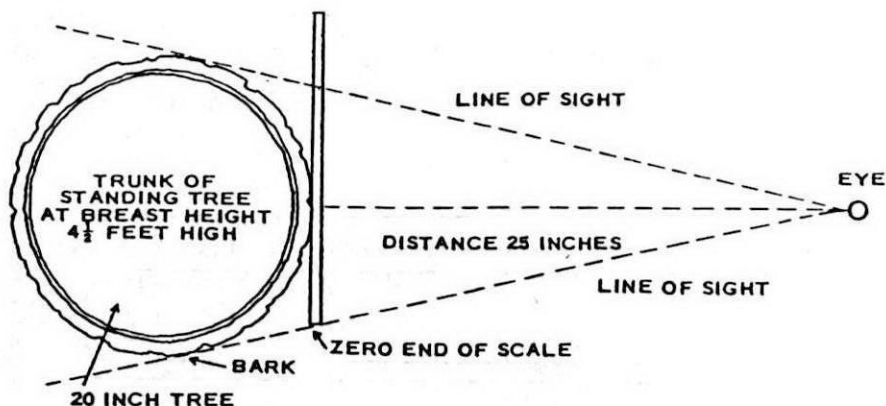


Figure 1. The geometry of the Biltmore stick

that its zero end is in line with your eye and the left side of the tree. Then without moving your head, note where the sight line from your eye cuts across the stick at the right edge of the tree. The reading on the stick at that point gives the diameter of the tree (Figure 1 from Holcomb et al 1964).

A very useful "tapping guide" Biltmore stick can be easily made from a piece of wood similar in size to a common yardstick (Figure 2). Graduation for 1, 2, . . . 4 taps are marked on the stick using the following measurements:

<i>Tree Diameter (dbh inches)</i>	<i>Number of Taps</i>
10	1
12*	1
17	2
18*	2
24	3
30	4

<i>Graduation (inches)</i>	<i>Graduation (nearest 1/8 in.)</i>
8.45	8 1/2
9.87	9 3/4
13.12	13 1/8
13.72	13 3/4
17.14	17 1/8
20.23	20 1/4

*diameters for a more conservative tapping rate

Mark your tapping diameter stick according to the given measurements. Use the left end of the stick as your zero point and place 1, 2, . . . 4 tap marks progressively to the right. Note that alternative, more conservative tapping diameters are provided for 1 and 2 tap trees. The tapping stick can be outfitted with a rawhide loop or a belt clip to make it easier to carry in the woods.

By applying sensible tapping guidelines, your trees will remain productive for many years. Using this simple, but accurate, measuring stick will take the guesswork out of determining tree diameter and will help you guard against overtapping.

The basic principles of sound tapping procedures should always be kept foremost in mind. After all, the continued good health of your sugarbush is the basis of your entire maple operation. Remember also that with the tubing sap collection system avoid using droplines that are too short for they will result in a clustered placement of tapholes. The use of adequate dropline length (24 inches minimum) will provide, over time, the proper distribution of tapholes throughout the entire "tapping

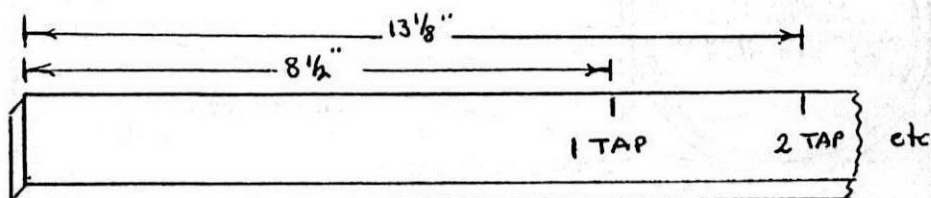


Figure 2. The tapping guidelines diameter stick

band" of the tree. New tapholes should be drilled at least 6 inches laterally and 2 feet above or below old tapholes. This spacing allows for the best taphole distribution, optimum growth of new sapwood, continued good tree health, and many years of better sap production from your sugarbush.

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Winch, F.E. and R.R. Morrow. 1978. Production of Maple Sirup and Other Maple Products. IB 95. Cornell Univ. Ithaca, NY. 6 pp.

Sources of Tree Diameter Measurement Equipment*

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NEW YORK MAPLE TOUR

The 1992 New York State Maple Tour will be held in Otsego County in central New York on Monday and Tuesday, July 20 and 21. The tour will be headquartered at the Otsego County Maple Producers' Association sugar house at the Otsego County fairgrounds in Morris. The banquet and evening program will take place at the Holiday Inn in nearby Oneonta.

Otsego County is located in the central-leatherstocking region of New York. The area has many points of interest including several museums and the Baseball Hall of Fame in Cooperstown. The Otsego County Maple Producers' Association have worked very hard in planning for a very interesting and educational tour.

Pre-registration is essential for scheduling the 1992 New York Maple Tour. A tour schedule, registration form, and list of area accommodations will follow soon.

Please Mark the Dates

For more information please contact: Ms. Janet Aldrich, Cornell Cooperative Extension of Otsego County, Education Center, 123 Lake Street, Cooperstown, NY 13326, Phone (607) 547-2536.

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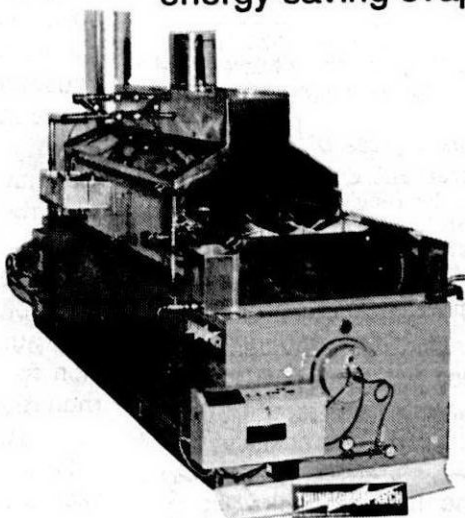
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GREETINGS FROM CONNECTICUT

By Paul M. Williams

The 1992 season has passed, although it got off to a slow start most producers were boiling by mid February. The weather then ran in cycles of warm and cold periods causing erratic sap flows. However, producers reported above average amounts of syrup were produced.

Our spring work shop was held on January 18th. At Northwest Park and Nature Center. The morning session consisted of information and techniques on "Backyard Sugaring", conducted by Steve Broderick, Cooperative Extension Educator in Forestry at the University of Connecticut.

This was followed by a presentation by Steve Selby, president of Small Brothers, U.S.A. on syrup production equipment and the Canadian Syrup Surplus situation.

At our business meeting we were pleased to learn that our President, Richard Norman was elected vice-president of The North American Maple Syrup Council at their annual meeting in Wisconsin. In the afternoon Mr. Aubrey Davis, Director of New England Agriculture Statistics Service spoke on the advantages of Connecticut having joined the program.

Maple promotion in the state and future projects for achieving this were outlined by a representative of the Department of Agriculture.

The day was rounded out by a very interesting tour of the facilities and sugar house of our host, the Northwest Park and Nature Center.

NORTH AMERICAN MAPLE SYRUP COUNCIL'S 1990 TECHNICAL SESSION PROCEEDINGS NOW AVAILABLE

Maple syrup producers will benefit from reading the just published proceedings of the 1990 North American Maple Syrup Council technical session. *Maple Syrup Production*, NRAES-62, is 82 pages long and includes 11 reports by 20 authors. These authors include maple specialists from the State Universities of New Hampshire, Vermont, Massachusetts, Pennsylvania, and New York; the Northeastern Forest Experiment Station; and representatives of the maple industry. Topics included in the publication include pear thrips, maple decline, sugarbush management, maple fertilization, sweet-tree evaluation and development, and RO operation.

Maple Syrup Production is available for \$10.00 from the Northeast Regional Agricultural Engineering Service (NRAES), Cooperative Extension, 152 Riley-Robb Hall, Ithaca, NY 14853-5701. Postage and handling are included for U.S. orders only. Orders from outside the U.S. must be prepaid in U.S. funds. Quantity discounts are available: 10-49 copies, 20%; 50-99 copies, 30%; 100 or more copies, 40%. Please make your check payable to NRAES or call (607) 225-7654 for more information. Call or write for a free publication catalog or software catalog.

LETTER TO MR. RICKER

April 18, 1992

The National Organic Standards Board

Mr. Harold Ricker, Director

USDA, AMS, TMD, Room 4006

P.O. Box 96456

Washington, D.C. 20090-6456

Dear Mr. Ricker,

In reference to our telephone conversation of last week, please accept this letter as confirmation of my comments concerning an organic classification for pure maple syrup. My concern is for the integrity of the product and the welfare of the industry. As you know, our industry considers all "pure" maple syrup to be "organic". We demonstrate this by every message we send to the consumers, "If it is pure, it is organic and if it is organic, it is pure". We could not be any more clear. Therefore, we do not feel it is necessary that pure maple syrup fall under the certification process to determine if it is organic. Nor, does the industry feel it is appropriate for a few producers to be able to display the word "organic" on their labels because they pay a certification organization a fee to do so, when in fact, their pure maple syrup isn't any different from any other pure maple syrup. All pure maple syrup falls under the FDA guidelines for packaging and labeling. All pure maple syrup production falls under the inspection and governing auspices of the State and Provincial Food Agencies, as well as the Provincial and State Pure Maple Syrup Producer's Associations. Current packaging falls under Canadian, Provincial, State and USDA grading laws. The laws and guidelines for these Agencies and Associations meet or surpass any of the so called "organic guidelines proposed by any "organic certification organization" which I have had the opportunity to review.

The pure maple syrup industry is superbly represented by the North American Maple Syrup Council, cooperatively with the Provincial and State Maple Syrup Producer Associations, and in close association with the International Maple Syrup Institute. Our organizations have always worked in very close contact with all of our Provincial, State, and National (American and Canadian) Governmental Agencies to insure that we and they were fully informed as to our industry's problems, solutions, goals, and production guidelines. Our communication with the USDA concerning statistical reporting, forest management, production techniques, and environmental concerns have always been up-front and forth-coming. We wish to continue this relationship in every aspect, including these "organic" concerns.

Therefore, our industry position is to maintain our current classification of "pure maple syrup" with out any label reference to "organic". Our industry has enough problems in enforcing the current laws to insure "purity". We are currently sponsoring extensive research for a relatively simple test which can guarantee that adulteration cannot invade the "purity" attesta-

tion which our industry now furnishes to the consumer. If another level of product identification (organic) were forced upon us, we would have an additional dilemma of providing guarantee to the consumer that there was a difference between "organic" and "pure". Our contention, there isn't any difference, so why should our small industry be burdened with additional policing of a classification that is neither justified or needed.

Pure maple syrup is a wild crop. Production trees grow wild. It is not a cultivated crop. It is truly a natural phenomenon. It is not such as cabbage or onions. Maple trees are not planted with the intent of production in the current generation. It takes at least 50 years to grow a tree large enough to tap. We encourage acceptable forest management practices. We recommend environmental prudence. Any fertilization is either experimental or carried on under the most careful supervision of environmental and nature concerns. We do not spray indiscriminately and would do so only under the most stringent official forestry guidance. Production techniques surpass published guidelines for "organic classification". There is not any logical argument that the "classification of organic" would be any different than those that already apply to "pure". And we are confident that pure maple syrup is in fact naturally organic.

The real dilemma for our industry, involves packers of pure maple syrup. The majority of all pure maple syrup produced is sold to packers ("warehousers"). An enormous quantity of pure maple syrup is sold across State, Provincial, and International boundaries complicating the issue. It would be expected that "organic" pure maple syrup would have to be segregated from other pure maple syrup in packer's facilities. The real problem is how to police this situation. There already exists substantial evidence that more so called "organic" pure maple syrup is being marketed by a few disreputable packers, than is even produced. As the parameters of the "organic" movement permeate more extensively into the syrup industry, these violations would only expand. As a scenario, take a anonymous packer in the Southern U.S.; which purchased a barrel of "organic" pure maple syrup from some other packer, which in turn had purchased it from lets say some packer in Canada, which had purchased from some producer certified "organic"; would package this syrup, and say considerable more, claiming it all to be "organic", in thousands of small bottles, and distribute it to super market chains. The paper trail, if any, would be horrendous to follow. In addition, there isn't any test to determine "organic" from "pure". In fact in small quantities, it is impossible to determine adulteration of "pure" maple syrup. How could anyone possible police or enforce compliance? As an educated chemist, I know I could not and I doubt if anyone could. Our industry is having difficulty enough maintaining the integrity of pure maple syrup without the nightmare of establishing another hurdle to the integrity of our pure product. I could even imagine products using pure maple syrup as an ingredient, then would claim it to be "organic" too. This may even extend to adulterated pure maple syrup being called organic. Please help us to curtail creation of this monster within our maple industry. "Organic" is an admi-

rable movement, but the pure maple syrup industry just does not fit the mold and could be severely damaged by its intrusion. In these cases, "organic certification" in maple appears to be a license for abuse.

Our request is simple. Please exclude the "organic" classification from the pure maple syrup industry. Or, if this exclusion cannot be achieved, then allow the North American Maple Syrup Council, in connection with all Provincial (if applicable) and State Maple Syrup Producer Associations, in cooperation with the International Maple Syrup Institute, be the exclusive source of guidelines and rules governing "organic certification" for all of the Pure Maple Syrup Industry. We do not want this, but it would be better for us to discipline our own industry than to allow inadequate outside intervention, which would not be qualified to determine "purity", "organic", or deficiencies in production techniques which would violate both "purity" and "organic"—both because they are one and the same.

Thank you for allowing me to state our industry position. I appreciate the opportunity to present our case. I apologize for the length of these explanations, but I honestly could not appropriately explain these very serious consequences in less words. Please advice of any further information you may require. We will appreciate your consideration in these matters.

Very truly yours,
Lynn H. Reynolds
President



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N.W. PENNSYLVANIA'S JANE GOOD



Jane is the 18 year old daughter of Dr. and Mrs. Patrick Good of Wattsburg, Pennsylvania.

Her uncle and aunt, Burton and Ruby Kimball, taught her everything about the maple producing industry from tapping to selling the finished products. Gaining this knowledge seemed very natural as it is something the family has been doing for many years.

Jane has promoted maple products at local fairs, farm city day, several day long educational functions and many parades. She has enjoyed the opportunities she has had helping to educate children of all ages, but especially elementary age, as they are so eager to absorb all information she gives them on the production of syrup. She feels the longevity of the maple business lies in the hands of youth so educating them was most important during her reign.

Jane is a senior at Seneca High School. Her athletic ability has earned her the triple crown award for varsity play in volleyball, basketball and softball. An avid skier

Jane has served as president of ski club as well as president of her class. She is a member of Whos-Who among American High School students. She is also a member of her Church Youth Group. Jane has a part time job as a waitress at Peek 'n Peek Ski Resort.

After graduation from high school Miss Good has been accepted at Gannon University, Erie, Pa., to major in nursing.

NOVA SCOTIA REPORTS

By Brian Alloway

Slow starting, ending in a mad rush. That sums up the 1992 maple season in Nova Scotia. Little or no syrup was made until the last week of March and many producers were worried about the possibility of having a very poor season. As the calendar turned to April the weather turned also and the sap began to flow. It ran so much that producers boiled long into the night, ran out of wood and in some cases excess sap was offered for sale or was left uncollected as it ran on the ground.

It is too early to report on total figures but estimates indicate that overall production will be up approximately 10-30% over 1991 totals.

The syrup that has been produced this year has been of high quality with very little of the darker grades being made.

As the month comes to a close the season is now finished in much of the province. The problem now is to find additional markets for the increase of production.

ONTARIO 1992 SUMMER TOUR AND ANNUAL MEETING

Waterloo, Wellington and District invites everyone to the annual summer tour and annual meeting. It will be held on July 16, 17, and 18, 1992. This event promises to be an opportunity for an informative, innovative and enjoyable gathering.

The area features the Maple Syrup Museum of Ontario, Seagram's Museum, Waterloo Stockyards, Farmers' Markets, Doon Heritage Crossroads, Schneider House and the Meeting Place to highlight the history, lifestyle and beliefs of the Mennonite people.

Tours will be available on July 16, with the Directors of OMSPA meeting that evening. A tour, with lunch stop barbecue will lead up to the Annual Meeting of OMSPA on July 17. A banquet and entertainment will wrap up that day. Judging and awarding of prizes in the "Maple" photography contest will be a highlight of the banquet. On July 18, further tours are planned for the area.

Preregistration will take place in early summer. Please plan to join us. For further information, Contact the Waterloo-Wellington Local.

SUGAR IN SPACE!

Ontario Maple producers have scored another first. Dr. Roberta Dondar, a native of Sault St. Marie, carried some maple sugar with her on her recent 8-day trip into space. We are informed that Thompson Maple Products at Hilton Beach

(Algoma local) had the honour of supplying some sugar to Dr. Bondar and she elected to enjoy her treat while on the mission. Not too many producers can truthfully say that their products are "out of this world".



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HISTORY

Eaton & Eaton, Inc.
South Royalton, Vt.

By
Raymond T. Foulds, Jr.

Introduction

The Eaton maple enterprise began with Amos J. Eaton, whose home farm was in South Royalton near the area of the Joseph Smith memorial. When the co-op (Vt. Maple Products Coop. Exchange) went defunct in Essex Junction in the late 1920's, he bought their supplies and equipment and moved into the old Creamery building on Tunbridge Road. From this building he bought syrup, made it into various kinds of sugar, and shipped it all over the world.

Part of Eaton and Eaton was Amos' son Wendell. Of great help to Wendell was his wife, Norma. Later Wendell established his own business, which included a blacksmith shop, a hardware store, and the manufacture of clothes driers.

In buying syrup Amos weighed the syrup, paid the base going rate, and later sent a bonus to sugar makers (in late Nov. or early Dec.). The arrangement was different than with the Franklin County Maple Coop.—the Coop. had to distribute profits, while with Eaton it was a voluntary thing. Syrup was sold as well as sugar.

In 1939 Amos sold the Eaton maple business to the Black Sign Company, which was partly owned by the Coca Cola Company.

Book: *Poems and Recollections of Vermont*

Among other things Amos J. Eaton wrote a book, "Poems and Recollections of Vermont." (173 pages). In it he described origins of maple sugaring among the Indians (Tribe not given), and his own early years when farming and making maple sugar in Orleans County near Barton (1872-1895). Typed in 1938, the copy owned by Clifford Eaton, his grandson, is bound in red leather, with a metal clamp binding.

A. Poetry A.J. Eaton published 38 poems in this book, dated 1938. A graduate of Montpelier Seminary in Montpelier (became Vermont College later), he was an intellectual as well as a sugar maker and business man. In addition to these poems he wrote many others. He thought of them as both "philosophy" and "whimsical verse."

B. Indian Story The Indian story, as told by Amos' grandmother, was called, "The Story of Moqua the Beautiful." The Indian Sachem was Wocksis, and his wife Moqua. Moqua was the daughter of a great medicine man, and was a very able seamstress and cook. While cooking for a rival Indian Chief, a guest of her husband, she accidentally boiled maple sap, as water for boiling moose meat, longer than expected. The result was a delicious "pudding" which was later enjoyed at other times. This was supposedly the first time maple "syrup" was enjoyed by Indians or others.

C. Sugaring In his "sugaring" account Amos described the hanging of 1,000 cedar buckets. Hoops were tightened by driving with a hammer and plug before the buckets were hung. "Sap nails" were driven into the tree below the taphole, and the bucket hung on the "sap nail." Buckets were scrubbed in boiling water before hanging. A tin spout 4 to 5 inches long was driven into the bark beneath the tap hole. A wooden tub, hauled on a sap sled, was used for hauling sap from the woods to the sugar house. At the sugar house it was held in a "feed tub", from which it ran through the "feed-pipe" into the evaporator. The evaporator was the largest one in the area—18 to 20 feet long and nearly four feet wide, with corrugations placed so that the sap ran from one side of the pan to the other; and made its way from the front to the back, where it was drawn off as syrup. The pan was on a brick arch with grates and a cast iron door frame. The arch handled four-foot wood. During a big sap flow the evaporator was kept going day and night, and coffee made



with sap and scorched corn was served at midnight. Sometimes eggs were boiled in the hot sap. There were problems with illness from measles and peritonitis, and particularly valuable help came from a hired man called Varney. There was a separate "sugaring off" pan at the side of the sugar house opposite the evaporator, on which a ton to a ton and a half of sugar was made each season. Hard sugar was put into wooden tubs and sold by the middle of the summer.

Eaton & Eaton, Inc.

Eaton & Eaton began when Amos and his son, Wendell, formed the Company. In the early years (the 1920's) syrup was bought in drums, packaged in retail containers, and sold from the old Creamery plant on the Tunbridge road. Sugar was also made from some of the syrup, and sold to customers throughout the country. During the years 1921-1925 Amos was manager of a Vermont marketing organization called, "Vermont Maple Products Coop-

erative Exchange." This organization was federated, and had local units in Glover, Groton, Chelsea, Huntington, Cabot, Waterville, Berkshire, and Underhill. In 1927 George Cary offered to buy the syrup, paying an extra \$.10 per gallon, and this continued until 1930. (George Cary went bankrupt and died in 1931).

As early as 1915 an effort was made to sell syrup at farm shows, exhibitions, etc. One of these was the Agricultural Fair, which later became the Eastern States Exposition, West Springfield, Mass. Amos manned a display in 1915. The Fair became the Eastern States Exposition in 1917. The Exposition ran for 10 days, from about Sept. 11 to 21, 9:00 a.m. to 9:00 p.m. An Industrial Arts Building, as part of a Better Living Center, was built in 1924, and the maple display became part of the new Center. (Vermont Building). Included was an evaporator, boiling, the making of maple cream, etc. Wendell had much to do with the

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maintenance of the building, and one year painted it. The Eatons sold Vermont cheeses as well as ample syrup and sugar; and were still doing so long after the original maple business was sold in 1939. Wendell was still active in this enterprise until he was 87 years old.

An Eastern States Exposition Eaton & Eaton (Wendell) provided all of the maple equipment for two buildings to boil syrup in the early days—the Vt. Building and the Better Living Center. Later the State (Vt.) took over and paid for the equipment in the Vt. Building. (Wendell's last year of helping with the Exposition was 1986). Later the Vermont Maple Sugar Makers' Association bought the equipment. In 1969 Wendell and Norma (Eaton & Eaton Co.) received an award from the Exposition for 50 years of achievement. Later Wendell received an award by other exhibitors consisting of an article in the newspaper which was mounted on a wooden plaque, with a clock also embedded.

In 1967 Vermont Sugarhouse, Inc. (Clifford Eaton, Wendell's son, and Shorty Danforth), bought back the original business.

Another phase of the early Eaton & Eaton business was the purchase of sugar sand, or niter, from sugar makers; and sale of it to Eastman Kodak Co. in Rochester, N.Y. as a polishing powder. Amos Eaton first had the idea of doing this. The niter was purchased from sugar makers in sap buckets, weighed, and paid for at 5

cents per lb. The buckets were dumped into a large wooden vat. The niter was heated with direct steam pipe injection. They drew off the syrup which came out of the niter (Grade C). Then they took the remaining niter and put it into long wooden trays. It was left to dry in the sun. Once a day they would agitate the niter with a hoe. It finally dried into a white powder. It took about a month to make the niter ready for sale to Kodak. This went on for about 15 years (about 1925-40). Eventually purchase was stopped by Eastman because they found a cheaper source of polishing powder (nitrates). A.J. said, "We either sell or make everything but money."

Eaton & Eaton, Inc. were competitors with the American Maple Products Co. in St. Johnsbury (now Maple Grove, Inc.). During the Depression E. Sherman (Sherb) Doubleday was active with that company. A.J. and Wendell went up to St. Johnsbury one time when American Maple Products Corp. (Maple Grove Candies) were short of funds and purchased a large quantity of syrup. When they presented the owner with a check he said, "Boys, we're back in business!" Clifford can remember his grandfather speaking to a state maple meeting in Montpelier. At that time (about 1950) he was considered an "old timer."

Wendell Eaton

Wendell Eaton was born on a farm on Dairy Hill in South Royalton in 1899.



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He was a Legislator for four years (1966-70). He married the former Norma P. Clifford of Sharon. Herbert H. Eaton of Sunnyvale, Calif. is a son, as is Clifford A. Eaton of South Royalton, Vt. Wendell died of cancer in 1988.

Vermont Sugarhouse, Inc.

The business at the junction of Routes 107 and 14 in Royalton began when Clifford Eaton, Wendell's son, bought a cider mill which was there in 1953. He had first planned to move his own evaporator to the cider mill location, but then found that Shorty Danforth was interested in a roadside business where maple could be sold. Shorty had a larger evaporator, and his wife Florence was interested. Clifford had 1,500 maple taps, Shorty 5,000. They decided to join forces. In 1965 they built a new building at the road junction, and doors opened in 1967. They bought the Barre Black Sign Co. business, and found among the office supplies the records for Vermont Maple Products Co. They then built up a business with the old Vt. Maple Products Co. customers. In 1975 Wendell and Norma took over from Shorty and Florence. In 1984 the business was sold because of an accident in which Norma fell and broke her pelvis.

The present owners of Vermont Sugarhouse are Bruce Morse, Nancy Graham, Raymond Hines, and Pamela Hines. Bruce has expanded the equipment for candy-making and bottling syrup. Syrup is bought, but not sap.

Maple Museum

The Maple Museum, which was started in Barre and owned partly by

Coca Cola Company, was a part of the Vermont Sugarhouse enterprise. It was Shorty Danforth's hobby—many artifacts had been acquired. He paid Clifford for his half of the artifacts, and later sold them to the New England Maple Museum at Pittsford. Shorty also later worked with the Museum, demonstrated wooden bucket-making, etc.

For a while A.J. Eaton bottled sap in 6-ounce bottles, and sold it at Eastern States Exposition to people that wanted a taste of sap.

The fourth generation of Eatons is represented by Clifford's son Kevin, who is a photographer by trade, at South Royalton. He was Maple Prince at the Vt. Farm Show in 1978, and runner-up for Maple King.

As its peak Vt. Maple Products Co. sold 300 gallons of syrup a day and handled 30,000 gallons of syrup throughout the whole country. They sold to Shanty Shops, Bickford's, and Statler Hotels. Dark syrup was sold for the flavoring of chewing tobacco.

Clifford can remember being at Eastern States Exposition as a child of three. He wore a tag, "Return to the Vermont Building or the Better Living Center." He can also remember hanging on to the back of a gathering tank while his mother Norma drew sap with oxen.

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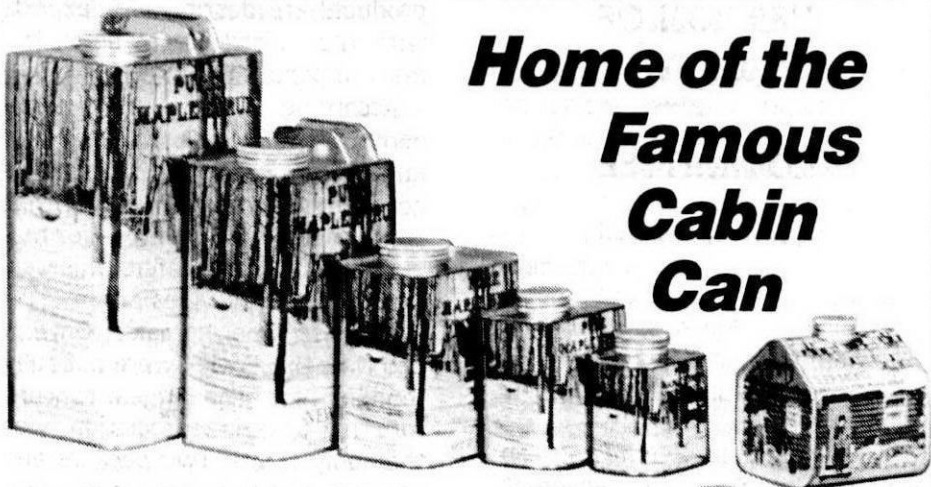
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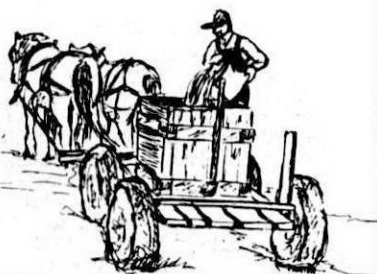
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GOVERNMENT ANNOUNCES LATEST VERSION OF MAPLE SYRUP MARKETING COMMITTEE

By Janet Zandbelt

(Ottawa) — Minister of State for Agriculture, Pierre Blais, announced the formation of the Maple Products Market Development Committee.

The committee, while established by the federal government, will consist primarily of industry representatives. Its membership reflects the various sectors of the maple industry including producers, buyers and packers from each of the producing provinces: Ontario, Quebec, New Brunswick and Nova Scotia.

For the first time ever, the committee will also feature a prominent U.S. point of view. William F. Callahan of Maple Groves Farms of Vermont will be included to represent the Maple Products Buyers Group of America and provide a

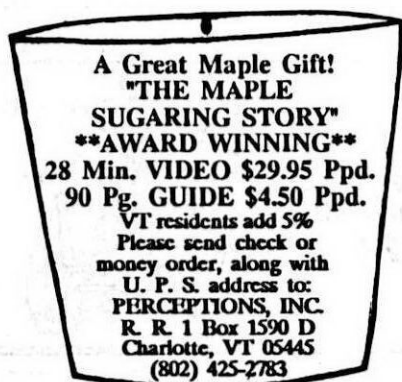
North American perspective to the committee's marketing efforts. More than half of Canada's maple products are destined for export, with the United States being the main importer.

According to Mel Weber, president of the Ontario Maple Syrup Producers' Association, this is the government's second attempt at creating such a committee for maple products. He prefers this version over the previous one.

The last time, he said, "Ontario and New Brunswick were not fully represented". The biggest concern for the Ontario association was that only one or two packers and no producers represented this province, Weber added. This time around he's pleased the committee will have producer input from both provinces.

"We are (also) pleased to hear that the Americans are involved. We think it's a very positive approach and we wanted to make sure that they are represented," he said.

The Market Development Committee will be responsible for evaluating projects submitted under the Market Development Program. →



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designed to support initiatives aimed at developing new markets for maple products. Proposed projects will be evaluated on their economic and commercial impact, the applicant's technical and financial expertise, the level of risk incurred, the incentive nature of the projects and their compatibility with the department's overall objectives, the government press release stated.

The program, to be managed jointly by Agriculture Canada and the North American maple industry, has a budget of \$3.5 million. This amount is part of the \$10 million in assistance allocated to the Canadian maple syrup industry.

"Improved marketing is the key to the revitalization of the industry. More than federal assistance, the initiative and innovation demonstrated by the maple sector in working together to solve their marketing problems will guarantee the program's success," Blais said.

Ontario's representatives on the committee will be Gary Coppola of Heinz/Shady Maple Farms and producers' association member Duncan MacArthur.

REMINDER

Research Proposal Guidelines

Research projects may be submitted for consideration based on the following guidelines:

(1) Proposals must be received no later than July 1, 1992 for consideration in 1992. Proposals received after that date will be considered in 1993.

(2) Proposals shall be complete and detailed in content. However, proposals shall contain a short concise cover statement briefly explaining cost, scope, object, procedure, and anticipated value to the maple industry.

(3) Proposals shall contain detailed estimated cost breakdown, within the detailed report.

(4) Proposals shall be submitted with a minimum of thirty-six (36) complete copies.

(5) Proposals must contain a complete reference section listing and explaining any similar or duplicating research previously accomplished. Proposals for duplication of previously completed research must contain detailed explanations of why such duplication is warranted.

(6) Results or progress of funded projects must be presented annually at the convention of the NAMSC and must be published in the Maple Syrup Digest as soon as possible after completion.

(7) Send proposals to: Lynn H. Reynolds, Research Committee, North American Maple Syrup Council, W10010 Givens Road, Hortonville, WI 54944.

Remember: July 1 Deadline.

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33rd ANNUAL MEETING NORTH AMERICAN MAPLE SYRUP COUNCIL AND INTERNATIONAL MAPLE SYRUP INSTITUTE

Though many have just finished putting away their equipment after this year's season, it's not too early to begin making plans for this fall's annual meetings. The Quail Hollow Resort in Concord, Ohio (just 30 minutes east of Cleveland on I-90) will be the sight for this year's meetings.

The dates are October 21 through 23, 1992 with the Ohio Maple Producers meeting on October 24.

A complete packet of information and schedule of events will be sent to all attendees of last year's meetings about the 1st of September. Others who are interested in attending may obtain this information by writing to: Ohio Maple Producer's Association, c/o P.O. Box 387, Burton, OH 44021.

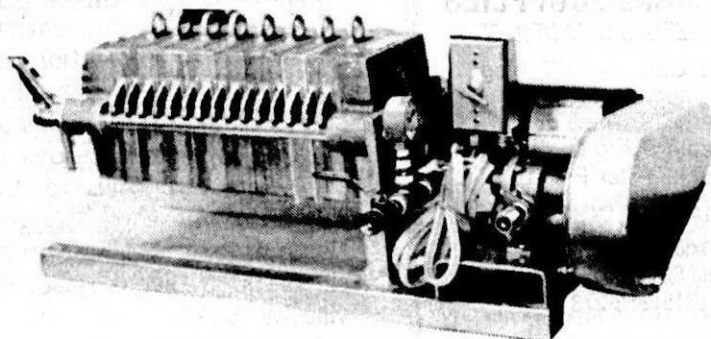
Information regarding display space for Equipment Manufacturers and suppliers of related equipment should contact: Hans Geiss, 14321 Ensign, Burton, OH 44021, 216-653-0192.

Mark your calendars now, we look forward to seeing everyone in Ohio in October!

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MAPLE HONORS AT THE VERMONT FARM SHOW

By Larry Myott

At the 1992 Vermont Farm Show Maple Banquet were (left to right), Wilson Clark of Wells, President of the Vermont Maple Sugarmakers Association, Mrs. Edith Foulds and Raymond Foulds, Jr. of South Burlington, who was awarded the "Maple Person of the Year" award by the Vermont Maple Industry Council. Seated is Marjorie Palmer of Shelburne recipient of the Presidents Award from Clark and Vermont Maple Industry Council President, Sam Cutting III of Ferrisburgh (far right). Also pictured is Loren Palmer. Honored but not attending was Robert Moore of

Rutland who was named Maple Sugarmaker of the Year by VMSMA.

Foulds, who served Vermonters for nearly 40 years as UVM Extension Forester, retired in 1980 and continues to play an active role in the maple industry.

Mrs. Palmer has been a sugarmaker for more than 50 years and has been very active with maple promotion on the county and state level. She was instrumental in founding the Sugarhouse at the Champlain Valley Fair that provides funding to maple research and promotion each year, and she continues to be an advocate in matters of the industry.

Bob Moore is the former owner of the G.H. Grimm Co. of Rutland. He has been a major force in the modern day development of the maple industry of Vermont.



VERMONT MAPLERAMA '92

July 31-August 1, 1992-Vermont Maplerama '92 will be hosted this year by the Windham County Maple Sugarmakers, headquartered in Brattleboro, Vermont. This years events will include lec-

tures on quality syrup production, forest management, special candy making demonstrations, and tours of 10 area maple production facilities. Further information can be obtained from: Vermont Maplerama '92, UVM Extension System, P.O. Box 2430, W. Brattleboro, VT 05301 or telephone 802-257-7967.

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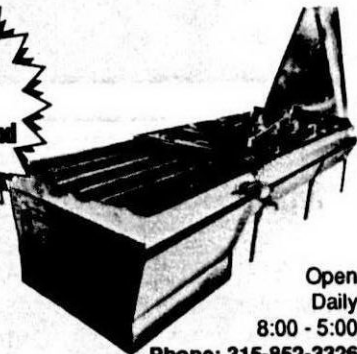
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REFLECTIONS

By Sherb Doubleday

As my seventy-seventh birth and fiftieth wedding anniversary dates approach I have time to reflect that old sugarmaker's arteries may harden, but the sap keeps flowing because maple vapors absorbed into the blood stream over a lifetime of hugging maple trees just won't evaporate. I never met a maple tree I didn't like!

There is a marketing message in this piece and I'll explain how it came about if you'll bear with me.

You see my doctor agreed that a change in climate from the Northern Vermont latitude half way between the equator and the North Pole, with its deep snows and gray sunless days, to a warmer latitude with sun and sand might be beneficial to my sap circulation. Rather than argue with the good doctor my wife and I made arrangements to spend three winter months in what is billed as the Sunshine State. So here we are among the palm and citrus trees drinking freshly squeezed orange juice. In addition to these amenities, our quarters with a screened porch faces a golf course fairway where we can watch golfers of both sexes and (like trees) all shapes and sizes pass by in review. This is how I learned that good form is important, especially to avoid driving golf balls into the water hazard or lake as any body of water over a half acre in size is called in Florida.

The biggest hazard to one's health in Florida in the high season is the horrendous auto traffic. If a country driver can survive the ag-

gravation of getting from here to there without too much elevation of blood pressure he can survive most any ordeal, including drinking Florida's brackish tap water (maple sap water it's not) and over-exposure to the semi-tropical sun.

After nearly a half century of association with the processing and marketing of maple syrup, old sugarmakers just don't suspend their inquisitive natures about the pancake syrups offered for sale in the marketplace. To satisfy my curiosity about this subject, I visited five major supermarket chain stores in the Sarasota-Venice area: Winn-Dixie, Publix, Food Lion, Kash n' Karry, Albertsons, and I pass this information on to you.

After searching the pancake syrup displays in all five stores (and I emphasize the term searching) because it required a bit of time to locate the tiny half-pint bottles of pure maple syrup which were usually on the top or bottom shelves rather than at eye-level, I was able to identify four national brands and one private label brand of pure maple syrups. All were of the Dark-Amber grade and all but one (12.5 fl. oz. size) were offered only in half-pint bottles. Prices for the 8 fl. oz. sizes varied from \$1.99 to \$3.35. The 12.5 fl. oz. size was priced at \$3.29.

The other pancake syrups were national or regional brands and only two contained pure maple syrup as a flavor (a measly 2%). The principal ingredient of most regional brands was corn syrup, some flavored with imitation maple. Some syrups were bargain-priced at 99¢ for a 24 fl. oz. bottle

which translates to 33¢ for 8 fl. oz. as compared to an average of \$2.70 for 8 fl. oz. of pure maple syrup.

This is the kind price competition the pure maple syrup industry has faced for many years and supermarket shelf space is at a premium because giant food manufacturers with multiple lines of nationally advertised food products dominate the supermarket business with their presold goods.

Lynn Reynolds, our North American Maple Syrup Council President, has called for cooperation among maple syrup producers and marketers in all the maple producing states and provinces and I couldn't agree with him more. Regardless of state and regional pride in our products, we ought to take a united approach in the areas of quality control, labeling and marketing. New products, new uses for maple syrup, new packaging and new ideas for promoting the sale of the world's best pancake topping should also be common goals for the sake of our industry's financial health.

I looked through my old files and came up with an article (author unknown) in a 1797 copy of the Universal Magazine. Here's a small quote from this article that appeared almost 200 years ago:

"There are three modes of reducing the sap to sugar; by evaporation, by freezing, and by boiling; of which the latter is most general, as being the most expeditious. We are assured that the profit of the maple tree is not confined to its sugar. It affords a most agreeable molasses and an excellent vinegar.

The sap which is suitable for these purposes is obtained after the sap which affords the sugar has ceased to flow, so that the manufactories of these different products of the maple tree, by succeeding, do not interfere with each other. The molasses may be made to compose the basis for a pleasant summer beer. The sap of the maple tree is moreover capable of affording a spirit, but we hope this precious juice will never be prostituted by our citizens to this ignoble purpose. Should the use of sugar in diet become more general in our country, it may tend to lessen the inclination or supposed necessity for spirits, for I have observed a relish for sugar in diet to be seldom accompanied by a love of strong drink."

The message here seems to be get your kicks from carbohydrates in maple syrup rather than rum. If we'll all drink to that it will ease the surplus of maple syrup!

Continual product promotion to the generally uninformed prospective consumer is the job of all of us in our historically unique agricultural industry. Education is the key to expanded sales.

P.S. For your purists out there, a palm is not a woody plant like the maple, but a monocotyledonous plant like grasses.

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FOR SALE: Sap pails, spreaders for separating aluminum pails. Martins Metal Shop, Wallenstein, Ontario RR3 NOB 230. 519-669-8400.

FOR SALE: 40 hp steam boiler; steam pans; steam kettle; used gathering tanks. Smada Farms, Inc. Greene, NY 13778 607-656-4058.

WANTED: Good used aluminum sap buckets, also blue nylon spiles for buckets with rolling hooks. Shetler's Sugarbush, HC Box 45, Depeyster, NY 13633.

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A Tribute To A Grand Lady

Geraldine Reynolds glided into heaven last Thursday (April 23, 1992) with the same grace and dignity as she had always presented during her 83 years on earth. After five years of patience, she re-joined her oft grieved, life-long mate. Eternity is truly theirs.

To describe her life is to portray all that is good. Because she lived—a hand was held, feelings were soothed, anonymous gifts were received, sympathy was given, faith was restored, and lives were touched. Many had Christmas cheer, happy birthdays, something to eat and maybe a moment of peace because of her. Her religious convictions were not only held within, but practiced. She exemplified giving. She demonstrated caring. She was good. She lived to love.

Geraldine would have wanted her maple friends to share these few words of tribute because she cared deeply for all of you. Her sharing spirit touched family, friends, and acquaintances. Her love touched all of us.

We will all miss her. But we will always remember her grace, charm and deeds. Geraldine Reynolds was truly a Grand Lady.

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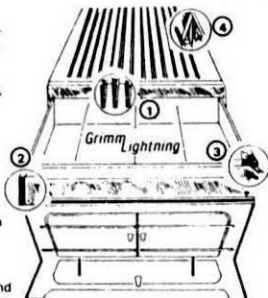
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