



# MAPLE SYRUP

# DIGEST



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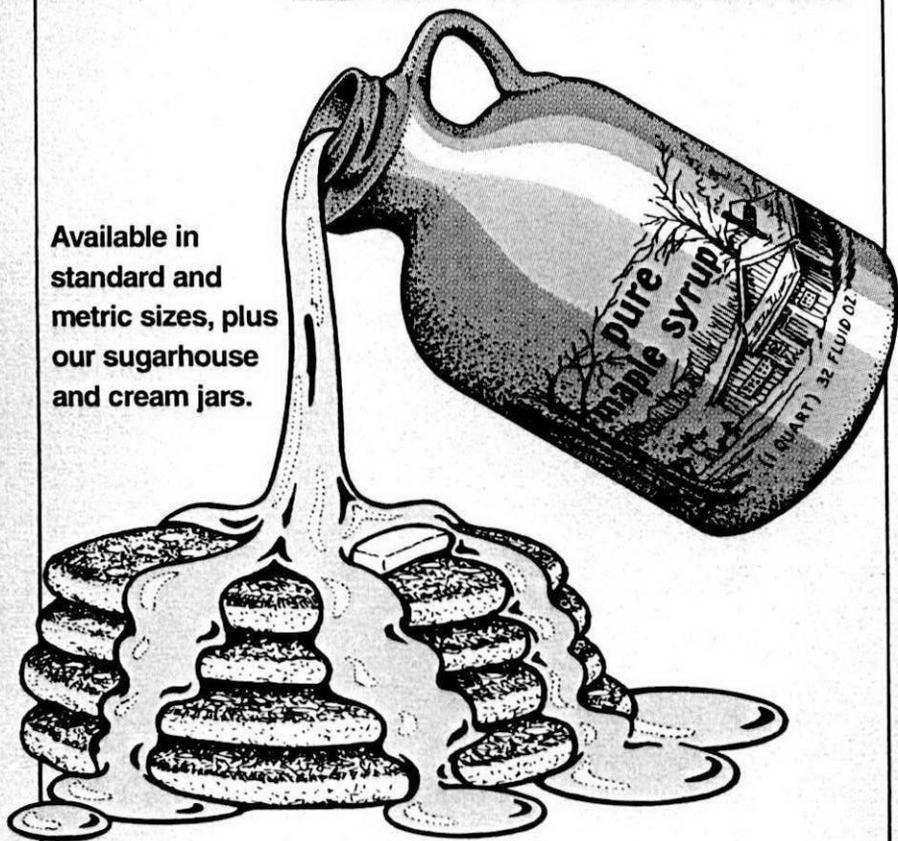
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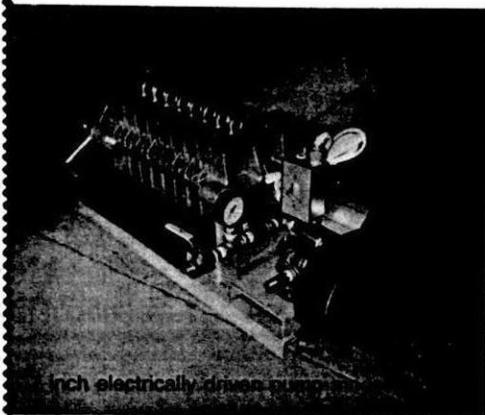
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# MAPLE SYRUP DIGEST

Official publication of the  
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MAPLE SYRUP COUNCIL

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COVER: Restored 1916 steam tractor  
seen on NAMSC tour.

## GREETINGS FROM YOUR PRESIDENT



As this is being written, there is no snow on the ground and we have had very little cold weather. I mean below zero. The west and the middle states are getting clobbered and we will most likely get something from Mother Nature before to long. Our Maine Maple Producers annual meeting is noted for being held on a storm day. But we usually get a good turn out. We are trying to get a Maple Syrup Promotion Board started to help promote our product. We have invited Everett Willard to speak to our group, as he was very instrumental in getting the Vermont Board started. We all have informational and on-site meeting in every maple producing state and province, lets try to make at least one and enjoy the fellowship and just maybe learn something new. I wish all sugarmakers a good season and a good crop.

Sincerely,

Robert S. Smith  
President

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## IMSI BUSINESS

Hello Maple World. Christmas is gone. The New Year is here. Syrup season is just around the corner. The syrup barrels are empty. Prices have been good. Producers have made money. Packers have made money. We need to produce more syrup. It is time to expand within reasonable limits. We actually need more syrup. Great news. Great outlook.

At Lansing, Michigan, during the recent convention, a historic event occurred. The International Maple Syrup Institute and the North American Maple Syrup Council finalized and signed a "Declaration of Association" which formalized their close working relationship. In a nutshell what this does, is to bring the IMSI, the NAMSC, the Regroupement, the Federation, along with all of the Provincial and State Maple Associations to the table four times a year to discuss and solve mutual maple industry problems. All organizations have voting powers, and this results in representation of all producers, packers, and most equipment manufacturers. An outstanding achievement for sure.

Another major accomplishment occurred when the IMSI, with the appropriation of funds by the Regroupement's "industry defense fund", has initiated the AOAC approval for the EUROFINS test concerning adulteration of pure maple syrup. This is like a "Good Housekeeping" seal on the NMR test as provided by EUROFINS. The AOAC testing is done by seven to nine laboratories around the world. The net result is to tell us, maple peo-

ple, just how good is the EUROFINS test, and how will it hold up in court when we prosecute adulteration cases.

It may seem early, but next year's convention will be held in Connecticut, during October. Start planning now so that you can attend.

Be sure to attend your local maple schools. We will probably not talk again until after the 1997 maple season. So, give it your best. Tap a few more trees. Update your equipment. Watch your syrup making techniques. We make the finest product in the world. But, let's make it even better. Watch every detail. Check every technique. Make every press release one of a positive spin. Let us demonstrate we do things better than other food products. With your cooperation, we will continue to be the envy of the natural food world. Give it your best. We will talk again soon.

Hug those trees. Happy syrup making.

Lynn Reynolds  
Executive Director

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## ONTARIO ASSOCIATION RECEIVES GRANT

The Ontario Maple Syrup Producer's Association (OMSPA) has recently been approved \$30,000 from the Grow Ontario Investment Program to develop a "Seal of Quality" program for Ontario Maple Products.

The Maple "Seal of Quality" Program will bring together the best sugar bush management practices, manufacturing and safe food handling technology and innovative marketing for one of Ontario's most popular and distinctive food items. Producers will be asked to voluntarily participate in the Ontario Maple "Seal of Quality" Program. A Maple Code of practice is presently being developed through the cooperation of producers, regulators and advisors.

Producers and consumers will benefit from a program that addresses their mutual desires to have available for sale quality Ontario Maple Products.

The Ontario Maple "Seal of Quality" will encourage new and old producers to increase production to fill a demand for Ontario Maple Products at home and in export markets such as USA, Europe and Japan. Consumers will feel secure in knowing they have purchased a pure maple product that has been produced and packaged to meet the Ontario Maple "Seal of Quality" criteria.

The Maple "Seal of Quality" will be unveiled at the annual Summer Tour to be held in Simcoe County in July.

## NAME AND LOGO CONTEST

A distinctive name is being sought for the program. The name must reflect maple products that are of outstanding quality. The name must be easily recognized. The logo must reflect the same characteristics in graphic form and include the letter OMSPA 1997. The logo will appear on maple products which come from approved producers who meet the code of practice "Seal of Quality" requirements.

Prizes will be awarded at Summer Tour '97 for the 3 best entries.

Please send entries by March 15, 1997 to: Shirley Hazlitt, Project Coordinator, R.R. #4, Goderich, Ontario N7A 3Y1.

### IN MEMORIAM

*MARY LOU SIPPLE*  
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# TWENTY-FIRST ANNUAL MICHIGAN FALL TOUR

*By John Anton*

A record number of producers from throughout the maple producing regions turned out for the twenty-first annual fall tour sponsored by the Michigan Maple Syrup Association (MMSA). The extra ordinarily large turn out was the result of many producers who participated in the 37th Annual Meeting of the North American Maple Syrup Council hosted by the Michigan Association the preceding Thursday and Friday staying one extra day to observe the Maple industry in south-central lower Michigan.

All gathered at Fogle Farms and Sugar Bush Supply Co. The Fogle family have been making maple syrup at this location since 1929. The original building still stands and each expansion has been carefully planned to remain true to the history and character of the building and surrounding woods. Since 1929, the Fogles have increased from 250 taps to nearly 3200. All but a few taps are on tubing. Sap is transported to the Sugar house through four pumping stations using gas-driver diaphragm pumps. The Evaporator is a wood fueled 5' x 16' King equipped with a forced draft unit and a steam away. The generator that makes this new technology possible was a family concession to modern syrup production. The eight hundred galloon average annual production is all sold at the farm.

Sugar Bush Supplies Co. is currently celebrating its twentieth year of ser-

vice to the Regional Maple Producers. The Company was bought from Robert Huxtable, a Maple Hall of Famer, and moved to the farm. Sugar Bush Supplies Co. not only buys and sells bulk syrup and a variety of maple products but has one of the largest inventory of maple equipment in the Nation.

Meanwhile out at the sugarhouse Keith Rubble, a forestry consultant from Terre Haute, Indiana, put on a demonstration on how to test trees for sweetness and then to produce a healthier sugarbush. Keith has been a sugarmaker for twenty-two years and oversees the VIGO Co. sugar bush and is the superintendent of the county parks and recreation department.

The second stop on the tour was the Youdes Sugarbush. Don and Helen Youdes together with their son Steven and wife Karen are the principals of this 3800 tap operation set in an urban surrounding. The Youdes' utilize a natural gas fuel 4' x 12' King Evaporator as well as a Reverse Osmosis machine. Steve, a natural mechanical genius, recently purchased a steam boiler which he intends to incorporate into this state of the art operation.

Lunch was served at Snows Sugarbush. Ralph Snow currently has 9,000 taps, all on buckets. The evaporator is a wood and coal fueled 6' x 16' Waterloo raised-flue machine. They also utilize a Reverse Osmosis machine. The Snows' merchandise all of their production through their roadside sugarbush which is the site of an annual six week Syrup festival which includes pancake dinners, horse drawn wagon rides, petting zoo and of course syrup demonstrations. ➤➔

After a short general meeting of the MMSA conducted by President Mary Fogle Douglas, the buses continued to the Horticultural Gardens at Michigan State University, the oldest land grant college in the nation. The campus is situated on a contiguous parcel of 5,239 acres. The current enrollments on campus exceeds 41,000 students. The MSU Department of Horticultural built the Horticultural Demonstration Gardens with substantial private funding to provide a "living classroom" for students and a place where industries can learn about horticulture — the art of science and gardening.

The Michigan Maple Syrup Association wishes to thank those who attended the twenty-first annual tour and to those from outside the region who stayed over from the National meetings where many new ideas were gained, old acquaintances renewed and new friends found.

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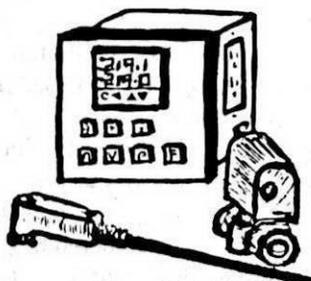
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*Taken from the 1902 Sears, Roebuck & Company catalogue No. 111.*



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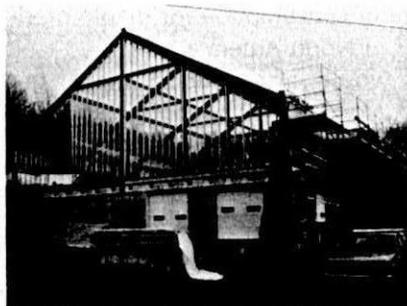
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# ANNUAL MEETING OF THE N.A.M.S.C. LANSING, MICHIGAN (October 16-20, 1996)

Dear Members,  
Ladies and Gentlemen:

I wish to thank the Michigan Maple Syrup Association for organizing this annual event. In addition to being a producing state, Michigan is a crucial core of consumption for maple products in North America.

I would also like to thank the N.A.M.S.C. for the opportunity of holding the annual IMSI meeting. In point of fact, although both organizations are distinct and have different missions, they reach, for the most part, the same individuals. They both exist in essence, for the growth of our industry. This was the motivation of the management in both organizations when, last year, in Kingston a proposal was made for a formula which would permit a joining of forces.

This concept has since ripened, with time, and as mentioned the two organizations have found a formula based on partnership favoring communication. The "declaration of association" is seen by all as a formula which is both winning and a basis for the future. Although many issues are different, some of these are perfectly complimentary. In addition, this "declaration of association" allows us to reach "non-members" for both organizations. Therefore, through this alliance and cross-membership, we now have the opportunity of reaching everyone.

It is a known fact that communication and time are the building blocks to alliances. We have a case in point here. Please permit me to congratulate all participants who have worked on this alliance and the excellent result.

I believe strongly that together we can face our production and marketing challenges which are part of the maple industry.

I briefly mentioned this fact in my report to NAMSC, as the delegate from Quebec. Maple Syrup production is always, for most, an opportunity to see each other and meet friends and family, this is a North American tradition. However, more and more, we recognize that this is a flourishing industry with serious financial impact. From a mere *hobby* to an important financial consideration, it has become to many producers a full time profession. We find today many producers with several thousand taps.

Modern technological advancements are now available to the producer, such as:

- Maintenance of the trees;
- Sap collection;
- The processing of the sap.

In addition, many key issues are examined by both the N.A.M.S.C. and the I.M.S.I. During the last few years, we have had to face a few harsh realities. I will not go into specifics but we are all aware of the issues.

Today, it seems something in the past, but this is not the case. More than ever, we must focus our attention to both research and marketing.

I will use the following term:

*"The large scale maple producer"* is continuously striving to improve his maple production. This is both legiti-



mate and normal if he wishes to expand his business.

We must not forget that the pyramid is completed by two key players, the processors and the marketers. A few are of international calibre in the marketing of their products. They also wish to grow and will require more and more products.

These factors, coupled with a very interesting price to the producer, have modified both the importance and the traditional image of maple syrup production.

During the last 20 years, the world production of maple syrup has nearly doubled. We are well aware of the potential of existing taps still available. Many amongst us feel that we will experience in the next few years, an explosion in maple syrup production. Increased production is already apparent in several Canadian

provinces as well as certain U.S. States with high potential.

I will allow the representative from the RCPEQ to present the recent statistics on the growth of the maple syrup industry.

As the representative of the I.M.S.I., I would like to underline the importance of our vigilance on both the quality and integrity of our product. This vigilance must always be there in order that we may preserve the tradition, pureness, and respect your product in the eyes of our consumers around the world.

I will, of course, take advantage of this opportunity to speak to the many participants in our industry:

- the producers;
- the processors;
- to equipment manufacturers;
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I must ask for your support in your respective areas of expertise.

- Do not use or offer technology before it is proven itself;

- Do not use or offer products or equipment which is not proven to be safe for the production of maple syrup.

Let us continue our search of knowledge and the means to remedy our weak points.

We must hail the efforts undertaken in '95 by the RCPEQ in order to find the source of heavy metal contamination as well as find solutions to the problems. We must also hail the work undertaken by the various U.S. and Canadian associations.

We still have many challenges to face, but our presence today motivates us in our efforts.

I ask you to pass on the message to one and all in the industry who cannot be with us today but who are as dedicated as we are.

The I.M.S.I.'s mission is to promote pure maple syrup products and thereby increase consumption of this delicacy.

As part of our mission, we must also protect the product by identifying positively pure maple syrup products, setting them apart from imitations and dilutions, guarantying that containers bearing our symbol contain only pure maple syrup products, verifiable upon request; in institute sponsored laboratories.

We have discussed in our last Board of Directors meeting an activity which we consider of criminal nature. I speak of adulteration of maple syrup. This activity remains very marginal. However, none has the right to offer specifically a pure product to the con-

sumer, which contains another sugar component. We will never endorse this fraudulent act which is meant to deceive the consumer.

The I.M.S.I. has been working for years to develop a scientific testing procedure to detect adulteration. We are committed to put the utmost attention to this issue.

In Quebec, other scientific projects will allow us to offer a second detection method. The industry is more and more equipped to face those who wish to hurt it. I can assure you that the I.M.S.I. will be extremely vigilant in the handling of this key issue.

For my part, I am at the end of my second term as president of the Institute. Two years is a very short time when you consider all that must be done.

My principal focus was to act swiftly and in harmony with all the organizations and various players as we faced the many threats to the maple syrup industry.

The creation and actions of the Maple Syrup Information Center are proof of actions that are taken, in addition to the participation of non-members, in the I.M.S.I. and to the N.A.M.S.C.

I wish to pass in two messages regarding this issue:

- Firstly, I wish to congratulate the president, Mr. David McLure, and all those who were participants.

- Secondly, to say that "let's not wait only for problems in order that we may work together as a united front".

I also obviously continued the efforts of my predecessors in the various projects previously undertaken.

I strived vigorously to reach differ-



ent parties in order that we can work together towards our common goals. Through the I.M.S.I., be it in the U.S. or Canada, we have a tool to harmonize and direct our efforts as well as voice our concerns.

We must also be proud of the cross-membership with the RCPEQ. This allows both parties excellent two way communication and common solutions. We can therefore reach more packers who have not as yet joined the I.M.S.I.

I must admit I am disappointed of this fact. I personally have attempted repeatedly to persuade these important partners of the advantages of being a member and of being part of the winning team. We must not give up.

I still believe in our quest and invite one and all to become members of the I.M.S.I.

A new membership fee structure has been prepared by a special committee and approved, last May, in Victoriaville, during an official meeting of the Board.

This new fee structure has been modified to motivate membership from larger packers and marketers.

Another new membership has been

that of the Federation des producteurs acericoles du Quebec (FPAQ). This Federation represents approximately 10,000 producers in Quebec and is involved in all the issues common to the other North American associations.

This new membership is proof that the I.M.S.I. can be used as a forum for all participants through North America to exchange views and reach common goals.

With the partnership between the I.M.S.I. and N.A.M.S.C., the circle is now complete. Thank you again for this accomplishment.

This year we have celebrated our 20 years of existence. Our Institute's history is filled with great moments as we look to the future with great enthusiasm.

We have worked diligently during the last few years in the pursuit of our mission. We have had huge marketing campaigns, I believe we shall repeat these. These campaigns are very costly. We cannot alone execute them efficiently. By combining our common resources, we are plotting our new horizons. The total effort must respect each individual participant and promote the knowledge

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and consumption of our product. Money is available, all we must do is organize ourselves. I hope this project will happen soon as we must not forget certain key points:

- Many countries still do not know our product;
- As new economics prosper, new market opportunities will be available to us;
- As the population gets older, our consumer will decrease;
- The younger generation does not know maple syrup;
- As we increase production, we must sell it.

As you can see, members of the I.M.S.I. will not be idle. In addition, we wish during our quarterly meetings to increase the frequency of plant visit and to be present at events related to the maple industry. These are all very interesting projects.

In conclusion, I wish to thank all our members and especially the Executive Committee: Mr. Jacques Couture, vice-president, and Mr. Gary Gaudette, treasurer, for their dedication and a special thanks to Mr. Lynn Reynolds, our Executive Director, for his constant support, his continuous availability and his dedication to our industry.

Also thank you, to all who worked in our committees. We have many and these maintain interest and the dynamism of the I.M.S.I. Thank you.

Since I am completing my term as president, I wish to present officially our new president, Mr. Jacques Couture.

Jacques is a producer, marketer and is vice-president of the I.M.S.I. for the last two years. He is also president of the Vermont Maple Promotion Board.

Luc Lussier  
(October 1996)

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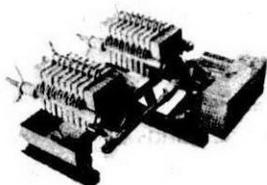
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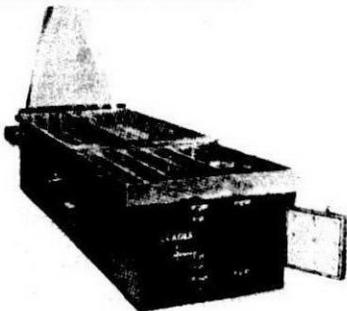
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# SUGAR MAPLE TREE RING ANALYSIS TO DETERMINE PREMATURE SUGAR MAPLE MORTALITY AND ENVIRONMENTAL EFFECTS ON DIAMETER GROWTH

By Bryan R. Swistock, William E. Sharpe, and Catherine A. Wilfong  
School of Forest Resources  
and Environmental Resources Research Institute  
The Pennsylvania State University  
University Park, PA 16802

## INTRODUCTION

In recent decades, thousands of acres of sugar maple in Pennsylvania have suffered from dieback and decline. The most probable causes of recent decline episodes are interactions of natural (insects, drought, fungi), nutritional (calcium and magnesium deficiencies), and soil aluminum stresses related to acidic deposition. The ability to determine which individual trees or stands of trees likely to die prematurely as a consequence of growth decline may be an important tool for foresters. With this information, a forest manager could decide which stands are likely to benefit from liming and fertilization to reverse sugar maple decline. In addition, decisions about harvesting operations in areas of tree decline might be better targeted so as to maximize financial returns while minimizing the removal of healthy trees.

## STUDY AREA

The sugar maple populations studied were located in Potter County, Pennsylvania. Four populations of sugar maple trees of similar age were chosen for study including:

**Superior trees:** ten living trees were located in a site in northern Potter County which is overlain by relatively calcium-rich Culvers channery silt loam. These trees were denoted as superior based upon growth, crown size and appearance, and low stand mortality (<10%).

**Non-Declining trees:** 25 sugar maple trees were chosen within five non-declining stands (<10% mortality) within the Susquehannock State Forest in southern Potter County. The soils in the non-declining sugar maple stands were classified predominantly as channery silt loams from the Lackawanna Series.

**Declining trees:** 25 sugar maple trees were chosen from five ridge-top declining stands (>50% mortality) also within the Susquehannock State Forest. Soils were primarily stony, loamy sands and silt loams from the Leetonia, Wharton, Bath, and Nolo Series.

**Dead trees:** Eight standing dead sugar maple trees were chosen from one of the ridge-top declining stands. These trees had all died recently.

## METHODS

### Growth Measurements

In order to measure historical sugar maple growth within each of the four sugar maple populations, wood cores were extracted from each tree using a 5 mm diameter increment borer. Two cores were extracted from opposite sides of the tree at breast height. Cross-sectional disks were collected from the dead trees because they were too soft to core. Four different growth measurements were compared for the wood cores and disks for the period 1944-1994 including:

**Ring Widths:** Ring-widths for each year from each tree were measured to the nearest 0.01 mm using a computer scanner.

**Basal Area Increment:** The annual BAI is the area of wood produced per year by the tree. Conversion of ring-widths to BAI helps remove variation in radial growth attributable to increasing tree circumference.

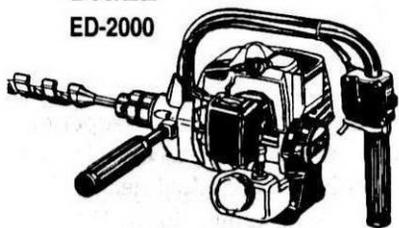
**Ring-width Ratio:** This is simply the ratio of the mean ring-widths for the study trees compared to the mean ring-width from a subpopulation of healthy trees for



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the same years. Ring-width ratios consistently less than 1.0 indicate declining trees. Step changes in this ratio are permanent shifts in the magnitude of the ratio. Pulse changes are temporary or short-term upward or downward shifts in the magnitude of the ratio.

**Relative Area Growth (RAG):** BAI was converted to relative basal area growth to standardize the contribution of each tree to the overall site mean. RAG was calculated by dividing the annual BAI of each tree by the average BAI for the 50 year period from 1944-1994. Trends in RAG during recent decades were calculated by subtracting the average annual RAG for the 1945-1954 decade from that of the 1985-1994 decade.

These four growth measurements were compared among the four populations to determine which was the best predictor of premature sugar maple decline. Graphical analysis was also used to correlate growth trends to insect defoliations, droughts, and soil acidity.

### **Environmental Factors**

Information on soil fertility, droughts, and insect defoliations were collected for each site in an attempt to correlate growth trends to environmental conditions. Soil samples were obtained in 1993 from the face of hand-excavated shallow soil pits. A total of 15 samples were collected from each sugar maple stand. The molar ratio of calcium to aluminum was calculated at each site as a measure of soil fertility and aluminum stress.

Insect defoliation data for the general area were available from the Pennsylvania Bureau of Forestry. Only insect attacks which defoliated greater than 30% of the sugar maples in a stand were included:

The occurrence of droughts in the study area were obtained using the average index with negative values indicating drought and positive values indicating moist conditions.

## **GROWTH RESULTS**

### **Ring Widths and Basal Area Increment**

Comparison of average annual ring-widths and average annual BAI of the superior, non-declining, declining, and dead trees indicated that the superior and non-declining stands generally experienced greater growth than the declining or recently deceased trees. The ring-width data indicated a gradual decline in ring-width over time for all four of the populations which is typical for maturing trees. It should be noted that the increasing diameter of growing trees can result in an increasing amount of wood production each year (increasing BAI) despite a decreasing ring-width trend. However, even the BAI data suggested that the healthy populations (superior and non-declining) have been in a declining state over the past 15 to 20 years.

### **Ring-Width Ratios**

Ring widths from the non-declining, declining, and dead stands were compared to the superior trees using the ring-width ratio. Ring-width ratios less than

one indicated growth that was less than that of the superior trees. A large step decline in ring-width ratios began in 1970 in the declining and non-declining populations prior to most insect defoliations. A large step decline beginning in 1965 for the dead tree population may have been related to defoliations that occurred in 1963 and 1964; however, there did not appear to be any consistent responses in ring-width ratio related to the annual insect defoliations of the 1980's and 1990's. There were step and pulse increases in growth from about 1957 until 1968 which were probably the result of thinning conducted in most of the stands during this time period. Interestingly, thinning conducted in the mid-1980's did not produce step increases in growth. Conventional thinking suggests that insect defoliations incite sugar maple decline; however, in this case it appeared that the continued reduced diameter growth was not closely related to specific insect defoliation events for the three populations studied.

Differences between stands were best enumerated by a ratio that utilized basal area increment rather than ring widths. One recommendation from this work is that a basal area increment ratio be considered instead of the ring-width ratio when tree-ring evaluations of forest decline are being considered.

### Relative Area Growth

Relative Area Growth (RAG) analysis proved to be the least useful of the different analyses attempted. Results from the use of this method may be biased

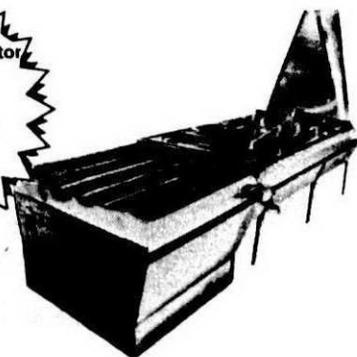
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by the growth periods chosen for comparison. All of the sugar maple populations in this study showed negative growth in the last decade. These results, if taken by themselves, would conceal important growth differences among these populations.

## ENVIRONMENTAL FACTOR RESULTS

### Drought

The average annual basal area increment growth from each of the four sugar maple populations was compared to average (June and July) Palmer Drought Severity Index values using regression analysis. There was a very poor linear relationship between the occurrence of drought and sugar maple BAI growth. These results suggest that drought occurrence or severity is not responsible for the observed sugar maple growth decline among the four populations.

### Aluminum Stress

Average BAI growth during 1993 in each declining and non-declining sugar maple stand was compared to the average soil CA:Al ratio in the A-horizon (Figure 1). A significant positive trend was found suggesting that sugar maple growth increased as the soil CA:Al ratio increased. These results were consistent with other research that has shown the importance of Ca and Al in affecting tree growth. Within the range of Ca and Al data presented, sugar maple diameter growth should be greater on sites with higher soil plant available Ca concentrations and lower plant available Al levels (e.g. sites with lower soil acidification).

## SUMMARY AND CONCLUSIONS

There did not appear to be a correlation between sugar maple diameter growth and the commonly used Palmer Drought Severity Index. Similarly, the graphical

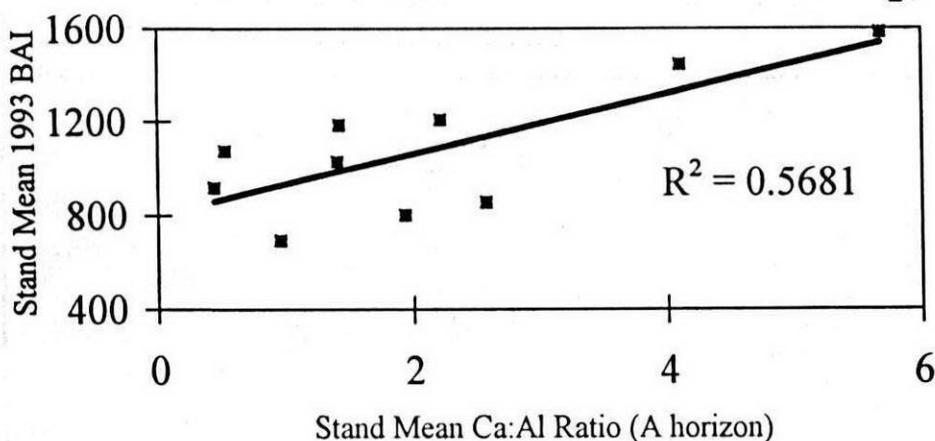


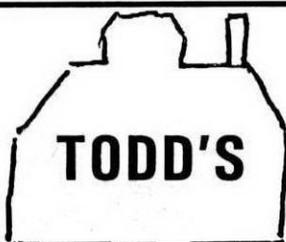
Figure 1. Mean 1993 basal area increment growth (BAI) compared to mean 1993 soil A-horizon Ca:Al ratios for 10 declining and non-declining sugar maple stands.

approach used to determine a connection between insect defoliation episodes and diameter growth did not reveal any consistent indications of a relationship between the two. For the sugar maple stands included in this study, there was a significant correlation between mean basal area increment and the mean Ca: Al ratio of A horizon soil; consequently, sugar maple stands with low Ca:Al ratios in the mineral soil may benefit from dolomitic lime application.

When compared to living trees in the same and other stands, dead trees appeared to consistently add less basal area increment and were of smaller diameter; consequently, relatively low, long-term basal area increment and small tree diameter appeared to indicate individual sugar maple trees that would be more likely to succumb in a declining stand.

### ACKNOWLEDGMENTS

Funding for this research was provided in part by a grant from the North American Maple Syrup Council and by the School of Forest Resources and the Environmental Resources Research Institute of the Pennsylvania State University.



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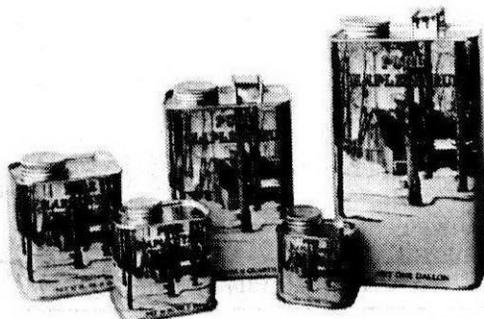
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By Bob Crooks

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truly amazed and impressed at the ingenuity of the "lowly farmer." Many great working ideas help the sugarmaker keep a handle on the cost of the operation and enhance the quality of the syrup.

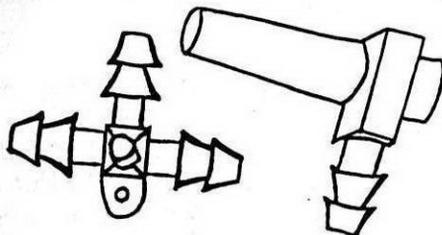
The draw-off point (when sap becomes syrup) is one of the most crucial and critical points in the process. Because the draw-off point is variable (affected by barometric pressure), sensitive (within 0.1 degree F), and at times sticky (7.25 degrees F above boiling point) . . . a producer must focus a lot of attention to this aspect of sugaring . . . turn your head, blink an eye, answer a question . . . and "bingo" . . . you change a grade, boil over or even burn a pan.

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the producer has invented and used many "home-made" items to help in this difficult area . . . but these units were and are not reliable. Over the years there have been many draw-off control introduced and they too malfunctioned. Even professionals were making their units with home-made components (trying to keep profit margins high).

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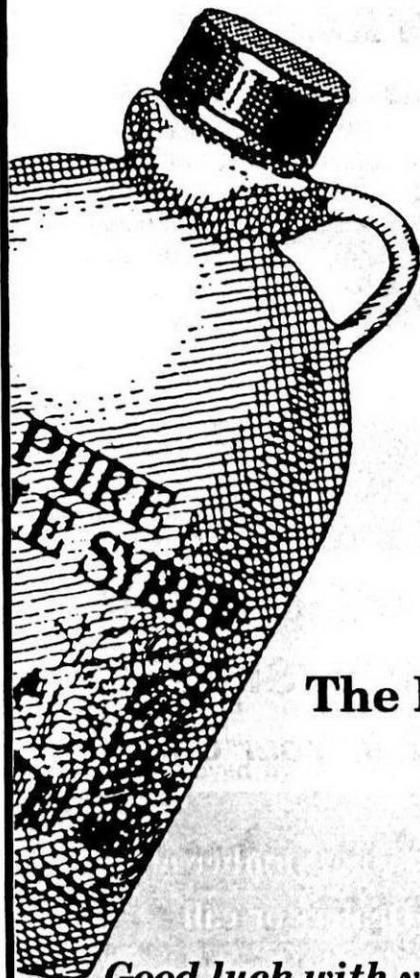


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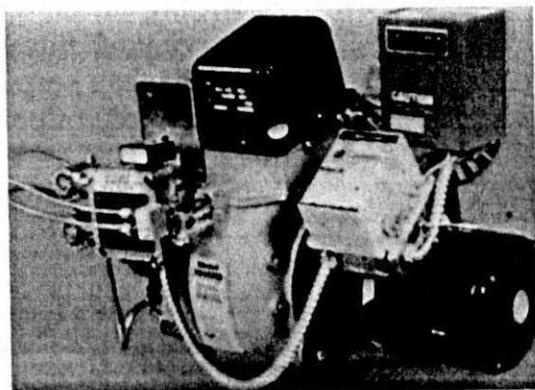
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# USDA STATISTICAL UPDATE OCTOBER 17, 1996

By *Aubrey R. Davis*

It is a pleasure to once again participate in your annual conference. The friendships, the locations, the information, the enthusiasm all make these events memorable and something to always look forward to. I feel very fortunate to be a part of this meeting and involved with the maple syrup industry.

I congratulate you on the successful transfer from forestry to agriculture in the new North American Industry Classification System. Some of you here know the name Dave Kleweno, the new State Statistician for the Michigan Agricultural Statistics Service. You have in him a very capable individual who will serve you well. Get to know him and give him an opportunity to work with your state's maple industry. His twin brother, Doug played a key role in convincing others on the international NAICS subcommittee, which he chaired, to agree to the revisions in the wording that was approved by the NAMSC and IMSI at this meeting last year. Also, you have a good friend in Linda Hutton who has a real heart for agriculture and will be an asset to the maple industry. She has some very important information to share with you when she takes the floor.

Nothing stays the same anymore. In fact change occurs faster today than at any other time in our history. I have always encouraged you as

producers to be very open to the need for the Census Bureau to have access to the names in our list sampling frame. Effective immediately, there is temporary legislation that allows the Census of Agriculture to be conducted by the USDA under the supervision of the National Agricultural Statistics Service. It is anticipated that early next year this legislation will be permanent. We feel that this is a very positive development and expect agriculture to benefit from an improved data series.

Before I get into the data that I came to share, let me remind you of our confidentiality pledge to farmers everywhere. We are guided by regulations that require us to protect the names, addresses, phone numbers and any other information that we obtain from you through our survey process. The one exception that I have told you about in the past allowed us to provide names and addresses to the Census Bureau to help them improve coverage of all commodities. This exception will no longer be necessary with the new legislation that I mentioned earlier. We are exempt from answering any inquiries requesting individual producer data under the Freedom of Information Act. Your information is only used in summary form for statistical purposes that will not disclose individual operations. The Internal Revenue Service **NEVER** gets access to anything that pertains to individual producers. They can have as many copies of our publication as they want for it will only give them the same summary data that everyone else gets.



We are trying to save taxpayer dollars by promoting the Internet. Our maple release can be found by going to the [www.usda.gov/nass/web](http://www.usda.gov/nass/web) site and selecting any New England state then go to the June Ag Review. Paper copies are available to maple producers by free subscription if you live in New England or from your home state.

Many producers commented that this was a near perfect season for making maple syrup with personal record high production reported often. Others talked about the strong sap flows, low sugar content and dark syrup with excellent flavor. Overall, the 1996 production season was very favorable.

Production for 1996 was up 43 percent from the small 1995 crop, but still up a respectable 18 percent from the 1994 total gallons produced. The price for 1996 is preliminary based on expected sales during the coming marketing season. The historic prices for 1994 and 1995 were calculated by using all types of sales and containers reported in the respective spring surveys to generate an average price. The excellent production for 1996 will cause some downward pressure on the price received by producers. Still the value of the 1996 crop is up 30 percent from the previous year and 15 percent above 1994.

Vermont, New York, Maine and Wisconsin maintain the top four positions in production and value. The U.S. maple markets are divided into retail and wholesale/bulk for half the states in the estimating program. The New England half generates an additional breakdown where

wholesale and bulk are separated. Normally, the states that are closer to large population centers obtain higher retail prices. Maine historically has a large bulk market because of the high production in the north country. About half of the New England syrup is sold bulk with significant sales from Maine and Vermont.

There is about a \$15 difference between the high and low average prices for both retail and wholesale sales. The range in bulk prices from the high to low is about \$.55 per pound, with Connecticut data excluded to avoid disclosing individual operations.

Have a wonderful maple season and I hope to see you in Connecticut next October.

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## 1997 SAP PRICES

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

Remember these prices are for sap delivered to the sugarhouse.

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

sugar	\$/gal.	sugar	\$/gal.
1.50	.105	3.60	.411
1.60	.124	3.70	.425
1.70	.143	3.80	.440
1.80	.159	3.90	.453
1.90	.174	4.00	.467
2.00	.190	4.10	.480
2.10	.203	4.20	.495
2.20	.217	4.30	.509

sugar	\$/gal.	sugar	\$/gal.
2.30	.232	4.40	.522
2.40	.245	4.50	.536
2.50	.259	4.60	.550
2.60	.272	4.70	.564
2.70	.287	4.80	.478
2.80	.301	4.90	.591
2.90	.314	5.00	.606
3.00	.328	5.10	.619
3.10	.342	5.20	.633
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# COMING EVENTS

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## WARKWORTH MAPLE SYRUP FESTIVAL

March 8 - 9, 1997

Warkworth, Ontario

Contact: Alice Potter (705) 924-2057

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## VERMONT MAPLE FESTIVAL

April 25th, 26th & 27th 1997

St. Albans, Vermont

For additional information please write:

Vermont Maple Festival, Inc.

PO Box 255, St. Albans, VT 05478

or call: 802-524-5800 (answering machine only)

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## AMERICAN MAPLE MUSEUM OPENING DAY CEREMONIES

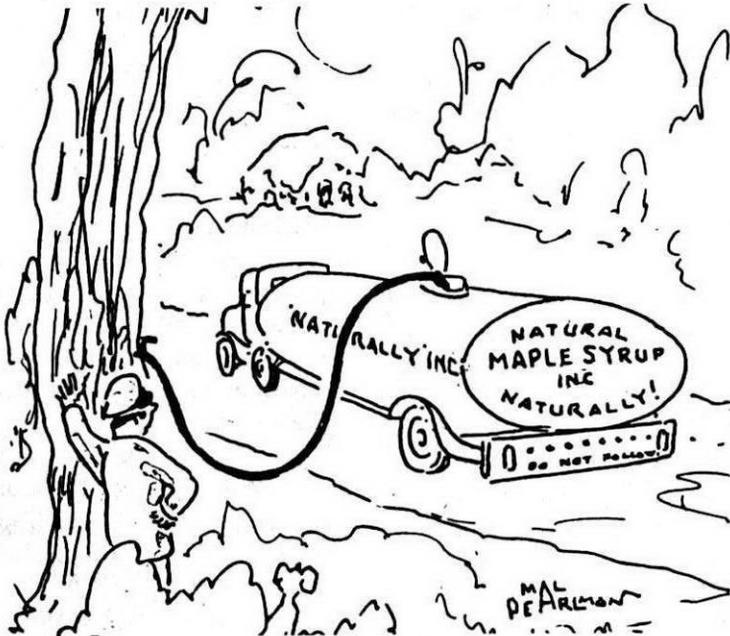
Saturday, May 10, 1997

6:30 am - 3 pm

Pancake Breakfast, Induction Ceremony, NY State Maple Queen Contest  
Equipment Manufacturers and Craft Show

Contact: American Maple Museum, PO Box 81, Croghan, NY 13327  
315-346-1107

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## CLASSIFIED

**FOR SALE:** 4' x 14' Small Bros. Evaporator. New base, stack and re-tinned arch 4 years ago. \$2,500. Large S.S. milk condenser from Kraft plant. Make great pre-heater, \$2,000. Decher's Maple 315-265-5497.

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**FOR SALE:** Mobile display pop-up trailer equipped with cabinets, counter, bulletin boards and electricity. Like new. For more details & price call 612-446-1094 or 320-749-2232.

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**FOR SALE:** Sap storage, 5,000 gallon stainless tanker trailer, \$4,500. 2,500 gallon stainless tank, \$1,500. McLure's Honey & Maple Products, Inc. 603-444-6246/2025.

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**FOR SALE:** Springtech E-60 reverse osmosis machine. Has 2 membranes (4" x 40") each. Price \$2,000. Phone: 717-746-3359 Wyalusing, PA.

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**FOR SALE:** Leader 2' x 6' wood fired, forced air, evaporator. Rear hood, must sell. \$1,000. 216-577-1972.

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**WANTED:** Cholette automatic draw-off complete 519-656-2867. Ontario.

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**WANTED:** Individual tin maple sugar molds. Russ Davenport, 111A, Tower Road, Shelburne, MA 01370. 413-625-8262.

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**FOR SALE:** 7 fully automatic engine powered sap vac/pressure pumps for remote use, up to 12,000 taps. Sizes from 8 HP propane fueled to 24 HP diesel. Michigan. 1-906-283-3275.

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## 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, 1997 for consideration in 1997. Proposals received after that date will be considered in 1998.

(2) Proposals shall be complete and detailed in content. However, proposals shall contain a short concise cover statement briefly explaining cost, scope, objective, 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 forty (40) 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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