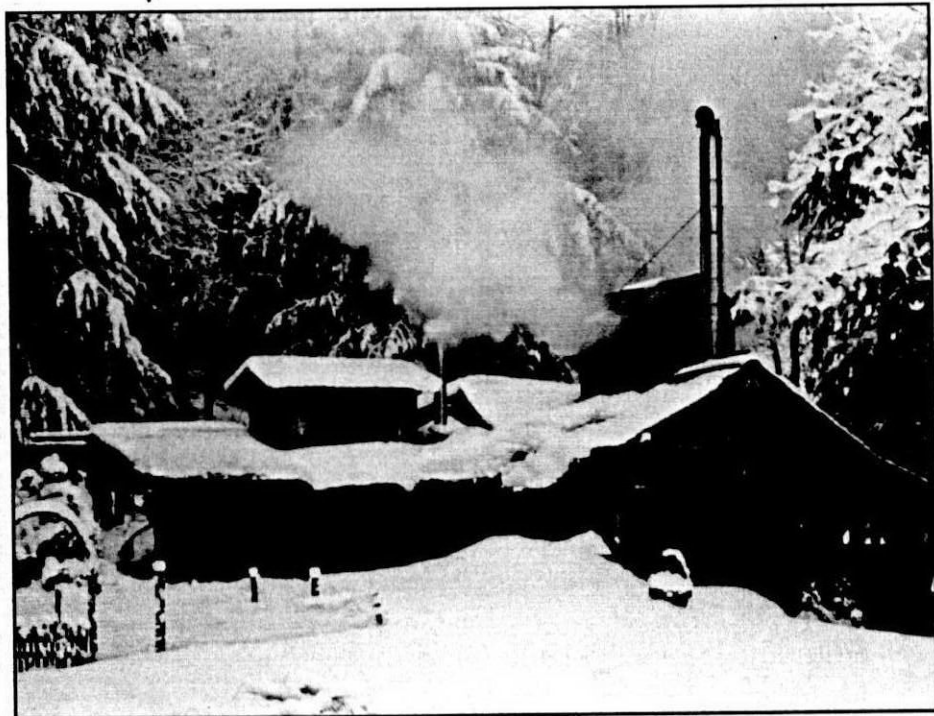


# Maple Syrup Digest



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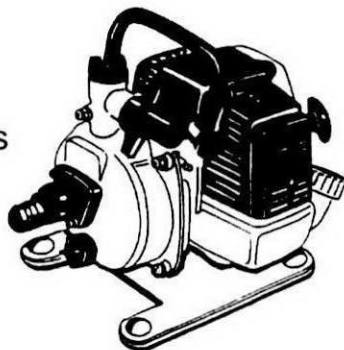


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# MAPLE SYRUP DIGEST

Official publication of the  
**NORTH AMERICAN  
MAPLE SYRUP COUNCIL**

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# GREETINGS FROM YOUR PRESIDENT



We are at the end of year 2001, a difficult year with a poor crop for many producers. However, it has been an active year for many issues at the North American Maple Syrup Council.

Before I go further, let me introduce myself as the new president of the council. I am the delegate of the Province of Quebec's maple syrup producers Cooperative since 1993. This Cooperative exists for more than 75 years and gathers about 2500 producers in many areas of the Province. Our members produce about 15 million pounds of maple syrup per year. All the syrup, except for their own needs and their local market, is sent to their four production plants where it is processed, bottled and sold across more than 35 countries in the world.

My work consists as general manager to coordinate all the activities from the bushes to the consumers' table. My formation as agronomist is helpful for my implication to the production level especially concerning research, quality on methods. However, I have also never forgotten the sugaring time on the family bushes where I continue to work and have fun every year.

Our annual meeting is just behind us with many accomplishments for the future. Many research results have been presented. We have also followed several discussions concerning the objectives of various committees and the evolution of their work and the excellent cooperation between the North American Maple Syrup Council

and the International Maple Syrup Institute has been a great achievement.

I would like to thank the Minnesota Maple Syrup Producers Association for hosting this years Annual Meeting.

In Burlington, Vt. we formed a special committee with the mandate to explore the future direction and needs for the Council. The four points considered in the strategic plan, i.e. Financial Planning, Funding Research, Communications and Administration, still need some work. Only a partial report has been presented. Briefly, we have suggested some actions concerning the financial and funding aspects. The work will continue for the two other points and a final report will follow later.

I would like to thank our Past President, Hank Peterson, for all the accomplishments. Thank you also for each person working in various objectives of the council. The list is too long to name them.

The future holds a great promise for the Maple Industry.

*Season's Greetings for you and your family.*

Luc Lussier — President NAMSC



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# GREETINGS FROM WISCONSIN

By Roland Jorns

Despite the terrible tragedy of September 11, 2001 and the ongoing threat and miseries since, the spirit of the maple producers throughout the continent was not dampened at the Maple Syrup Convention held at St. Cloud, Minnesota. President Bush asked all Americans to try and go about their business as usual, as not to harvest fear and economic problems from the actions of these horrible terrorists; to this the Minnesota people did extremely well with a very interesting, educational and relaxing convention. Congratulations to the Minnesota people for doing such a fine job under such stressful times. I know Carl and Beth put in a lot of overtime, and it showed. We all know it takes a lot of effort by a lot of people to put on a program of this magnitude. Thanks Minnesota for a job well done!

Also in attendance at the Minnesota convention was Wisconsin's Maple Ambassador Beth Zueilker from River Falls, Wisconsin. She will represent our maple industry at many special events, including eleven days at the State Fair, Maple Festival, Fall Tour, Maple Banquet and other maple events like parades, etc.

This year Roland Jorns and son, Stuart took off a few days in late September to go archery moose hunting in Canada. The archery moose season is a lot earlier than the rifle season and does not interfere with the time of the Maple Convention. But archery is a lot more difficult to get your game than

with a rifle. But father and son teamed their efforts and called our a dandy forty inch bull moose . . . so now there can be maple syrup with pancakes and wonderful moose sausage for breakfast this winter.

Also this year your Maple Festival was held at Jacque's Sugar Bush and Antique Farm Show at Thorp, Wisconsin. Our fall tour was held in Doorand Kewaunee Counties. Stanley and Joyce Lacrosse were honored as the Maple Producers of the year.

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## **IMSI: PROTECTING PRODUCT INTEGRITY**

The annual meeting of the International Maple Syrup Institute (IMSI) in St. Cloud, Minnesota proved to be a very busy one, with many meetings of the Board, Executive and standing committees and the general membership. I assure you the hard work and long hours paid off. Special thanks go to organizers in Minnesota for a great meeting, with plenty of time for hard work, interesting tours and socializing with friends and colleagues.

Over the past year, the IMSI Board has been involved in on-going discussions about our mission as an organization, the projects we can and should be tackling and the appropriate organizational structure of the Institute. This year's annual meeting was the culmination of those discussions, with the IMSI reaffirming its mission and short-term goals for the next two years. We will be working diligently as a group to 1) protect product integrity of pure maple syrup and 2) promote cooperation within the maple industry. The IMSI, with representation from every facet of maple production and distribution, is uniquely positioned to provide a forum for cooperation among industry players and to speak as one voice to the public about our superb, pure maple products.

But planning is just the first step. At this annual meeting, we set ambitious goals for ourselves. First and foremost is our commitment to a pure maple product. We will continue to work at

increasing public awareness about pure maple syrup and the industry's commitment to product integrity.

In addition to educating consumers, our industry must self-regulate. The random sampling program that has been in place for the past few years helps to do just that. Think of it as "quality assurance"; the maple industry monitors itself to assure ourselves and consumers that pure maple syrup is just that — PURE. At the annual meeting, the IMSI set a goal to test 100 syrup samples over the next 12 months. Some of those samples will be random, while others will be tested to address specific concerns. We welcome and urge our membership to help us in this sampling process. If you have concerns over syrup sold anywhere in the world, please contact your IMSI representative and we will do our best to include that product in our sampling process.

The second part of our mission, to foster cooperation in the industry, is best addressed through greater communication — among ourselves and with consumers. The project at the center of this goal is the creation of a new IMSI website. We hope this site will allow us to share information amongst ourselves easier and to offer a neutral source of information for the consuming public. This site will be developed in French and English, with other languages added as resources permit. Our ultimate goal is to make this site available to maple consumers around the world.

To accomplish these ambitious goals, the Board approved the addition of a paid part-time staff position. That individual will assist with normal organizational duties as well as over-

see the ambitious projects ahead of us.

Officers elected for the year 2002 are Mary Fogle Douglass, President; Gerard Filion, Vice-President; and Gary Gaudette, Treasurer. Mary Douglass represents the Michigan Maple Syrup Association and is a maple equipment supplier in Mason, Michigan. Reach her at 517-349-5185 or e-mail: [SBFarms@concentric.net](mailto:SBFarms@concentric.net). Gerard Filion is President of Les Cruchons J.U.G.S., Inc, located in Hawkesbury, Ontario. He is available at 613-632-0622 or e-mail: [gerard@cruchonsjugs](mailto:gerard@cruchonsjugs). Gary Gaudette is President of Leader Evaporator Company in St. Albans, Vermont and can be reached at 802-524-4966 or e-mail: [leader@together.net](mailto:leader@together.net). Past President is Michael Herman of Turkey Hill Sugarbush in Waterloo, Quebec. Larry Myott, who works for University of Vermont Extension, was appointed Executive Secretary until the new Executive Director position can be established. He can be reached at 802-656-5433 or through e-mail at [larry.myott@uvm.edu](mailto:larry.myott@uvm.edu).

Awards for the fourth annual international maple syrup contest for wholesale and resale packers were presented at the closing banquet by contest chair Jacque Couture and IMSI Executive Secretary Larry Myott. Citadelle Maple Producers Co-operative in Plessisville, Quebec took top honors in the "International/Packers Distributors" class. Winning the "Gift and Specialty Distributors" class was the Vermont Maple Outlet of Jeffersonville, Vt. Congratulations to this year's winners!

Presentation of the annual Lynn Reynolds IMSI Leadership Award was

extra special this year as Lynn's widow, Ann Reynolds, was in attendance and able to participate in presenting the 2001 award to the Reynolds' long-time friend and colleague, Paul Richards. Paul has spent a lifetime working in and promoting maple syrup at Richards Maple Products in Chardon, Ohio. Congratulations to Paul!

I love working in this great industry with great people. The opportunities before us are endless when we work together. Be involved and spread the word about our unique product — pure maple syrup!

Mary Fogle Douglass  
President, IMSI

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# CONTEST WINNERS ANNOUNCED

The 42nd annual NAMSC meeting held in St. Cloud, Minnesota is now history and the Minnesota Maple 2001 committee wishes to thank everyone that attended this convention, making it successful, enjoyable and informative. Meeting "old friends" that we had seen for the first time was one of the highlights along with reminiscing with acquaintances from the past.

The contests had an added flair with the addition of maple cream and maple candy, hope this tradition continues.

The 2001 winners are as follows:

## MAPLE SYRUP CONTEST 36 Entries

*Judges were: Dave Chapeske, Ontario; Henry Marckres, VT and Joe Polak, WI*

### Light Amber

- 1st - Gillilan Family, Cambridge, VT
- 2nd - Mark Mitchell, Avon, CT
- 3rd - William E. Brown, Fredericktown, OH

### Medium Amber

- 1st - Gillilan Family, Cambridge, VT
- 2nd - Jacques & Pauline Couture, Westfield, VT
- 3rd - Chris Cordes, Lutsen, MN

### Dark Amber

- 1st - Sonja Helland, Lutsen, MN
- 2nd - Jacques & Pauline Couture, Westfield, VT
- 3rd - Jerry Jacobson, Vergas, MN

### Best of Show

- Gillilan Family, Cambridge, VT

## MAPLE CREAM CONTEST 6 Entries

- 1st - Douglas & Ann Rose, Ludlow, VT
- 2nd - Larry Haigh Family, Bellevue, MI
- 3rd - Roth Sugarbush, Cadot, WI

### Best of Show

- Douglas & Ann Rose, Ludlow, VT

## MAPLE CANDY CONTEST

### 5 Entries

1st - William E. Brown, Fredericktown, OH

2nd - Sonja Helland, Lutsen, MN

3rd - Milt Williams, Deerfield, MA

### Best of Show

William E. Brown, Fredericktown, OH

## PHOTO CONTEST

### 23 Entries

*Judges were: Tom Carlson, MN, Tom Kaiser, WI and Mark Spinler, MN*

### Sugar Bush Scenes

1st - Shirley Stockwell, Ellsworth, WI

2nd - Lyle Stockwell, Ellsworth, WI

3rd - Tammy Wentworth, Gonvick, MN

### Fall Colors

1st - Russ Davenport, Shelburne, MA

2nd - Terry Stanley, Milona, MN

3rd - Avis Norman, Woodstock, CT

### Sugar House

1st - Avis Norman, Woodstock, CT

2nd - Russ Davenport, Shelburne, MA

3rd - Tammy Wentworth, Gonvick, MN

### Best of Show

Wanda Patzoldt, Grand Rapids, MN

### Maple Products

1st - Wanda Patzoldt, Grand Rapids, MN

2nd - Lyle & Shirley Stockwell, Ellsworth, WI

3rd - Russ Davenport, Shelburne, MA

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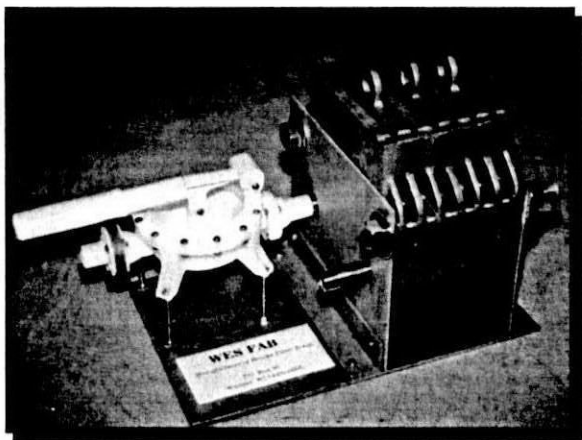
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# MAINE MAPLING

*By Dawn Bolduc*

Extraordinary weather prevailed through the entire fair season. Cumberland County Fair was the new kid on the block, and the new sugarhouse developed by Betty Weir and Phil Allen made possible a new venue for demos on maple candy making and taffy by Eric Ellis and Penny Savage, as well as maple education each day of the weeklong fair. Four vendors, initially apprehensive to be working so close together, all found compatibility and success in selling their own maple products. Paul Bolduc and Rodney Hall provided display equipment and an evaporator that steamed away all week.

Fryburg Fair Maine Maple Syrup Producers' Association booth was manned by several new faces, as well as several members having their own set-ups. The feedback from this fair indicates that the wide variation in product pricing is still a problem from the customers' point of view.

The "Big E" in Springfield, MA, has a full fair time maple exhibitor in the personage of Bob Moore. The newly remodeled State of Maine building is most appealing. It is, however, unfortunate that only a couple of Maine commodities enjoy a favored status which present a challenge to other Maine products.

Field Day. The all-day sessions at the Hinkley School, presented subjects to use, to aspire to, and to dream about. Brian Croft spoke on new sugarhouse construction; Alfred Bolduc presented a tubing demo; Rodney Hall offered information in setting up

an evaporator for efficiency; the importance and "how-to" on cleaning equipment by Eric Ellis as well as filters from tap to containers. This program was sponsored by the University of Maine Extension Service and coordinated by our Maine Maple Specialist, Kathy Hopkins. The Hinkley School's full time forester spoke on the maple stands among their vast pine acreage. The school also has a Sweet Maple program from Cornell, supervised by their maple supervisor Hank Gascoine. Check the Cornell website for more info on this.

Maine Maple Syrup Producers Association and the Maine Somerset Sugarmakers Association are applying for a marketing and market accessibility grant through Robert Spear, Dept. of Agriculture Commissioner and John Reharr, University Extension Service supervisor and Kathy Hopkins, grant writer. We are compiling maple information from all parts of the state.

On November 3rd, at the Four Seasons in Jackman, the Maine Somerset Sugarmakers Association held the first in maple history — a meeting of several of the industry's noted bulk buyers will present their side of the market and field questions from the producers who represent the 2,000,000 taps in Somerset County. (A substantial resource base). Invited speakers are: Dave Marvin, VT.; Jim MacIsaac, VT; Bruce Bascom, NH; Bruce Robley, NY; Marc Yvon Lariviere, ME; and Haven King, VT. Bruce Currey of the Skowhegan Savings Bank spoke on financing the large sugar bush (from the bank's point of view). All this was followed by a supper buffet.

Kathy Hopkins, our Maine Maple Specialist, Robert Smith, past president and presently your NAMSC representative; Jeremy Steeves, delegate and Alfred Bolduc your state representative to IMSI attended the 2001 NAMSC/IMSI Maple Convention in St. Cloud, MN. This is USA's most western maple producing state. All reported an excellent week of maple. At this show the Maine Somerset

Sugarmakers presented a letter to NAMSC to suggest the Maple Digest also be printed in French. The letter and intent were well received.

Next year's NAMSC/IMSI Maple Convention will be in North Conway, NH. Under pressure of interest a "Show after the Show", an excursion to USA's premier maple producing county, is being planned. We'll keep you posted.

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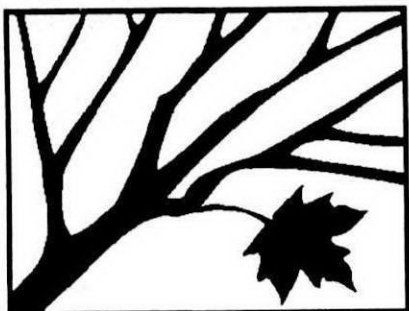
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**1:30 Concurrent Sessions**

5. Maple Basics for Beginners
6. Maple Equipment
7. Developing Your Own Webpage
8. Making and Using Digital Photos

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Basics of Processing Sap and Packaging Syrup	Becoming A Maple Queen	Tax Benefits for Producers
	Maple Promotional Brochures	Developing a Business Plan:
	Maple Sunday and DOT Signs	Start Small and Dream Big
	Labeling and Branding Syrup	Utility and Energy Options
	Pricing Your Product:	
	What the Market Will Bear	
<u>Processing /Value Added</u>	<u>Production</u>	<u>Advanced</u>
Baking with Maple	Tubing and Sap Extractors	Sugar Maple Tree Improvement Program
Cooking with Maple	Using Vacuum to Boost Production	Small Diameter Spout Research Update
Making Maple Cream	Hanging Tubing: Do's and Don'ts	Vacuum Bottler Prototype Demonstration
Maple Lollipops and Chocolate Covered Cream	Controls in the Sugar House	Lead in Maple Sap and Syrup
Maple Gift Baskets	Maple Syrup	Ozone Injection for Chemical Free Sanitation Update
Maple Fluff Cotton Candy	Filtration Demonstration	Paraformaldehyde in Maple
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## MAPLE MARKETING FORUM HIGHLIGHTS JANUARY 12TH CONFERENCE

Marketing of maple syrup and maple products will be the focus of this year's 7th Annual New York Maple Producers Conference. Hosted for the third year in a row by the Vernon-Verona-Sherrill (V.V.S.) FFA, in conjunction with the NY State Maple Producers Association, the conference will be held at the V.V.S. High School on Saturday, January 12th, 2002.

Highlighting this year's Conference will be a panel discussion on maple marketing by a group of distinguished maple marketers from New York and Vermont. Scheduled to speak on the panel are Randy Sprague of Sprague's Maple Farms, Portville, NY, Karen Putnam of Maple Hill Farms, Cobleskill, NY, Karl Wiles of Cedarvale Maple Syrup Co., Syracuse, NY and Rick Marsh of Vermont Maple Outlet, Jeffersonville, VT. The forum, moderated by NYSMPA President Tom Todd, is sure to generate a lively

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debate of marketing strategies as each panelist shares their personal insights into marketing maple syrup and maple products. Each panelist is also offering a workshop related to marketing.

In addition to the marketing forum, more than 20 top industry presenters from across New York and New England will be on hand to deliver

some 34 informational presentations. Presenters include maple syrup and maple product producers, equipment and supply dealers, manufacturers of specialty maple equipment, and state maple industry researchers and consultants. Participants will be able to select up to 5 of the 30 plus workshops conducted throughout the day.

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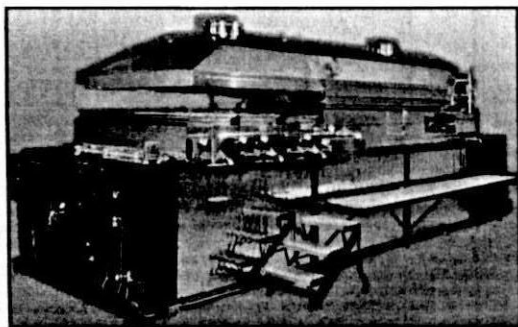
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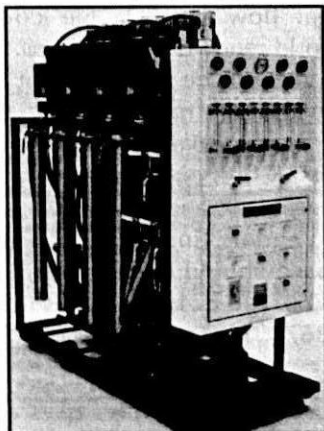
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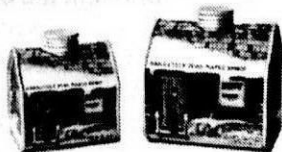
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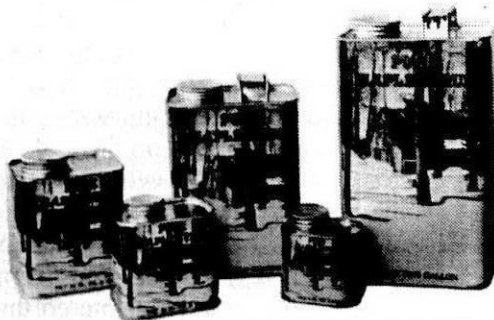
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# 2001 NORTH AMERICAN MAPLE SYRUP COUNCIL 42ND ANNUAL MEETING AND CONVENTION OCTOBER 21-24, 2001 St. Cloud, Minnesota

The 42nd Annual Meeting of the North American Maple Syrup Council (NAMSC) was hosted by the Minnesota Maple Syrup Producers Association (MMSPA) and was held at the Kelly Inn in St. Cloud, Minnesota.

The four day conference began on Sunday with a field trip and brunch at St. John's University. After a very short bus ride to St. John's, visitors enjoyed a wonderful brunch at the "Great Hall." The monastery is the largest Benedictine Monastery in the world and the beautiful chapel houses the second largest stained glass window in the world. Participants were taken on a combination walking and bus tour of the campus which encompasses over 2,500 acres of woodland, oak savanna, and prairie. Very informative presentations were made at six different tour stops including the sugarhouse, oak forest management/woodland management, oak savanna, prairie restoration, wood shop and pottery. The tours were led by experienced monks and university staff members. The weather was ideal and the tour was a wonderful start to the annual meeting.

The Director's of the North American Maple Syrup Council (NAMSC) met following the field trip. The exhibit and trade show area opened at 5:00 p.m. A "Welcome to Minnesota" light supper was held in the early evening. A wonderful slide presentation about Minnesota's resources was presented by Mel Baughman and enjoyed by many in the audience. After greeting old friends and meeting new ones the attendees were off to bed getting some sleep before a busy Monday schedule.

Following a complete breakfast buffet the IMSI Directors held their meeting while the companion tour, "Behind the Scenes" left the Kelly Inn. All of the Officers, Delegates and Alternates entered the meeting room holding flags in honor of those killed on September 11th and in support of our armed forces around the world. Mary Jo Gillilan led everyone in a rendition of "God Bless America." The meeting was then opened with a welcome by Hank Peterson, President of the NAMSC council, Dave Wentworth - Co-chair of the meeting hosted by the MMSPA and Julie Lunning, Executive Director of the St. Cloud Visitors and Convention Bureau.

NAMSC President Hank Peterson asked Secretary Carl Vogt to conduct the Roll Call. Delegates present for the meeting represented: Connecticut, Indiana, Maine, Massachusetts, Michigan, Minnesota, New Brunswick, New Hampshire, New York, Ohio, Ontario, Pennsylvania, Quebec, Vermont, and Wisconsin. Representatives from Nova Scotia were absent.

The Minutes of the 2000 meeting held in Burlington, Vermont were presented by Secretary Carl Vogt and approved by the Delegates. President Peterson then made the following appointments: Auditing Committee - Luc Lussier, Roger Sage

and Burton Kimball. Nominations Committee: Bill Robinson, Robert Smith and Richard Norman.

President Hank Peterson then asked the Delegates to give individual reports on their specific region's production, marketing ideas, events, and conditions. The reports were most informative and interesting. For the most part the 2001 maple season ranged from very good to poor with most areas between average and below average production even though most areas report more taps.

Large amounts of snow not seen for many years hindered production in many areas. It was difficult getting into the bush for many and sap harvest was expensive per unit produced. Many of the trees that were damaged by previous wind storms are showing signs of recovery but some bushes have been lost entirely. Some areas have limited syrup on hand but others show some excess in supply. Delegates also reported on the many activities of their respective associations. From the sound of the reports, the maple industry is alive and well and everyone is looking forward to the 2002 season which is only four months away.

The Treasurers Report was approved pending an Audit Committee recommendation. Richard Norman presented Mike Girards Maple Research Fund Report which was approved pending an Audit Committee recommendation. Richard noted that funds for research were up slightly which is a good sign. Richard Norman reminded producers to make sure container manufacturers and suppliers were donating \$.01 per container sold. The Research Fund provides seed money to universities and institutions in Canada and the U.S. that perform research benefiting the entire maple industry.

Roy Hutchinson, Editor of the Maple Digest presented a brief report on the Digest. He noted that advertising has recovered slightly and encouraged delegates and producers to support the Digest. Mailing costs have increased slightly and printing had also increased. Over 3500 Digests are sent to producers in Canada and the U.S. One area that is being explored by the Long Range Planning Committee is printing of a French version of the Digest. Roy plans to explore this option and to report back at the next annual meeting. Some of the issues to be explored include projected advertising revenues, subscriptions, translation, printing, and mailing costs in Canada. The Maple Digest report was approved subject to audit.

The meeting was adjourned by President Peterson until Wednesday.

A variety of Technical/Educational Sessions were held in the early afternoon. Attendance was good at all of the programs. The International Maple Syrup Institute (IMSI) then held its General Session. The workshop entitled "So You Want to Make a Movie" was conducted by Linda Dinkel. Various committees met in the late afternoon to conduct their work.

The "Taste of Minnesota" buffet was enjoyed by everyone. Following a wonderful series of tunes by a duet of violin and accordion the audience was treated to over an hour of songs by the Staples Mens Chorus. From patriotic medleys and rock & roll favorites to classic show tunes the chorus had something for everyone.

Maple specialist's from the U.S. and Canada met to discuss their projects and

how they might be of assistance to the maple industry. Their meeting generated a number of ideas and suggestions they plan to implement during the coming year.

Tuesday morning started early for the sugar makers industry tours. Once the lunches and drinks were loaded on board for 200 "tourists" it was off to the fields and woods of Minnesota. Three tours were scheduled with many different stops along the way. The weather cooperated and those who took part enjoyed the variety and scope of the maple and other industries found in Minnesota. University of Minnesota Extension Specialist's served as tour guides and helped answer questions on the busses for participants. At the various stops tour hosts did a great job telling visitors about their individual operations. Participants could also learn about the historical events, geography and more by reading their tour brochure. It was noted that those who settled in Minnesota were originally from the eastern US and Canada. Many positive comments were made about the tours, scenery, educational program, lunch/refreshments and sharing of ideas.

On return to the conference center, everyone was treated to ice cream sundaes. Discussion groups were formed around the topic "What's New In Your Sugar Bush." The main groups focused on the sugar bush and management, production in the sugarhouse, and marketing of the product. The groups were led by extension specialists and producers from different regions. About two hours of lively discussion and comments were made. Producers had a chance to share some ideas, learn from each other and solve a myriad of problems.



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Wednesday started with a complete buffet breakfast featuring syrup from the maple syrup contest. A number of NAMSC & IMSI committees met during breakfast. The exhibit area opened and the NAMSC meeting was continued. Reports were given by a number of standing committees. Luc Lussier gave a preliminary report regarding the Long Range Planning Committee. Their work will continue during 2002 and recommendations regarding fiscal management, administration, publications, research and other areas will be explored and reported at the 2002 meeting in New Hampshire.

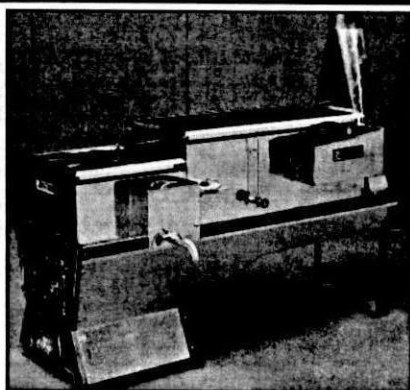
Richard Norman chairman of the Research Committee gave the recommendations for research funding for 2002. The council approved the recommendations and awarded research funds as follows:

### LIST OF 2000 - 2001 GRANT RECIPIENTS

Organization/Project	Amount
Cornell University — Cold storage for Overwintering of Sugar Maple Plant Material	\$3,000.00
Cornell University — The Effects of Ice Storm Damage on Maple Sap Production	\$2,000.00
North Eastern Research Station - Forest Service — Seasonal changes in starch and soluble sugar of sugar maples with high sap sugar concentration ("Sweet Trees") and standard sugar in northern Vermont	\$3,500.00
Proctor Maple Research Center — Effects of Ferns on Sugar Maple Seedlings Survivorship	\$2,000.00

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<b>Proctor Maple Research Center</b> — Quantifying the Difference in Sap Yield in New vs. Used 5/16" Tubing	\$1,000.00
<b>Pennsylvania State University</b> — Determination of the Correlative Relationship between Sugarbush Acidity and Sap Sugar Content	\$2,000.00
<b>Eastern Ontario Model Forest</b> — Sanitation and Cleaning of Maple Tubing - Laboratory	\$2,000.00
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<b>Eastern Ontario Model Forest</b> — Use of Steam in the Production of Maple Products Review and Synthesis of Research Information	\$1,500.00
<b>Eastern Ontario Model Forest</b> — Use of Steam in the Production of Maple Products Boiler Selection	\$1,500.00

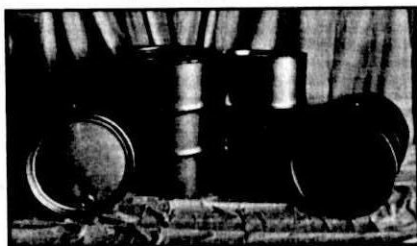
**TOTAL GRANTS                    \$20,500.00**

Russ Davenport gave a report about the North American Maple Museum. Russ stated that the museum has added new material to its collection and invited everyone to attend the May 2002 induction of members into the Maple Hall of Fame. Some discussion was held regarding the annual gift of \$500.00 to the Museum. The Council voted to continue the \$500.00 annual gift plus pay for inductees plaques. The Secretary was directed to send a check for the past year and to pay for any award plaques made in 2002 and beyond.

The Council approved the request that the 2008 annual meeting be held in Massachusetts. The council approved loans (start up funds of \$1,00.00 each for New Hampshire (2002) and Wisconsin (2006) for hosting future annual meetings.

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The meeting was adjourned at 10:30 a.m. and scheduled to continue at 4:00 p.m. The meeting was reconvened at 4:00 p.m. by President Peterson.

A brief verbal report was given about the Maple Specialists meeting by Randy Heiligmann. The council approved the list of Associate Members and that Bill Clark and Mel Koelling be added to the list of Life Members presented by the Nominations Committee.

The audit committee recommended that the financial reports of the NAMSC Treasures Report, Research Committee, and Maple Syrup Digest be accepted. A motion was made and passed.

The Nominations Committee recommended the following persons to serve as officers for 2002. President Luc Lussier, Quebec; Vice-President Roger Sage, New York; Secretary/Treasurer Carl Vogt, Minnesota and Past-President Hank Peterson, New Hampshire. A motion was made to have the secretary cast a unanimous ballot for all those nominated. Passed.

Past-President Hank Peterson adjourned the 2001 business meeting at 4:43 p.m. At 4:00 p.m. a workshop chaired by Joe Polak from Wisconsin entitled "What's Up & What's New" was held in the board room for association newsletter editors. The meeting generated a number of ideas that editors were happy to share with each other. It is expected that the group will make a formal committee report at the 2002 meeting.

The Social Hour and Banquet was held in the Grand Ballroom. Almost 200 people were in attendance. George Cook from Vermont put together a "digital slide show" highlighting the four day event. Wanda Patzolt from Minnesota led the group accompanied by Mary Jo Gillilan in the singing of the national anthems of the United States and Canada. Brother Walter Kiefer, OSB of St. John's University



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said the invocation. After a wonderful meal the group enjoyed a little humor presented by Al Batt. His antidotes, stories and tales were enjoyed by the audience.

John Martin, Minnesota called and distributed door prizes. Gordon Gowen, New Hampshire served as auctioneer and a number of items donated by exhibitors and others were auctioned. The MMSPA decided to give the proceeds (over \$850.00) to the American Red Cross and Salvation Army for relief efforts and other uses.

Awards were presented for the Syrup, Candy and Photo Contest by Co-chairman Robert Maschler and Ed Zieroth of Minnesota. Results are published elsewhere in the Digest. Steve Daley-Lauresen gave a few comments and recognized the winners of the contests and MMSPA members who planned and hosted this years meeting. Certificates were given to all those who helped with the program.

The IMSI presented its awards for the maple syrup contest and honored Paul Richards with the prestigious Lynn Reynolds Award. Outgoing President Hank Peterson thanked the MMSPA for hosting the meeting and everyone who attended the meeting. Next years meeting will be held in New Hampshire.

Respectfully submitted,

Carl Vogt, Secretary

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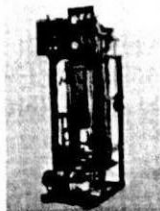
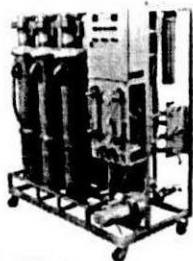
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# WHAT'S NEW IN YOUR SUGARBUSH?

By Kathy Hopkins

On Tuesday, October 23, 2001, a group discussion was held in St. Cloud at the NAMSC/IMSI annual meetings. This event, held for the first time, proved to be extremely popular with conference attendees. Because of the high level of interest, participants divided into three large groups to discuss three major areas of maple production issues: the sugarbush, the sugarhouse, and marketing. Colin Campbell of Uihlein Research Station in New York, Mike Demchik, Minnesota Agroforestry Specialist, and Kathy Hopkins of the University of Maine facilitated the discussions and Kirstin Waddell and Joe Polak recorded discussion notes from each group. Participants shared a great deal of information during the course of the evening and several avenues of research were suggested. Following are the summarized notes from the discussions.

## SUGARBUSH

*Guidelines for thinning.* When is a tree over mature and should be removed. If you can find good wood the sap may be sweeter but avoid over tapping. Harvest to release younger trees. Harvest early so young trees can develop into good sap trees, not log trees. Short log and wide crown vs. long log and small crown trees can develop into good sap trees.

*Tapping - pole and mature multiple stems.* If joined above ground do not remove a leader or the other may fail.

Alternate stems when tapping if combined stem diameters are less than 18 inches total.

*Girdling is useful to avoid damaging other trees when felling.* Wait for limbs to die and fall then drop the main trunk.

*Fertilizing.* Soil testing is recommended. Foliar as well. Fertilizing has been used successfully as well as liming to control pH. Need a standard nutrient level recommendation for sugar maple and amount of fertilizer and timing of application within the soil testing facility.

*Tap rental.* Include in contract: \$.25 - \$.45 per tap, casual agreements run from 1 gallon syrup/33 taps to 1 gallon syrup/100 taps.

## LEASING CONTRACTS

*Tree value vs. sap value.* Longer term value to the landowner with tap rental vs. saw timber. Need for publication to establish the cost benefit analysis for long term management for saw timber production. The amount offered by many loggers for a complete harvest is comparable to the value of one year's production and then there are no trees to tap afterwards.

*Train foresters in maple management.* Many loggers have told maple producers that tapping completely ruins the tree for saw timber value. Educate foresters and producers that proper harvesting with syrup production will yield the greatest return.

*Loss of stump value.* Niche markets do exist for the tapped and stained portion of the saw log, termed "hammered wood" in some markets.

*Protection of tree for tie back.* Do not use sap tubing over wire, use

staves or blocks pressure treated or dense wood species. Use a small polyethylene pipe inside a large diameter for a tieback that can easily be adjusted. Move tieback up or down every few years.

*How to install tubing literature.* Sources for tubing installation include the manufacturer, association sponsored demonstrations, and manuals.

*Squirrels.* Discussed eliminating conifers as habitat, food sources, water from washing may attract, wear gloves when working on tubing. Discussed baiting and trapping. Non lethal methods included wire mesh around manifolds and mainline. Promote fishers, foxes, feral cats and other predators. Other animals that affect tubing: Deer, moose, raccoons, bear, coyote, woodpecker, mice, chipmunks.

## SUGAR HOUSE

*Sugar House Plans.* Large, facing south, wood storage, floor drain under evaporator, raise evaporator (pit for ashes), Smithsonian website for plans, large enough for expansion double it, work with inspectors, shatter proof bulbs, ground faults, keep sap cool, sap storage, open vat with ultra violet light, syrup storage insulated rooms, clean out space for brushing, lots of room around evaporator to work, hood 12" above syrup (front) pan, 16-18" with plexiglass, make sure steam stacks are large enough, size of stacks for size of evaporator, pan configuration with and without RO, steam and cool, etc. hot water off piggy back/steam away clean pans, floor, drums, filters collect in sink to clean with, keep water on hand to prevent burning of front pan,

hot water tank, covers, visit other sugar houses.

Cross flow pans avoid potential burning due to thicker areas, clean everyday, don't have to switch. Consider separate finishing pan, automatic shutoff of oil supply tied to syrup (marland), call dealer for instructions filter through flannel bags before finishing pan or let settle in buckets, diaphragm pump for pumping cold syrup, swimming pool filter for raw sap with paper filter that is clogging with sugar (for RO) helps to use preheater water to clean, back-flushing?

Research white spots in candy and cream? UV inline filters. Engineering ideas: submersible pump in vacuum tank to pump out sap; vacuum pump tied to temperature gauge that is triggered by temperature, also includes a float switch. Cleanliness is key! Don't use chlorine bleach! Don't use all pine to burn with: hot spots, sparks, creosote problems. Line cleaning with hydrogen peroxide - research shows air/water combination works just as well.

### *Pan cleaning*

Use last of sap, let it sit and ferment (not with tin).

### *Organic certification.*

Standardization of licensing requirements.

Comparison of states/provinces.

How does type of maple affect quality of syrup?

### *Layering in syrup.*

Amount of DE added to syrup for filtering.

Use only food grade plastic containers (food grade materials) for sap collection.

Watch oxygen aspiration in plastic

containers. Drop a grade, affects flavor - keep cool, dry, dark, use asap.

## MARKETING

Value-added Products - increases customer base.

Challenges: time constraints, developmental help, purity, cost issues, single-use containers - potential for irradiation, cotton candy, breads, sugar, candy-coated peanuts, soft serve ice cream, dressing, BBQ sauce, cream, candy.

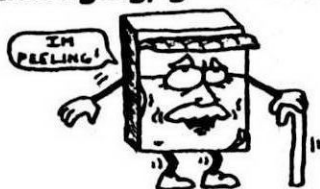
## TARGET MARKETS

Food and lodging associations, specialty restaurants, mail order, craft shows, state and county fairs, pancake breakfasts, mobile sugarhouse.

## MARKET PLAN

Market to high end customers, find the hidden expenses, agritourism, grant money, package well when shipping, LLC, UPS provides data base for your computer with bar codes and labels, state marketing board, universal grade systems - confusing to lay people with different grades and names in different states. Educating vendors on product care and display. No minimum and willingness to buy back unsold product, coding insurance, lot codes to track batches, educate potential customers, maple videos for public including school tours.

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The North American Maple Syrup Council would like to extend their thanks to the contributors to the NAMSC - Research Fund through the "PENNY PER CONTAINER" program from September 1, 2000 to August 31, 2001.

Contributions can be made through your container manufacturer or supplier or sent directly to the North American Maple Syrup Council Research Fund in care of Michael Girard, 352 Firetown Rd., Simsbury, CT 06070-1238. Please make check payable to: NAMSC - RESEARCH FUND.

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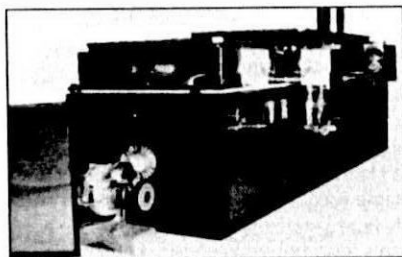
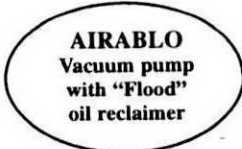
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Vernon-Verona-Sherrill High School

For more information contact:

V.V.S. FFA Advisor Keith Schiebel at (315) 829-2520

or email: [kschiebel@vvs-csd-high.moric.org](mailto:kschiebel@vvs-csd-high.moric.org)

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### WESTERN NEW YORK MAPLE SCHOOL

January 19th, 2002, 9:00 - 4:00

Pioneer Central School, Arcade, NY

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### HEBRON'S 12 ANNUAL MAPLE FESTIVAL

March 9th & 10th, 2002

For more information contact:

[wellse1@mindspring.com](mailto:wellse1@mindspring.com)

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### WARKWORTH MAPLE SYRUP FESTIVAL

March 9th & 10th, 2002

Warkworth, Ontario, Canada

For more information contact:

Alice Potter, Tel: 705-924-2057, Fax: 705-924-1673

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