

The PIPELINE

A New York State Maple Producers Association Publication

Summer 2010

Vol. 7 No. 2



2010 Maple Census

An Opportunity for Reflection and Comparison

By: Michael Farrell, Director of Uihlein Forest, Cornell University

Highlights

- Regional Updates
- Highlights from the 2010 Maple Tour
- 2010 Tap Hole Sanitation And Sap Yield Research Results With Variations Of Spouts And Drops
- Teaching Maple To Future Customers
- 2010 New York State Fair Information
- The American Maple Museum Opening Day



This year the National Agricultural Statistics Service conducted the 5 year maple census in New York. It was no surprise that production was down this year in NY as compared to last year, with NASS estimating a 29% dip in production. The weather was too warm in most of the state and almost everyone who did not use high vacuum tubing systems had a terrible season.

Given that this was a census year, extra efforts went into identifying producers to put on NASS's list so that they could receive a questionnaire. This effort paid off as NASS was able to include an additional 600 producers to their database that were previously unaccounted for. In the survey this year some of these producers had less than 100 taps or were no longer producing. However, this additional information led NASS to re-estimate the production figures in 2009 from 362,000 to 439,000 gallons!

This re-estimation was made possible largely by the efforts of the NYSMAPA, as the Board of Directors approved sharing their list with NASS this past winter. The NYSMAPA Board realized the advantages of having a better estimate of the actual production in NY. Sharing this information helped NASS add a

significant number of producers to their database.

The latest NASS census shows that the number of producers has actually fallen over the last 5 years whereas the number of taps has grown considerably. We have all seen the increase in number of taps, as the record high prices brought upon by limited supply and increased demand in 2008 led many producers to expand their operations. But have we lost more producers than we have gained over the last 5 years? My suspicion is "no", but the challenge is how to get the new producers on to the NASS lists.

The following table shows the differences in NYS maple production between 2005 and 2010, in particular the # of producers and taps. Please look at this carefully, especially for your own county and region. Do the numbers reported make sense? Do they coincide with what you have noticed over the last 5 years?

NASS puts in considerable effort to try to come up with an accurate estimate of maple production in NY, but they can't do it without the support of the producers. They rely on

Continued on page 3



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2010 Maple

Upcoming Schools & Workshops

August 5 Cornell Maple Webinar – Maple Production Basics for the Beginner

August 14 Small-Scale Woodlot Management: Low Impact ATV Logging
Contact Laurel R. Gailor, lrg6@cornell.edu, CCE-Warren Co., Warrensburg. 518-623-3291

August 29 Small-Scale Woodlot Management: Low Impact ATV Logging
Location: Uihlein Forest, Lake Placid. Contact: Anita Deming, ald6@cornell.edu, CCE Essex County. Westport, NY. 518-962-4810

Sept. 16-17 Beginner Maple School—Delaware County
Contact: Janet Aldrich, CCE of Delaware County, Hamden, NY. 607-865-6531

September 25 ... Beginner Maple Workshop—Wayne County PA
Contact: Peggy Simons, Chairperson of the NE PA, Maple Producers Association. 570-224-4607

September 26 ... Small-Scale Woodlot Management: Low Impact ATV Logging
Contact: Steve VanderMark, CCE, Canton, NY
sfv1@cornell.edu, 315-379-9192

September 27 ... Sugarbush Management and Tubing Evaluation
Contact: Steve VanderMark, CCE, Canton, NY.
sfv1@cornell.edu, 315-379-9192

October 9 Beginner Maple Workshop am and Tubing Workshop pm with Countryside Hardware—Madison County
Contact: Sandy Wilcox, 315-852-3326

October 9 Small-Scale Woodlot Management: Low Impact ATV Logging
Contact: Pre-Registration by 10/1, \$10 per person Send a check to WFL Treasurer Ron Reitz, 6086 Canadice Hill Rd, Springwater, NY 14560.

October 15 Maple Confection I Workshop – Warren – Washington – Saratoga Counties.
Contact: Laurel R. Gailor, lrg6@cornell.edu, CCE Warren County, Warrensburg, NY. 518-623-3291

October 16 Maple Tubing Workshop – Warren Washington Counties.
Contact: Laurel R. Gailor, lrg6@cornell.edu, CCE Warren County, Warrensburg, NY. 518-623-3291

October 20-23 .. NAMSC Meetings in Ontario

October 30 Woodlot Management/Maple Tubing Workshop—Wyoming County
To be held in Silver Springs. Contact: Lutie Batt, CCE Wyoming County, Warsaw NY. 585-786-2251

all of us to fill out the questionnaire and inform them of other producers. We know our production figures and we usually know who else is making syrup around us. In order for NASS to develop accurate statistics, they really need our help!

NASS seems to be able to estimate production very well in some counties and not so well in others. For example, I noticed a particular county that seemed to have much lower figures than I suspected actually exists. So I asked two producers to make a list of all of the producers they knew in that county with at least 100 taps. It turns out that NASS only counted 45% of the producers and 70% of the taps estimated by those two producers in that county. I'm sure that county is not alone in being underreported.

The most striking changes over the last 5 years are likely a result of producer cooperation with the surveying rather than actual trends in production. For instance, is it likely that Columbia county saw an increase from 8 to 20 producers in 5 years (150% gain) whereas Oneida county lost 14 producers, starting with 32 in 2005 down to 18 today. There may be some new producers in Columbia County and perhaps Oneida County did lose some producers, but those numbers are so staggering that it is hard to believe.

Many producers are leery of reporting their true production due to fears of audits by the IRS. However, it should be noted that NASS is legally prohibited from sharing information on any individual producer with any other agency, including the IRS. In many

conversations with the leaders at NASS they have assured me that they have no interest in sharing ANY personal information, as that would result in them losing their jobs, paying fines and possibly even going to jail! For these reasons alone you can be assured that your information will remain confidential. There is no risk to sharing information on producers with NASS, however the risk to not sharing is that production will continue to be underestimated in New York.

Why does this matter? When the NYSPMA asks the State for funding, as it has for the last 5 years, it is much easier to justify this spending if the industry is large and growing. Given the realities of the state

budget, it is unlikely that NYSPMA will continue to receive significant state funding, and it is even more unlikely if the industry looks smaller than it actually is.

So what can you do? Perhaps you are also convinced that production is underestimated in NY and there are good reasons to try to achieve a more accurate measurement. If you know of producers that you don't think are on the NASS list, please contact Marisa Reuber at **(518) 457-5570** or **Marisa_Reuber@nass.usda.gov**. They are always updating their database and list building at NASS, so please take the time to help them accurately represent our maple industry in New York.

(Maple Census Table on Page 4)

New York Forest Owners Association



- Working to increase the profitability of your woodlot investment.
- Serving as a forest owners advocate and voice in state and national organizations and forums while at the same time educating community leaders in the benefits of sound forestry practices.
- Assisting owners in determining how they can best use their forests.
- Educating the public on the value of a healthy tree growing industry.
- Networking with related organizations to promote common objectives.



If you're interested in becoming a member or would like more information call **(800) 836-3566** or visit **www.nyfoa.org**

“2010 Maple Census” continued from page 3

County	2005 # of Producers	2005 # of Taps	2010 # of Producers	2010 # of Taps	Change in # of Taps	Change in # of Producers	% Change in # of Taps	% Change in # of Producers
Albany	18	5,794	13	7,006	1,212	-5	20.9%	-27.8%
Allegany	67	65,128	58	73,312	8,184	-9	12.6%	-13.4%
Broome	20	6,422	22	20,579	14,157	2	220.4%	10.0%
Cattaraugus	65	72,067	58	74,799	2,732	-7	3.8%	-10.8%
Cayuga	12	1,949						
Chautauqua	57	28,916	50	67,598	38,682	-7	133.8%	-12.3%
Chemung	10	3,173	8	3,065	-108	-2	-3.4%	-20.0%
Chenango	45	23,306	44	49,479	26,173	-1	112.3%	-2.2%
Clinton	63	137,048	52	165,345	28,297	-11	20.6%	-17.5%
Columbia	8	1,283	20	5,515	4,232	12	329.9%	150.0%
Cortland	28	13,314	32	31,967	18,653	4	140.1%	14.3%
Delaware	60	64,561	57	71,471	6,910	-3	10.7%	-5.0%
Dutchess			8	6,981				
Erie	28	35,234	28	29,736	-5,498	0	-15.6%	0.0%
Essex	31	27,634	31	33,836	6,202	0	22.4%	0.0%
Franklin	33	41,727	39	50,616	8,889	6	21.3%	18.2%
Fulton	11	10,527						
Genesee	14	4,461	14	8,240	3,779	0	84.7%	0.0%
Greene	23	21,189	20	19,282	-1,907	-3	-9.0%	-13.0%
Hamilton	8	6,959	6	6,760	-199	-2	-2.9%	-25.0%
Herkimer	19	9,084	20	9,866	782	1	8.6%	5.3%
Jefferson	38	15,889	26	25,407	9,518	-12	59.9%	-31.6%
Lewis	141	207,467	125	238,129	30,662	-16	14.8%	-11.3%
Livingston	8	2,958	9	8,778	5,820	1	196.8%	12.5%
Madison	27	16,491	25	26,256	9,765	-2	59.2%	-7.4%
Montgomery	11	53,079	13	61,009	7,930	2	14.9%	18.2%
Niagara			3	1,281				
Oneida	32	13,921	18	14,674	753	-14	5.4%	-43.8%
Onondaga	15	6,096	9	7,408	1,312	-6	21.5%	-40.0%
Ontario	16	12,034	20	13,107	1,073	4	8.9%	25.0%
Orange			7	2,472				
Orleans	6	5,353	6	10,035	4,682	0	87.5%	0.0%
Oswego	21	9,735	24	14,559	4,824	3	49.6%	14.3%
Otsego	48	56,732	47	99,774	43,042	-1	75.9%	-2.1%
Putnam			7	5,476				
Rensselaer	20	4,580	22	9,995	5,415	2	118.2%	10.0%
Saratoga	17	20,334	18	17,924	-2,410	1	-11.9%	5.9%
Schenectady	4	1,260						
Schoharie	34	39,130	29	43,249	4,119	-5	10.5%	-14.7%
Schuyler	13	4,796	18	6,082	1,286	5	26.8%	38.5%
Seneca			5	618				
St. Lawrence	122	103,555	115	158,767	55,212	-7	53.3%	-5.7%
Steuben	46	17,158	44	29,375	12,217	-2	71.2%	-4.3%
Sullivan	12	5,269	11	9,697	4,428	-1	84.0%	-8.3%
Tioga	24	11,653	23	11,389	-264	-1	-2.3%	-4.2%
Tompkins	13	2,105	11	3,167	1,062	-2	50.5%	-15.4%
Ulster	14	4,436	19	16,431	11,995	5	270.4%	35.7%
Warren	9	11,219	11	7,016	-4,203	2	-37.5%	22.2%
Washington	56	61,277	45	85,293	24,016	-11	39.2%	-19.6%
Wayne	6	1,300	10	5,424	4,124	4	317.2%	66.7%
Wyoming	65	140,307	74	181,093	40,786	9	29.1%	13.8%
Yates	22	10,329	25	10,375	46	3	0.4%	13.6%
Other	25	1,761	31	43,287	41,526	6		
Total	1485	1,420,000	1,430	1,903,000	479,908	-58	33.8%	-3.9%

1: Note that some counties are blank and grouped together in the "Other" category because they do not have enough producers to maintain anonymous in county-level statistics.



Maple Weekend 2010

The Tibbetts family, from New Hartford in Oneida County (Lewis County Association), proudly showing their new New York State Maple Association "Taste The Tradition" sign as well as their matching sales attire during Maple Weekend.

Dr. Peter Smallidge of Cornell University Cooperative Extension has an online forum for exchange of ideas and information regarding NY forests. Check out:

www.ForestConnect.info/Forum

Forest Tent Caterpillar has been the subject of a number of posts from experts and landowners around the state – look up "pests" in the index at www.ForestConnect.info/forum. This is a hot topic with more than 12,000 views in the last couple months. The punch line (with more details on the forum) is to monitor egg masses in the winter to estimate defoliation the following spring. Monitoring is especially important subsequent to a light defoliation. Sap sugar concentrations are not or only minimally impacted if defoliation is light and the trees are not pressed to re-foliate. Also, although the normal cycle is 3 to 4 years, cycles of 9 years have been observed. The natural predators require some time to respond and need FTC present to build up adequate populations to help control FTC. Because the moth is a strong flyer, female adults can fly in from adjacent unsprayed areas and re-infest a previously treated sugarbush.



Regional Associations

Calendar of Events

July

24 St. Lawrence Association Clean Up & Ready The Fair Sugarhouse

August

2-8 St. Lawrence County Fair

11-22 Erie County fair (WNY) - *Volunteers Needed*

14-21 Wyoming County Fair (WNY) - *Volunteers Needed*

23-29 Washington County Fair (Upper Hudson)

26- New York State Fair

Sept 6

September

3-4 Hammond Fair (St. Lawrence)

7 St. Lawrence Regional Assn BOD Meeting
Canton

9-12 WNY Gas & Steam Show - *Help Needed*

11-12 St. Lawrence Power & Equipment Museum Show/Maple Sales
Sugar House

19 WNY Association Picnic & Annual Meeting
Allegany County Fairgrounds

21 FARM DAY EXHIBITION
Washington DC

October

5-7 St Lawrence Association Meeting
7:00PM

9-10 Thurman Fall Fair (Upper Hudson)

November

2 Central NY Association Meeting
6:30PM

3 Catskill Association Meeting
6:30PM
Brooks BBQ, Oneonta

6-7 Harvestfest
New York State Fairgrounds, Syracuse

9 St. Lawrence Board of Directors' Meeting
7:00PM
Canton

13-14 Harvestfest
Empire State Plaza, Albany

December

3 St. Lawrence Wine & Craft Fair
Cheel Arena, Potsdam

Member News Update



An important subject at the annual meeting that affects you was the discussion of the association budget for the coming year (June 2010-May 2011). For the last several years, a significant amount of money (\$150,000 last year) has been given to the association by the NYS state government. This was designated to be used for promotion, and has funded efforts like radio advertisements, print brochures and recipe cards, and other maple promotion items that have raised consumer awareness about NY maple. **The current budget in Albany has \$0 (that's right –ZERO) for the maple association.** If you have followed the news from Albany you are aware that the government has had to make drastic cuts, so the cut was not unexpected, though we had hoped to be given a reduction like other commodities, not totally cut. At the meeting, the board approved a minimal budget for 2010-11 so that the association can function on

our own revenue sources. This affects you because we need to ask you to help cover the costs of promotional materials you request, including mailing costs, and we have a smaller selection of promotional items available than in previous years.

Let's look at this as an opportunity – maple producers are famous for being inventive and able to work on a shoestring. We have a great product that is healthier for consumers than refined sugars and

corn syrup, and is locally produced. We can work with Pride of NY and NYS Ag & Markets to continue to spread that message. We can volunteer our time at events that make money for the association – the county fairs and the granddaddy of them all, the NY State Fair. To put it in perspective, the Maple Center at the NY Fair nets the association three times more income than membership dues.

Please consider volunteering to work a 6 hour shift at the FAIR.

Recycling Ag Plastics Project Life Cycle Stewardship of Agricultural Plastics

Most tubing can be recycled. PVC tubing cannot.
Newer tubing is PVC free.

To determine if old tubing is made from PVC plastic, cut off a small section and drop it into a glass of water. If tubing floats, it is acceptable. If it sinks, it is likely PVC.

607-255-4765

environmentalrisk.cornell.edu/agplastics

Happenings Around the State — Regional Updates

Catskill Maple Association

The Catskill maple association held its semi-annual meeting at Brooks' House of BBQ, Oneonta, NY. As usual Brooks put on a great dinner of chicken and spare ribs. Over 55 people attended the meeting. It was good to see members and their families attend the meeting to enjoy sharing maple stories and Catskill gossip. It's always encouraging to see young producers come to the meetings. You can see in their faces they are gleaning in-

formation from the more seasoned maple producers.

Our executive director addressed the crowd on the REAP grant program and process. Helen also spoke to encourage use of the new "Taste the Tradition" logo. Schoharie County maple queen, Nicole VanGlad spoke on how excited she was to go on to the state queen pageant.

Steve Childs, our Cornell maple specialist spoke on his work. Straw poll showed interest in maple confection workshops November 13th

at 9 a.m., Shaver Hill Maple.

Hope to see all the Catskill producers on November 3rd at 6:30 at Brooks' Banquet Hall!

Central Association

Central Maple producers met on May 6th with 25 present. We were pleased to have Helen Thomas with us bringing news from NYSMPA.

We enjoyed a great time at the 3 BEAR INN catching up on all the news from fellow producers.

An exploratory committee for hosting a Summer Maple Tour was formed. The advantages of establishing local associations based in population centers and focused promotional venues were discussed.

Upper Hudson

Upper Hudson is proud to have Katilyn May of Warrensburg, NY as our Maple Ambassador. Katilyn is also the winner of the Upper Hudson Scholarship (\$300). She will be graduating from Warrensburg Central and attending Adirondack Community College this fall.

The Washington County Fair will be August 23- 29, 2010. We are celebrating 50 years this year.

We are looking for volunteers and products at the Sugarhouse for the fair this year. Please call Mike or Laurie Grotolli of Granville at (518) 642-2856 if you are interested.

American Maple Museum Needs Your Historical Documents

By Gary Herzig, Volunteer at the American Maple Museum

The Museum has started construction on handicap accessible bathrooms and an elevator, and they anticipate completion by fall 2010. After renovation is complete, they will be working on expanding exhibits. The Museum Board is looking for ways to make the Museum more interactive. They are working on updating the mission statement and making the museum more inclusive of displays from all maple producing areas in the US.

The Museum is a place where information can be archived. They are very interested in old pictures of sugarhouses or other interesting maple memorabilia. If you have photos of your saphouse or sugaring operation you wish to share, please get them out, supply names of anyone in the photo, location, and the year it was taken, and send to Gary Herzig, c/o American Maple Museum, P.O. Box 81. 9753 State Route 812, Croghan, NY 13327



St. Lawrence

See the calendar on page 5 for all the happenings in St. Lawrence this summer. President High Newton hopes to see you at one or more of these events! You can call him to volunteer at (351) 265 7397

Western New York

We are proud to be supplying this year's NYS maple queen, Caitlyn Pilc. Our annual picnic meeting will be on September 19th at the Allegany County fairgrounds. This is always a fun time. We hope to see you there. Please see the calendar on page 5 for all of the fairs and the steam show calendar – we need volunteers. Call Greg Zimpfer at (585) 591-1190.

Regional Association Officers

Northeastern NY Maple Producers (Adirondack)

Mike Farrell, President
Tony Corwin, Vice President
Dean Lashway, Secretary/Treasurer

Catskill

Tony Van Glad, President
Tom Kaufman, Vice President
Dorothy Muthig, Secretary
Inge Loft, Treasurer

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Reed Baker, President
Dan Napierala, Vice President
Evelyn Baker, Secretary/Treasurer

Lewis

Nadeen Lyndaker, President
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St Lawrence

Hugh Newton, President
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Jean Tupper, Treasurer

Upper Hudson

David Campbell, President
Mike Hill, Vice President
Cheryl Kenyon, Secretary
Don Monica, Treasurer

Western NY

Greg Zimpfer, President
Robert Wright, Vice President
Bill Moore, Secretary
Lyle Merle, Treasurer



Highlights From The 2010 **Maple Tour**

Held June 6 - 8, 2010 in Allegany, Livingston & Steuben Counties



Kim Campbell's new maple saphouse was the first stop.



The Cartwright family has a really big arch!



Thinned maple stand at Chuck Mann's



The un-thinned state forest next door!



Bob & Becky Beil's welcome entrance



Dean H has a method for using stainless beer barrels (for MAPLE, not beer!)



20c Kitchen of Bonnie & Paul Yox



The 2010 Hubbell award is given by the NYS Department of Ag & Markets to a maple producer who has contributed to the growth of the industry. This year's winners were Lyle & Dottie Merle, pictured with Lyle's mother, Florence.



The Young Sugarmaker of the Year award is given by the NYS Maple Association to a young person learning and showing promise in the maple business. This year's winner was 16-year-old Andrew Hark of Dalton, NY.



MAPLE CENTER WORKERS NEEDED

At State Fair

**Many flexible shift
times available**

Call **Becky Brittain** at
(716) 680-0539



A Message From Our President

Fellow Producers,

I hope everybody is having a productive summer. Syrup sales at our farm, to customers from all across the country have been doing well, and I hope everyone else is experiencing the same. We are already planning for our county fair and our presence at several area festivals and other events.

Before we know it, it will be time for the State Fair again! I encourage everyone to participate at the State Fair this year by volunteering for at least one shift in the Maple Center or by being a consigner. This event is the Association's largest fund-raiser of the year. The Maple Center, under the capable leadership of Manager Dave Schiek, is something Association members should be very proud of. The Center does an outstanding job showcasing our industry.

Your involvement in the Maple Center this year is more important than ever since the Association's largest source of income for maple promotion was completely cut out of the State budget for 2010-11 by the legislature. Without this funding, I'm afraid that the Association will be very limited in what we can take on for promotional activities in the year ahead. Despite the funding cut, the Association Board voted in June to keep the Association office open in Syracuse; and to renew Helen Thomas' contract for the next year.

It was great to see so many Association members at the 2010 Maple Tour in June. The committee members and Steve Childs presented a well-organized and informative Tour.

In May, I attended the IMSI meeting in Croghan; and had an opportunity to hear about the plans for implementing the new unified syrup grades. I believe that this grading system will be beneficial for our industry and will help to address consumer confusion. The IMSI has also endorsed the importance of storing syrup in food-grade barrels. I hope that all of our members will keep working towards eliminating the use of galvanized drums in their operations within the next couple of seasons.

Given the difficult financial situation of the Association, we are looking to the non-profit NYS Maple Foundation for greater support for maple research, marketing, and education. Please consider a generous (tax-deductible) donation to the Foundation. The Foundation has been working with Sugar Hill Container to finalize a design for silk-screened Taste the Tradition™ jugs in several sizes for use by all NYS maple producers; and I understand that these will be ready for distribution through dealer networks across the State soon.

David I. Campbell

NYSMPA President

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- Tools & Equipment
- Inland Marine
- Farm Income Loss
- Residences & Household Contents
- Personal Property
- Personal Auto

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- Life Insurance
- IRAs / Annuities
- Products to Fund Retirement & Estate Plans

2010 Tap Hole Sanitation And Sap Yield Research Results With Variations Of Spouts And Drops

Stephen Childs, New York State Maple Specialist

Research at Cornell over the last four years has shown that significant increases in sap yield can be obtained by keeping the tap hole from contamination by bacteria and yeast. This contamination usually comes from an old spout or an old drop line. By replacing the spout and the 20 to 30 inch drop line in a tubing system, experiments have shown over 100% increase or doubling of yield in both 2007, a generally poor sap year, and 2008, an excellent sap year. These experiments were conducted with tubing that had been in place for 5 or more years. This would represent the current status of over 65% of the maple tubing systems in New York. Testing in 2007 and 2008 were only conducted on gravity systems. In 2009 tests were again run on gravity systems where new spouts and drops were compared to old spouts and drops. The new spouts and drops produced 88% more sap in the season than the old spouts and drops. Old spouts and drops averaged 6.4 gallons of sap per tap while the new spouts and drops averaged 12 gallons of sap per tap. In 2009, a check valves were installed into drop lines where both treatments had new spouts, then a check valve followed by either a new drop line or an old drop line.

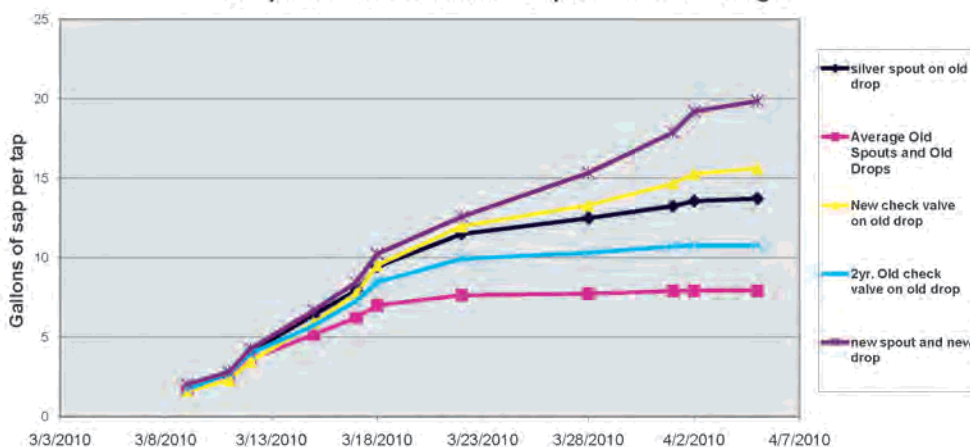
In this case the check valve seemed to keep the tap hole from contamination and both treatments had the same yield of about 10 gallons of sap per tap but two gallons less than the new spout and drop.

Also in 2009 a larger study was done with Breezie Maples Farm in Otsego County. Here about 2700 spouts and drops were replaced in one woods to compare with older spouts and drops in woods nearby on the same farm where vacuum held at about 21 inches and with the vacuum being shut off when sap in the system became frozen. In this case the updated woods out yielded neighbor woods in the same area on the same farm by producing 2.4 times more sap. When

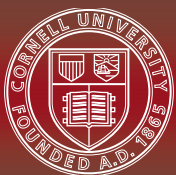
compared with the yield in the same woods the year before, the new spouts and drops produced 2.2 times more sap. In 2009 the updated woods produced 22 gallons of sap per tap while surrounding woods with old spouts and drops produced just 10.5 gallons of sap per tap. Records were also kept on the material and labor cost involved in updating the woods resulting in a total cost of about \$2.12 cost to install each new tap and drop. Though this cost may seem high, the additional sap resulted in the production of an extra quart of syrup per tap or a retail value of about \$10 to \$18 per tap depending on sale price.

Continued on page 12

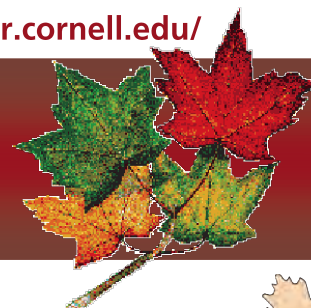
Comparison Of All Vacuum Sap Sanitation Averages



<http://maple.dnr.cornell.edu/>



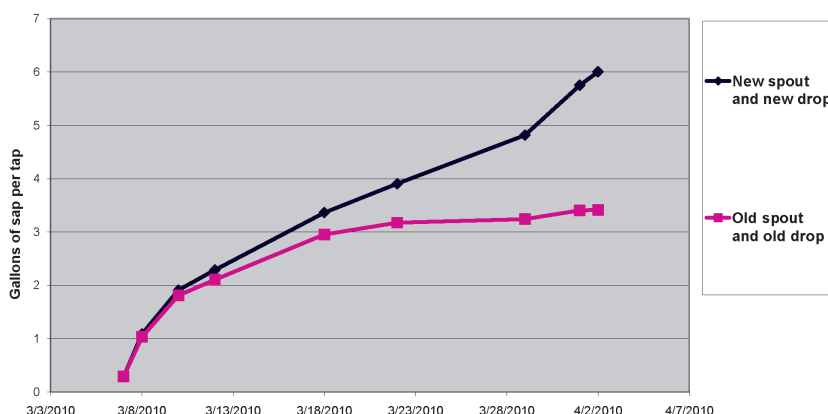
Cornell University
Cooperative Extension
Agricultural Experiment Station



In 2010 replicated studies were done with both vacuum and gravity systems using drop and spout replacement, Leader Evaporator check valve spouts and imbedded silver spouts. With vacuum operating at about 15 inches of vacuum at the lateral line, a new spout and drop out produced old spouts and drops by 151%. Old spouts and drops averaging about 7.9 gallons of sap per tap while new spouts and drops averaged 19.8 gallons of sap per tap. Tests with a new check valve spout on an old drop verses an old spout on an old drop showed the check valve

producing 114% more sap than an old spout and drop. Check valve treatments averaged 15.6 gallons of

Average - New Spout and Drop vs Old Spout and Drop - Gravity

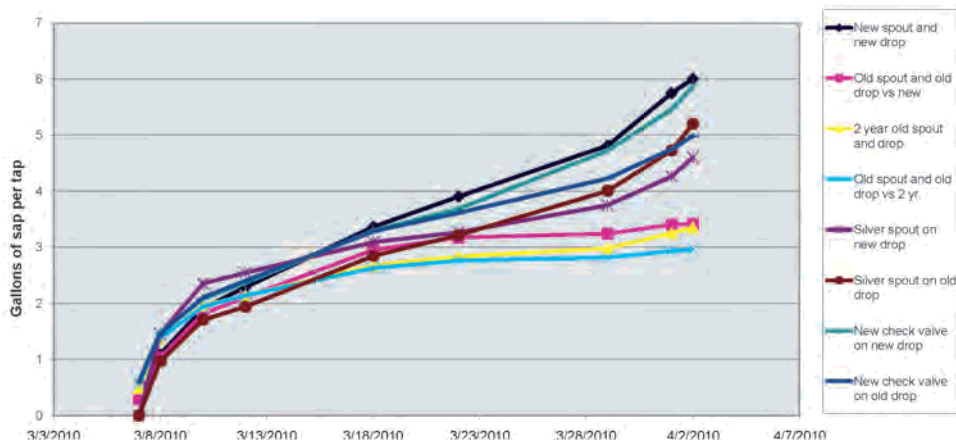


sap per tap while the old tap and drop averaged 7.9 gallons. Where a new silver spout on and old drop was compared to an old spout and drop the difference was 13.7 gallons of sap with the silver spout and 8.1 gallons from the old spout for an increase of 69% in sap yield. The final test was to compare a Leader check valve spout that had been used the previous year and then rinsed in water as a cleaning and compared with an old spout and drop. In this case only a 38% increase in yield was observed.

In 2010 replicated tests were also conducted on gravity systems.

When a new check valve spout on an old drop line was compared to a new check valve on a new drop line the difference was a 18% yield improvement where the new drop was used. This would indicate that on the gravity system the check valve is giving the tap hole a lot of protection but the protection is not perfect. With a new

Tap Sanitation With Gravity



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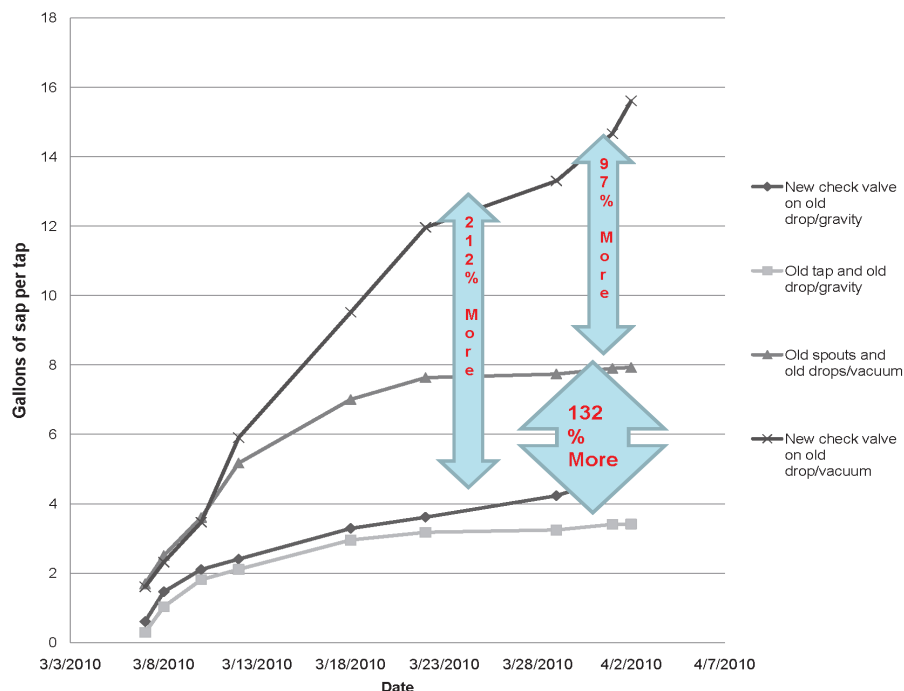
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Vacuum vs. Gravity



yielded 5 gallons of sap with gravity but 15.6 gallons of sap with the same treatment with 15" of vacuum, more than three times the production or 212% increase. A new tap and drop on gravity had a yield of 6 gallons of sap per tap and the same treatment with 15" of vacuum produced an average of 19.8 gallons of sap per tap, a 230% increase or more than three times the production with vacuum. The lesson here is that moving from gravity to vacuum can be very valuable for increasing production per tap. Also practices that keep the tap hole sanitary result in greater yield improvement where vacuum is in use than with a gravity system making such investments of even greater value.

drop line the check valve produced 5.9 gallons of sap per tap while the check valve on an old drop line produced just 5 gallons per tap. Where a new spout and drop were compared to old spout and drop the result was 76% more sap. The new spout and drop yielded 6 gallons of sap per tap vs. the old spout and drop which produced 3.4 gallons of sap per tap. Where a silver spout on a new drop was compared with a silver spout and old drop the difference was just 13% indicating that the silver spout provided significant protections against tap hole contamination from the old drop line. The new drop with silver spout resulted in 4.6 gallons of sap per tap while the old drop with a silver spout yielded 5.2 gallons of sap.

Though the gravity and vacuum tests were done in different woodlots, they are in the same valley, similar elevation, trees tend to be slightly bigger in the gravity woods and the two woods are

within sight of each other. A very interesting comparison comes to light when we compare sap yield from similar treatments in the two nearby woodlots. The old tap and drop on gravity yielded an average 3.4 gallons of sap per tap while the same treatment with an average of 15" of vacuum yielded 7.9 gallons of sap per tap. That would represent a 132% increase in sap due to the use of vacuum. A new check valve on an old drop line

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Billie Pickert, Freelance Maple Instructor

How many gallons of sap does it take to make one gallon of maple syrup? Pose that question to a New York City school child and you're likely to get all sorts of answers. Two? Ten? Twenty? Of course, the answer is around 40, a fact I was able to share over and over again with public school children during my fourth trip to New York City to teach the history and process of maple syrup making.

During this year's trip, I visited five different elementary schools in Manhattan, Brooklyn and the Bronx. Hundreds of students and teachers experienced my comprehensive presentations, which covers the sugaring process from tapping to canning. For the littlest Pre-K children and their wandering attention span, I used finger plays, songs and poetry about the maple tree to keep them focused. Older students were treated to science lessons about evaporation, measuring instruments, density and tools of the trade.

Anyone in the audience doubting the 40:1 ratio of sap to syrup was convinced when I pull out the 30 one-gallon plastic jugs as a visual



aid! We also discuss the history of sugaring, which was discovered by Native Americans. I tell one of the legends complete with props. Children listen intently as I place the tomahawk in the tree. "Sap" drips into the birch bark vessel and later used for cooking the catch of the day. Students can even participate in my presentation. They get to "tap" a tree and experience first hand the two ways to gather sap, buckets and tubing. Students and teachers alike also have a chance to taste sap that I thankfully froze weeks ago and yummy, sticky, sweet syrup. Tying the maple lesson together is a photo-laden Power Point presentation that virtually transports the students to our farm and sugarbush.

At the end of the show, I have time for children to browse the pictures, books, models and displays. Teachers leave armed with a collection of follow-up classroom activities, "I Love Maple Syrup" stickers, and brochures from the New York State Maple Producers Association and the American Maple Museum.

Many thanks to the NYSMPA for its generous support of this program, which brings the wonder of the countryside to children in city classrooms. Thank you also to FE Farm Credit Ag Ed that also provided a grant through the Foundation. And thanks to the American Maple Museum for lending me some of their artifacts. It was a busy and rewarding week in New York City and I look forward to



sharing the story of maple with more children in the future.

Billie Pickert is a retired schoolteacher and part of a family of sugarmakers. She is currently doing freelance maple instruction for public schools, with funding from various grants including the Maple Foundation and Association.



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A Message From the NYS Maple Foundation

We are glad to share the news that the NYS Maple Foundation was approved by the IRS as a 501c-3 Charitable Organization. That means that all contributions to the NYS Maple Foundation are now tax-exempt. We are also working with Sugarhill Plastics to bring the new "Taste the Traditions" jug to dealers around the state of NY in the month of August! Purchasing "Taste the Traditions" jugs will help support the NYS Maple Foundation. Please ask your dealer to have the new jug available to showcase your syrup at the NYS State Fair! We are also enthused to see an increase in requests for "Taste the Tradition" stickers!

We need your help in developing a

way to communicate with maple producers from NYS. Please let us know if you have a neighbor or friend who makes maple syrup and is not a member of the NYS Maple Producers Association. We are attempting to put together a comprehensive list so we can truly represent and benefit all NYS Maple Producers!

I would like to remind all of our NYS producers about the "give your 2 cent program." Implementation of the "give your two cent program" is still on a voluntary basis. If we as producers give annually based on this figure the NYS Maple Foundation will be able to assist in state promotion of our maple products and begin to show the interest we mutually share

in researching sustainable maple production in New York; while also obtaining a valuable write-off for our individual businesses. If you have questions about this program, please call or write for details!

If you need information about the NYS Maple Foundation, or material available, & would like to speak with us, please call me, Dan Weed, at 315-567-9900 or write me at Daniweed@yahoo.com. For all of us with the NYS Maple Foundation, have a great summer selling your product!

Dan Weed

President, NYS Maple Foundation

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2010 New York State **Maple Royalty** Crowned

The New York State Maple Producers Association crowned their new 2010 New York State Maple Royalty on Saturday, May 15th at the seasonal opening of the American Maple Museum in Croghan.

Caitlyn Pilc of Williamson was crowned the New York State Maple Queen from a group of 4 excellent candidates: Tari Lyndaker, Mercedes Legler, and Nicole Van Glad. The sixteen year old Caitlyn has represented Western New York as royalty for three years, most recently as the region's queen. Her mom & dad, John & Deb Pilc, both have family connections in the maple industry so Caitlyn has grown up in maple. The New York State Maple Queen First Alternate is Mercedes Legler who is the current Oneida County Maple Queen.

Natalie Finen of Vernon, Oneida County Maple Princess, was selected as the New York State Maple Princess from a group of five finalists. The fifteen year old princess is



2010 Maple Queen Caitlyn Pilc and Alternate Mercedes Legler

the daughter of Michelle and Jeffrie Finen. Her uncle owns a sugarbush and she spends a lot of time there during the sugaring season. The First Alternate New York State Maple Princess will be MaKayla Fowler who is the current Oswego County Maple Princess and the Second Alternate was Jillian Palmer who is the current Montgomery County



2010 Maple Princess Natalie Finen, with Alternates Makayla Fowler and Jillian Palmer

Maple Princess. Other contestants were Carmen Kenney and Elizabeth McIntyre. Justin Schmalz, the 2010 Oneida County Maple Prince, was on hand to help with the ceremonies.

Congeniality awards, chosen by the contestants themselves, were coincidentally Caitlyn and Natalie.

Judges included the association executive director, Helen Thomas. She says that it was a very tough job as all the candidates were excellent. According to Karen Woodhouse, the NYS Maple Producers Association Queen and Princess Program Coordinator, "the New York State Maple royalty will participate in a number of public events throughout the state this summer and fall." These include appearing in parades, serving maple products samples at the Maple Center at the NYS Fair in August, and greeting members of the community at local fairs. These charming and outgoing young ladies make great ambassadors to reach out to all age groups, helping to get consumers to try pure NY maple.



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Greetings From Your Maple Queen

Hello, my name is Caitlyn Pile and I'm your New York State Maple Queen. I am 16 years old, a junior at Williamson High School in Wayne County and thrilled about the experiences ahead. I have been maple royalty for 4 years and recently represented all of Western New York. I have gained valuable knowledge of maple over the years traveling across the state visiting many maple production operations. My family has been making maple syrup for about 150 years in Western New York. I've started out my reign going to a parade in Mohawk riding a huge maple float. I have also gone to Sprague's Maple Farm where I ate a fabulous breakfast and walked around the sugarbush. Most recently, I attended the Maple Tour in Allegheny County which was a great time, as always, and presented a speech on the new maple grading system. I have many parades and fairs that I will be attending throughout the summer all across the state. I will also be taking the crown overseas to Spain, Italy and, France and look forward to promoting maple.

The following is a recipe modified from an old recipe of my Aunt that used Jello and pudding. I thought spice cake and Maple with Vanilla sounded more to my liking. I hope you like it as much as I do!

Caitlyn Pile

New York State Maple Queen

Maple LooLoo Cake

- Spice Cake mix-and ingredients to prepare
 - Instant Vanilla Pudding mix
 - 2 cups cold milk
 - 1/2 cup Maple Sugar
1. Prepare the spice cake according to instructions. Allow to cool for five minutes.
 2. Poke holes in top of cake with handle of wooden spoon about 2 inches apart in a grid pattern.
 3. In a separate bowl mix the 1/2 cup Maple Sugar in with Dry Vanilla pudding mix.
 4. Add 2 cups of milk. Whisk until partly thickened.
 5. Pour over cake and allow to flow into the holes created. As the pudding thickens swirl the remaining as a frosting on top.

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Maple Center Workers Needed!

at New York State Fair—August 26 - September 6



Jobs for workers include:

- give samples to fair attendees (just requires a smile)
- stock the product on shelves (requires someone organized!)
- sell product at the sales counters (requires making change)
- make product to sell (maple cotton, molded sugar, coffee, donuts, ice cream..)
- setup, cleanup, close-up (Aug 24-25, Sept 7)

Demonstrate making a maple recipe in the Maple Center kitchen – we will supply the recipe & the ingredients, you just have to cook!

To volunteer:

Call Becky Brittain at
(716) 680-0539 or e-mail:
fairvolunteer@nysmaple.com or

Bring a friend! They are welcome to help us too.

Volunteers are able to receive a cash stipend for each day they work to help with travel and meals, get the details from Becky when you sign up. Your fair entry ticket and parking are also provided, sign up by Friday, August 20th to get these mailed to you.

All Types of Consignment Maple Products are Requested

How does this work?

All association members are welcome to consign their products to the maple center. We have a consignment list of suggested products, sizes, and quantities. If you haven't received this list already, call 315-877-5795 or email office@nysmaple.com.

A couple of rules: If the product is defined by NYS DAM as needing to be made in a 20-C kitchen, we need a copy of your 20-C license. ALL producers who consign product should include proof of product liability insurance coverage.

Add to your product line ...

24# box Granulated Maple Sugar
33# box Maple Cotton Candy Mix

Buy maple cream, maple mustard, maple barbeque sauce, or pepper jelly - labeled or unlabeled - made in our 20C licensed kitchen



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2010 USDA REAP Energy Grants

The USDA - NY office accepts applications for and awards grants to NY farmers for energy saving projects. For maple producers, this can include upgraded equipment such as a new arch/evaporator, a steamaway, a reverse osmosis (new/upgrade), improved vacuum systems, or any other project that can demonstrate a reduction in energy consumed per gallon of syrup produced.

The current application round closed June 30, 2010. The next round will close sometime in 2011. Applications will be accepted anytime from now until that closing date in 2011. Once you submit an application and it has been accepted, you can purchase and install the equipment and the grant, if accepted, will be applied to that purchase retroactively.

For more details, contact the NYSMPA office at office@nysmaple.com or call us at 315-877-5795. You can also obtain information from the USDA rural development coordinator: Scott Collins. 315-736-3316 extension 4.

Behind the Scenes



Notes from the NYSMPA office

Fellow Producers,

It has been a busy spring for the association. Seems like we were barely done with the sugaring season when it was time to prepare for the annual NY Maple Tour and association meeting. Our members in Allegany and Steuben County were excellent hosts for the 100+ attendees from NY, Ohio, Vermont, and Canada. The best part of the tour is the sharing of ideas and techniques - there is always more we can learn from our colleagues. I think I liked Dean Harvey's beer(maple) barrels the best!

The US Department of Agriculture provides grant money each year for crops like maple, this requires submitting a great deal of paperwork. The association submitted one grant application to this program, and participated with the Cornell Maple Program in the preparation of another. If funded, these could benefit all maple producers in 2011. (Doing grant paperwork is my least favorite part of this job!!)

Ongoing all spring with a deadline of June 30 was the REAP (Rural Energy for America) program. Over 70 member producers expressed interest in this grant program. The grant will pay 25% of the cost of equipment that can demonstrate a reduction in the amount of energy used per gallon of syrup produced. 29 members submitted applications -the NY USDA office advises that 99% of these will be funded. Please see the note on page 18 - REAP applications for 2011 can be submitted now and anytime up to the 2011 deadline (probably June 30, but as yet to be announced). Call me if you have questions. (Talking to you is my favorite part of this job!)

That brings us to the Fair season - county fairs are already in progress, to culminate with the grandfather of them all - the maple center at NY State Fair. We have already started preparations and planning to make this another record year. If you have never consigned product, please consider doing so this year. I urge you to enter your own product in the agricultural competition. The association has a new display case that will showcase all the entries and the rules have changed to allow your label to be visible. Maybe you will win one of those blue ribbons!

My office is only 5 minutes from the fairgrounds, if you don't see me at the fair, then call and stop by the office to say hello... I'd love to meet you!

Helen Thomas

NYSMPA Executive Director

Attention Members!

Verify your NYSMaple.com Listing!

The "Find A Producer" google map page of nysmaple.com has been updated for all the current members. YOU are responsible to verify that the website has your name, address, phone number, and product description correct. Please go to your listing.

If you need changes made, call the office at **315-877-5795**, or email us (office@nysmaple.com) the updates.



LABEL DESIGN

Arlette Murphy Engel
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Labels and logos set the foundation for establishing a brand identity for your product, using a distinguishing visual icon, color and typeface. It is what sets your Maple Syrup apart from all others. Does your product have a clear identity? I would be happy to work with you to create a unique brand identity for your products and business.

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The **AMERICAN MAPLE MUSEUM** Opening Day

Held On May 15, 2010 in Croghan, NY

THE AMERICAN MAPLE MUSEUM opening day featured many crafters as well as a few equipment dealers that set up their tents for the day long festivities. Many of the vendors didn't anticipate such a good response and began to run out of merchandise before the end of the day. One of the vendors said that it would not happen next year.

BRUCE BASCOM PATIENTLY waits while his wife, Liz, pins on his new Maple Hall of Fame lapel pin, as Arnold Coombs, Bascom Farms sales manager looks on. Bascom a fifth generation sugar makes, from Alstead, New Hampshire, was cited for his taking a 5,000 bucket sugar making business and turning it into a multi-faceted business, with 65,000 taps and producing over 24,000 gallons of syrup in 2009.



Bascom has always had the ability to see opportunity and when he saw a chance to sell equipment to sugar makers he jumped in with both feet. Today, as part owner of Leader Evaporator, equipment sales have become a large and ever growing part of his business. He noticed that with equipment sales came another opportunity, buying syrup in bulk, repackaging

and selling the end product. Bascom immediately went out and found the markets for this syrup. Today, Bascom Farms, employs 52 people, and handles tens of thousands of barrels of syrup, which he purchases from every maple producing state. Today this Alstead company sells syrup, equipment and maple sugar candy throughout North America as well as internationally.



MIKE FARRELL, (left) Northern New York Maple Specialist for Cornell Cooperative Extension along with Marv Marshall, partner at RPM Ecosystems in Dryden, NY and Dale Moser, President of the American Maple Museum board look on as Farrell explains the tree planting dedicated to Lewis J. Staats. The maple tree, a super sweet tree was developed by RPM (Root Production Method) Ecosystems. These trees will grow twice as fast, be able to be tapped twice as fast and produce sap that is twice as sweet. RPM has accomplished this by natural genetically modified seeds. The tree was planted in memory of Staats during the reopening of the American Maple Museum in Croghan, NY. Staats was a Northern New York Maple Specialist for many years and was known throughout New York State. The plaque reads, Dedicated to Lewis J. Staats, 1942-2005. "Lew dedicated much of this career to the development of maple trees with superior sap sugar concentration."



THE MUSEUM DINING ROOM was filled to capacity and overflowing during the induction of new Hall of Fame members. Many of the over 200 people attending had to settle for standing and listening from the hallway. Many had arrived early and enjoyed the pancake breakfast. They viewed the induction ceremonies, crowning of the New York State Maple Queen, the tree planting and then enjoyed lunch of barbecued chicken or jerked pork. The day was filled with many activities.

BRUCE MARTEL ADDRESSES THE crowd after being introduced by Roger Allabee, (left) Vermont's Secretary of Agricultural Food and Markets. Martell was cited for his life long, 37 years, dedication to promoting maple, not only in Vermont, but also throughout North America. Martell, has been involved with the Vermont Agency of Agriculture since 1973, and has worked with the Vermont maple industry since 1979. He has been very instrumental in keeping maple syrup pure, traveling to many states, buying syrup and then making sure that none of the pure maple syrup laws have been broken. He is a native of Vermont, growing up on a farm in rural northwestern Vermont. He attended Vermont Technical College earning a two-year degree in Agriculture and then continuing on to the University of Vermont graduating with a BS degree in Agriculture. He has been presented the Sumner Hill Williams Memorial Cup, Vermont's highest award given in the maple industry. Martell is also one of the founders of the Vermont Maple Open House Weekend, which began in 2001. Martell summed his philosophy saying, "I have always promoted the idea of our industry working together."

