

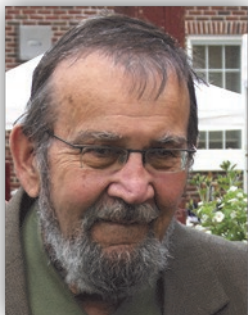
# THE PIPELINE



A New York State Maple Producers Association Publication

## Highlights

- NY DEC Permit Exemption for Maple Reverse Osmosis Systems
- Report from Annual Maple Syrup Council Meetings
- Roger Sage Memorial Established
- Upcoming Maple Schools and Workshops
- Conducting Your Own Research on Spout/Dropline Replacement
- Happenings Around The State



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NYS Fair Maple Booth - Page 2

## NY DEC Permit Exemption for Maple Reverse Osmosis Systems

By: Helen Thomas, Executive Director, NYS Maple Producers Association

Reverse Osmosis (RO) is a technology popular in many industries that has proved to be very useful for maple production as well. Each year more maple producers in New York install this technology, saving evaporation time and significant fuel each season. Part of the challenge of using new technology is to insure that no harm to the environment occurs. The NY State Maple Producers' Association, Leader Evaporator, NY Farm Bureau, the NYS Division of Agriculture and Markets and the NYS Department of Environmental Conservation (DEC) have worked together this year to review the use and cleaning procedures for reverse osmosis systems in the maple industry. It was agreed that, with attention to just one small step that is done during RO cleaning, the systems can be used with no harmful impact on the



environment. This agreement has resulted in an exemption from regulation of maple RO systems by the NYS DEC.

Reverse Osmosis systems generate two types of "waste" water - permeate and wash. In maple production, the permeate consists of the water portion of the sap that has been separated out by the RO system. Over a maple season, permeate is generated in thousands of gallons. While most other applications of RO technology create a permeate that contains harmful stuff, maple production is unique in that the permeate is

essentially distilled water. This permeate can be released back into the environment with no concern.

The wash portion of the RO waste water is a small quantity of water that contains a lye-based soap to clean the RO membrane, as well as the



Continued on page 3

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## Behind the Scenes



### Notes from the NYSMPA office

#### *Fellow Producers,*

New York Maple was well represented at this year's State Fair. Our maple booth had a new look incorporating "New York Maple – Taste The Tradition" thanks to funding provided by the Department of Ag & Markets. The addition of new products - maple popcorn was a big hit – as well as the addition of sales space in what was formerly the demo kitchen increased our sales by 10% even though overall fair attendance was down. It is important also to give credit to the 140 people who came to work for us during the 12 days of the fair: you are what makes the whole enterprise work!

In case you didn't realize: the income to the association from the State Fair Maple Center is double the income from membership dues. Work of the association can continue because of the monies raised by the maple center.

The maple industry continues to benefit from our supporters and advocates in Albany: the senate and assembly agriculture committees, the department of Ag & Markets, and our partner the NY Farm Bureau all work behind the scenes in your interest. See the front page article about the exemption for Reverse Osmosis as an example – this could easily have become a regulatory problem for maple producers.

Maple season will be here before you know it – so planning for Maple Weekend 2012 has started. Please send in your membership renewal and maple weekend registration as soon as possible so that we can get the publicity ready!

I am always ready to talk to each of you about your maple business, and welcome any ideas you have for how the association can help you make your business grow. Feel free to call or write anytime!

*Helen Thomas*

NYSMPA Executive Director



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additional water that rinses the soap out of the membrane. The soap can create a waste water with a high pH, but by adding citric acid to the water before draining it, the pH can be returned essentially to normal so that the room temperature water can then be drained out without further concern.

In general, the amount of citric acid required will vary depending on the starting PH of the wash water, but will take approximately ¾ lbs. of citric acid per 25 gals of wash water. Citric acid (think lemons!) is a very inexpensive material, available from maple equipment dealers.

Maple producers who have Reverse Osmosis technology should check with their equipment dealer for the wash procedure specific to their equipment. Feel free to contact the NY State Maple Producers' Association at 315-877-5795 for assistance or information ([www.nysmaple.com](http://www.nysmaple.com))



On behalf of its more than 500 member producers of all sizes, the NY State Maple Producers' Association is very pleased that no regulation, inspection, or permits will be needed by maple producers in New York who install a reverse osmosis system and follow this simple cleaning method. The decision came from a positive team effort by representatives of all parties who were committed to keeping maple operation simple while caring for the environment – a continuing emphasis of the maple industry. We are especially indebted to Gary Gaudette and the team

from Leader Evaporator, and to Dr. Tim Perkins of the Proctor Center at University of Vermont. They generously donated their time for conference calls and research on this washing procedure to address the DEC concerns.

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# Report from Annual Maple Syrup Council Meetings

By: Eric Randall, Delegate, NAMSC/IMSI (New York)

The 52<sup>nd</sup> annual meetings of the North American Maple Syrup Council and the International Maple Syrup Institute convened in Frankenmuth, Michigan on 24 October, 2011. These meetings were especially well attended with somewhere around 350 registrants for the four day affair. The IMSI meetings started early Sunday morning and the first NAMSC Board Meeting was held at 3 that afternoon. Over the next two days, countless meetings and technical sessions were held. The technical sessions have grown in number enough to have concurrent sessions running so I was confronted with having to choose which to attend.

The IMSI meetings highlights include: 1) continued refinement of the proposed Maple Syrup Grading Standards; 2) Update on the Pinnacle Foods/Log Cabin-"All Natural Table Syrup" issue (still not resolved); 3) use of the IMSI logo on maple products (English, French, and French/English); 4) increase in dues across the board (ours will now be \$4/producer); 5) ongoing marketing push for "nutritional and health benefits of maple syrup" vs. other sweeteners; 6) need for



## New Grading System Moves Forward

universal "Organic Certification of Maple Syrup"; 7) translation of *Maple Digest* and other proceedings to French and costs involved; 8) officers for IMSI remain the same for the next year (Richard Norman, CT, President; Yvon Poitras, N.Brunswick, VP; Steve Selby, VT, Treasurer).

NAMSC met in session for several hours where grading standards were discussed, largely without objection. It appears that these standards are now enroute to State and Provincial Departments of Agriculture for their approval/adoption. Once that is completed the two federal government agencies will need to adopt the standards. Nothing was confirmed with respect to a 2013 implementation date. The Council spent a good deal of time trying to agree on reducing the amount of time spent at these annual meetings. Next year's sessions will be held in Mystic, CT and will span four days, while the 2013 schedule

for New Brunswick is slated for a three day event. Refreshingly, folks from many of the States and Provinces are beginning to discuss consolidation of efforts and reduction of duplication between the two organizations. This type of discussion is long overdue for a number of reasons, not the least of which involves duplication of funding efforts for research and education. Obviously, these types of discussions will elevate over the next couple of years as sides jockey for their share of a very small pie.

Perhaps the highlight of the meeting was the announcement of the first recipient of the Richard G. Haas Memorial Award through the North American Maple Syrup Council. The Cornell Maple Program was announced for this annual award funded as a memorial to the late Dick Haas of SugarHill Container. It is indeed fitting that our Cornell Maple Program be recognized as the first awardee from among so many competing for industry recognition. Congratulations are in order for Peter Smallidge, Brian Chabot, Steve Childs and Mike Farrell.

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## To all my Friends in the NYSMPA,

Since being crowned Maple Queen in May of this year, I have had the great pleasure of attending events, promoting New York State maple products, and making new friends in many New York counties and beyond. My summer travels often take me throughout the northeastern United States and southern Ontario to events which celebrate my Scottish heritage. This year I used my travels to raise public awareness of the great taste and health benefits of pure maple products. Among the events I attended were the Glengarry Highland Games in Maxville, Ontario, which are the largest annual gathering of Scottish culture in North America with an attendance of up to 50,000 people. This year's games were officially opened by His Excellency the Right Honorable David Johnston, Governor General of Canada. My mom took some great photos of me visiting with the clans, posing with children, and extolling the virtues of maple to members of the press!

Canada has unexpectedly come to play another more significant role in my life of late. At the time I became Maple Queen, I was in the process of applying for admission to colleges and auditioning for theatre programs. One of the theatre programs for which I auditioned was at George Brown College in Toronto, which accepts only 34 students from over 700 applicants. Incredibly, I was accepted! Since September I have been attending this highly selective school and busy with the 12-hour days demanded by the challenging curriculum. My elation at being offered admission here, however, has been tinged by the realization that living in Toronto obviously makes it difficult for me to fulfill my duties as Maple Queen. I had hoped to find a way to return home for maple events, this has proven more difficult than I expected.

With sadness, therefore, I reluctantly must relinquish my title of Maple Queen in favor of this year's First Alternate, Stephanie Bush. I hope Stephanie enjoys this role as much as I have. I want to thank everyone for allowing me the honor of representing the New York State Maple Producers Association. Even though I'll no longer officially be Maple Queen, you can be assured I'll continue to highlight all the positive qualities of pure maple products whenever the opportunity arises!

*Mairi Mason*

### QUEEN & PRINCESS Program Director Needed!

If you have an interest in working with 13-18 year olds and would enjoy being part of the maple queen program, the NYS Maple Producers' Association needs YOU!

We are looking for people to coordinate the state maple queen program. Duties include: arrange and direct the pageant held each year in May at the American Maple Museum opening in Croghan, set up maple camp (the annual maple education outing for the newly elected royalty), coordinate all events and requests for appearances, supervise fulfillment of their responsibilities. If interested, please contact Helen at **315-877-5795**.



**Mairi Mason  
(above)  
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Maple  
Queen title  
to First  
Alternate  
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Bush (left).**

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# State **Maple** Events Calendar

- **Nov 11** .....Maple Production for the Beginner, Oswego County Contact: JJ Schell, [jj69@cornell.edu](mailto:jj69@cornell.edu), 315-963-7286
- **Nov 12** .....Maple Tubing and Vacuum Workshop, Oswego County Contact: JJ Schell, [jj69@cornell.edu](mailto:jj69@cornell.edu), 315-963-7286
- **Nov 17** .....Lewis County Directors' Meeting
- **Dec 1** .....Maple Webinar: Everything about Maple Cotton 7:00 PM\*
- **Dec 3** .....Maple Confection Workshop, Countryside Hardware, DeRuyter Contact: Countryside Hardware, 315-852-3326, e-mail: [store@countrysidehardware.com](mailto:store@countrysidehardware.com)
- **Dec 10** .....Maple Confection 1 Workshop, Ontario County Contact: Russel Welsler, 585-394-3977, e-mail: [rw43@cornell.edu](mailto:rw43@cornell.edu)
- **Dec 28** .....WNY Directors' Meeting
- **2012**
- **Jan TBA**.....Maple Workshops, Lewis County
- **Jan 6** .....NYS Maple Producers' Board of Directors' Meeting @ 10am, VVS High School
- **Jan 6-7** .....New York State Maple Conference Verona NY Contact: Keith Schiebel [kschiebel@vvschools.org](mailto:kschiebel@vvschools.org) or go to [www.CornellMaple.com](http://www.CornellMaple.com)
- **Jan 14** .....Western NY Maple School Contact: Deb Welch, 585-786-2251, e-mail [djw275@cornell.edu](mailto:djw275@cornell.edu)
- **Jan 17** .....Maple Production for the Beginner, Ontario County, Contact: Russell Welsler, 585-394-3977, e-mail [rw43@cornell.edu](mailto:rw43@cornell.edu)
- **Jan 20** .....Lewis County Maple Production for the Beginner, Contact: Michele Ledoux, 315-376-5270; [mel14@cornell.edu](mailto:mel14@cornell.edu)
- **Jan 21** .....Lewis County Maple School Contact: Michele Ledoux, 315-376-5270; [mel14@cornell.edu](mailto:mel14@cornell.edu)
- **Jan 27** .....Adirondack Region Association Meeting, 3-4pm, Chazy. Contact: Mike Farrell, 518-523-9337, e-mail: [mlf36@cornell.edu](mailto:mlf36@cornell.edu)
- **Jan 27** .....Clinton County Maple School at Miner Institute, 4-8pm, Chazy. Contact: Mike Farrell, 518-523-9337, e-mail: [mlf36@cornell.edu](mailto:mlf36@cornell.edu)
- **Jan 28** .....Maple Expo, St. Lawrence County Contact: 315-379-9192
- **Feb TBA** .... Lewis County Annual Meeting (1st week in February)
- **Feb 4**.....Warren Washington County Maple School Contact: Laurel R. Gailor, [lrg6@cornell.edu](mailto:lrg6@cornell.edu), 518-623-3291
- **Feb 11**.....Greene County Maple School Contact: Mick Bessire, (518) 622-9820, [rgb8@cornell.edu](mailto:rgb8@cornell.edu)
- **Feb 18**.....Oswego County Maple School Contact: JJ Schell, [jj69@cornell.edu](mailto:jj69@cornell.edu), 315-963-7286
- **Mar 2**..... Lewis County Maple Pageant
- **Mar 17-18** Maple Weekend
- **Mar 24-25** Maple Weekend

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## Conducting Your Own Research on Spout/Dropline Replacement

*By: Michael Farrell, Director of The Uihlein Forest, Cornell University Dept of Natural Resources*

There have been a lot of developments in spout and dropline technology and practices over the past several years. We now know that putting in new spouts and droplines will give significantly greater yields, but we aren't 100% sure yet which combination of new spout and dropline will yield the best results in all situations. Cornell, Proctor, Centre Acer, and others have been experimenting with various combinations and have found mixed results. If you are currently using old droplines and spouts, there is no doubt that putting in new droplines and spouts will boost your yield. However, what exact method and materials you should use is still up for debate.

### Uihlein Forest Experience

At The Uihlein Forest in Lake Placid, we currently are using our sugarbush to conduct trials on the optimum strategy for spout and dropline replacement. In 2010 we used Leader check-valve spout adapters on 4 year old droplines for half of our sugarbush and put in new droplines with 1/4" clear polycarbonate spouts from Lapierre for the other half. We can't draw general conclusions from a one year trial. However, we did have better yields with a new dropline and 1/4" clear polycarbonate Lapierre spout.

We decided to use this strategy for all our taps in 2011 as a means of calibrating our system. We added a new releaser in order to divide the sugarbush into 3 distinct sections, (A, B, and C) each with their own mainline and releaser. We then installed new droplines with 1/4" Lapierre spouts on each tree in all three sections. We chose the Lapierre spouts because of support from the manufacturer and because we found these spouts easy to install, observe function, and maintain. Since every tap had the same dropline and spout combination, any differences in production we measured would have to be based on other factors. Now that we know how each section compares to each other with the same spout and dropline, we will change treatments in 2012 and see what happens.

To prepare for 2012, all sections of the woods were cleaned by pumping hot water through the tubing with an Airbolo tubing washer. After cleaning a section with forced air and water, we turned the vacuum on to the section and either replaced the dropline or put on a stubby. Since we created an air leak at each dropline during this process, we ensured that no water was left in

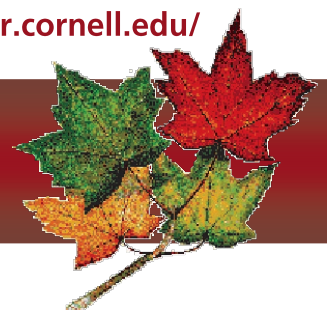
the tubing over course of the year. For 2012, the A section will utilize 5/16" clear polycarbonate Lapierre spouts on new droplines, the B section will use 1/4" clear polycarbonate Lapierre spouts on new droplines, and the C section will have Leader check-valve spout adapters on 1 year old droplines. The first two treatments compare new systems to see if hole size matters. The third trial will determine if a check valve can compensate for the reduced yield expected from one year-old tubing. We will keep track of total sap volume and gallons of sap/tap from each section and report on the findings as soon as the season is over and the data has been analyzed.

While we think this research will help us gain a better understanding of what a producer may want to do, it will certainly not be enough. For one thing, this is only comparing 3 options where there are a multitude of choices available to producers. Another problem is that there is no replication of this study in our sugarbush. Doing so would require putting out a lot more mainline and purchasing additional releasers, pumps, and water meters. However, there are

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hundreds of sugarmakers in a similar situation as we are, so I am writing this article to encourage you to conduct similar research and share your results.

## Research in Your Sugarbush

This type of research is not that hard to do, but it has to be done right in order to produce clear results that are not clouded by other factors. There are many variables that can affect sap flow besides just what type of spout and dropline is used. When comparing performances between two different sugarbushes, you must take into account all of the variables that could affect yield. For instance, do the different woods have the same size trees? Are the trees just as healthy? Have they been tapped for approximately the same number of years, or has one been tapped much more than another? Is the vacuum level, as measured at the taphole throughout the woods, the same? Proctor estimates that for a 1" rise in the level of vacuum, you can expect a 5% increase in the amount of sap collected, so if vacuum levels are not maintained the same, that will produce different results. What about the age of the rest of the tubing? Putting new drops and spouts on a relatively new tubing system is not the same as putting it on an older system. Do the woods both have the same type of releaser? An electric releaser that doesn't require letting air into the system may provide different results than a mechanical releaser. Different types of releasers may interact differently with check-valve spouts or regular spouts. Be sure to keep in mind slope and aspect; if one woods has a northerly aspect to it and another has a westerly,

you will see different yields at different points in the season. Are the same people tapping both sugarbushes? How and where you drill the hole, and how the spout is placed in the tree, can greatly impact sap yield- and not all tappers are created equal! These are just some of the many variables that will determine how much sap you get out of a tubing system- its not all based on just the spout and dropline!

## You Can Help Evaluate the Options

We have submitted a grant application to work with producers to gather data on various spout and dropline combinations. The project would be focused on Northern NY (due to the funding source), but we could include data points from outside of this region. We are looking for producers that have at least two sugarbush units with similar trees, aspect, elevation, etc. If your operations meet these criteria, and you are willing/able to measure the amount of sap collected from each sugarbush, then it is possible we could include your data in our analysis.

In order to be involved in this project, you will have to map your tubing systems and count the exact number of taps in each sugarbush. You will also need to install a volume measuring meter for each separate sugarbush. We will work with you to develop a plan for how to incorporate new droplines and/or spouts into your management plans. You will follow a protocol for measuring the total sap volume and sugar content during regular intervals throughout the sugaring season. You will need to record the vacuum level, as shown on the

vacuum gauge at the sap extractor, every time measurements are taken, and regularly measure the vacuum level, at the taphole, in several places throughout your woods.

Finally, you will also have to keep track of the time and money invested in purchasing materials and installing new spouts and/or droplines. The amount of sap collected based on a change in spout and/or dropline will then be measured against the cost in materials and time needed to install and maintain whatever method is chosen. This will allow us to keep detailed records for the price paid and time spent installing and maintaining spouts and/or droplines in each sugarbush. Based on a labor rate of \$10/hr and current retail price for the materials, the total costs for each strategy will be analyzed. These figures will be compared to the additional revenue based on the current average bulk price of maple syrup to come up with a benefit/cost ratio for each strategy.

Conducting research takes time, and doing it right takes even more time and resources! The Parker Family Maple Farm in West Chazy, NY received a SARE grant last year and was able to conduct this type of research in 2011 (look for their results published in the next edition), but more research needs to be done in 2012 and beyond. If you are a producer who is experimenting with different approaches, and you would like to have your research analyzed and included in our publications, then please contact me at (518) 523-9337 or [mlf36@cornell.edu](mailto:mlf36@cornell.edu). Thank you for your time and consideration.

# Happenings Around the State—Regional Updates

## Upper Hudson

*Submitted by: David Campbell, President*

The Upper Hudson Maple Producers Association experienced near-record sales during the 2011 Washington County Fair despite the Fair being cut short a day due to the arrival of Hurricane Irene in the region on the last scheduled day of the Fair. Over a dozen producers plus their friends and families volunteered in the Association's sugarhouse throughout the six days that the Fair was in operation.

The UHMPA's 2011 Maple Queen, Mandy Scheeren, was on-hand several days sampling maple products for fair-goers; and giving out maple cotton candy to winners in the youth pedal tractor pull which the Association continues to sponsor.

This well-attended annual event is an excellent visibility opportunity for the Association and for the maple industry in general.

Steve Childs, Cornell University Maple Specialist, returned to the

Fairgrounds this year to judge the UHMPA syrup contest. His on-going support of this popular program is truly appreciated. In his judging comments, Steve said, "All entries were of excellent quality." Best of Show for value-added products went to Mapleland Farms; and Best of Show for syrup went to Bennett's Sugarhouse.

Other awareness-raising efforts of the UHMPA this fall include a presence at a number of fairs, festivals, and events throughout the north-east US at which Association members sell maple products, provide information about sugar-making, and sample maple confections such as cream and peanut brittle.

## Adirondack

*Submitted by: Michael Farrell*

On January 27th there will be a meeting of the Adirondack region association from 3-4 pm followed by a maple school from 4-8 pm. It will be at the Miner Institute in Chazy. Cost is \$15/person and dinner is

provided. Call 518-523-9337 or [mlf36@cornell.edu](mailto:mlf36@cornell.edu) for more information.

## Western NY

*Submitted by: Greg Zimpfer, President*

The Western NY Regional Association includes the 9 counties served by the Rochester-based Genesee Valley Regional Market Authority. A change in state policy has directed that the profits of this market be returned to agriculture in the member counties. As a result, the WNY association has received a grant of \$100,000 to support research, education and promotion of maple activities in these counties. Several other agricultural commodities have also benefited.

Plans are being developed with the input of the Cornell Maple Program to design projects that yield long-lasting results for the maple industry. Projects will include more research on woodlot thinning, development of elementary school educational materials, value added product research, and general promotional materials. While the immediate projects will be based in the nine counties, we expect the results of the projects will eventually be shared with the entire state.

## Lewis

*Submitted by: Nadeen Lyndaker, President*

I would like to thank everyone who attended the NY State Maple Tour in Lewis County this fall. I hope it was enjoyable for all, It takes a lot of work to plan an event like that and I had a Great bunch of Guys to work with. Special thanks go out to Steven Childs for all the traveling back and forth monthly and for all the advise given was very much appreciated, and to The Lewis County Cooperative Extension

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Michelle Ledoux, Joe Alm and many other staff members we appreciate all the help to make it a memorable event. A last note a thank you to all the Maple stops for opening up your sugar houses and sharing your experiences new and old. Remember, There is not a wrong way to produce syrup and everyone has they're own Way of doing things and we should All be Proud of Making Pure NYS Maple Syrup!

- Our next directors meeting is Nov 17th
- Maple workshops in Lewis county in January
- Annual Meeting 1st weekend in February
- Lewis County Maple Pageant March 2nd

The American Maple Museum has a new addition to the front, our 2nd phase is in process a Handy-cap ramp to the Main Floor is being installed. What a Great addition to make it accessible for everyone to enter the Museum.

## Catskill

*By Tony Van Glad, Catskill president*

Well here we are at Halloween, just 2 months since Hurricane Irene hit the Catskill Region. I live in the Town Of Gilboa, often in the news as the home of a NYC water reservoir – “The Gilboa Dam”. The unit of measure used to measure flow is cubic feet per second (CFS). In Jan 1996, average flow was measured as 75,000 to 80,000 CFS. During Irene on August 28th flow was estimated at 120,000 CFS. Windham & Hunter had anywhere from 16 to 18 inches of rain in an 8 hour period that day. Their towns were flooded, as well as others downstream. At my house we had 5.5 inches of rain.

All the towns on the Schoharie Creek had severe damage – a “500 year flood”. Governor Cuomo, Senators Schumer & Gillibrand, and numerous state legislators and official have had aerial and ground tours of the extensive devastation.

Fellow maple producer Skip Dippold in Lexington NY reports at least 4 bridges were taken out, and the Shandaken Notch had a 15 foot mudslide that blocked state Rt. 42. Lots of town, county and state roads were impassable for at least 2 weeks. Slowly things are coming back together now. Most roads are useable, though some will be closed until early next summer. I can't begin to describe the extreme damage to people's houses – some just swept away. In Schoharie County, 1100 homes were damaged and a lot have been condemned. At the NY Power Authority pump storage facility in Gilboa the staff witnessed up to 7 camping trailers floating through the flood gates. The campground is 3 miles away! Like any American community, the people have pulled together to help one another - cooking meals for the workers, helping clean up the flood debris: You Name IT, We Find A Way!



## A Message From Our President

### Fellow Producers,

As our Farmers Markets and Harvest Festivals come to a close, I hope everyone had a good Summer and Fall selling your maple products.

The New York State Maple Producers Association had another very successful year at the New York State Fair. The sales of maple products at our booth saw an increase of 10% over last year.

There were over 140 volunteers who contributed to the success of our booth and without everybody's help this increase in sales would not have been possible. I hope next year we have more volunteers and an increase in sales again.

The annual IMSI meeting is coming up in Michigan this year toward the end of October. One of the highlights this year will be the development of a standardized maple grading system which will impact the marketing of all New York State maple syrup. It will be important to hear the developments from this meeting.

It is with great sadness to say we have lost a major pillar in the maple industry. Roger Sage was known to have the most understanding of our maple industry. Roger's experience as delegate to the State Association from western New York for over 40 years. Roger always offered his expertise and passion to our industry. My deepest condolences to Cindy and the rest of the Sage family.

Wishing everyone a successful Holiday Season and the start of a New Year.

*Dwayne Hill*

NYSMPA President

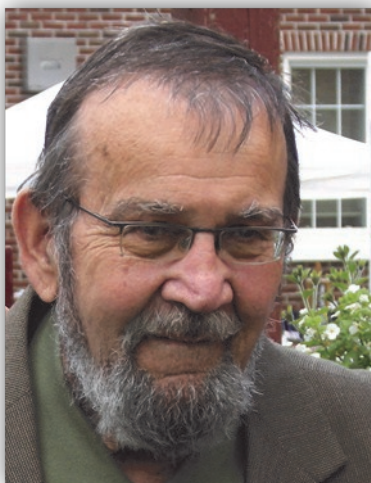


# Roger Sage Memorial Scholarship Fund Established

Submitted by: Eric Randall

Roger C. Sage, 74, of 4449 Sage Road, Warsaw, New York, a lifelong western New York maple sugarmaker, died at home on September 24, 2011. Roger was one of the longest serving State and Provincial delegates to the North American Maple Syrup Council, having served as its international President from 2004-06. He is past President of the New York Maple Producers Association and the Wyoming County Maple Producers. Roger led the successful evolution of the New York State Fair Maple Booth for three and a half decades, first as Assistant Manager under the late Lloyd Sipple and later as Manager. He was responsible for "growing" the enterprise from a temporary booth of a few square feet and sales of a few thousand dollars to larger booths and sales that eclipsed \$125,000, all accomplished with volunteer staffing. His publically viewed sugarmaking prowess was legendary and served as an annual attraction for those who visited the booth. As booth manager and as a director of the NYSMPA he helped pave the way for development of the Association's current "state of the industry" Maple Center housed as a permanent facility on the New York State Fairgrounds Campus in Syracuse.

Mr. Sage spent his entire life on the family farm. He attended the Forestry School at Syracuse University, then assumed the farming and maple operation following the untimely death of his father. During this same period he became Justice of the Town of Middle-



bury, then Supervisor of Middlebury. In addition, he served on the board of directors of the Genesee Valley Regional Market in Rochester. He purchased a local Leader Evaporator dealership from a retiring colleague in the late 60's and served rural western New York for over fifty years as a maple equipment and supplies dealer and commodity buyer. At the time of his death, Mr. Sage was a stockholder, director and prominent advisor to the Leader Evaporator Company in Swanton, Vermont.

Roger Sage was a man of few words, slowly spoken and one who seldom boasted of personal accomplishments. He was however, outwardly and justifiably proud of his 2006 installation into the American Maple Hall of Fame. There are precious few individuals who have contributed more to a cottage industry, a commodity and an agrarian way of life than Mr. Sage. He was born to a maple syrup family; spent three quarters of a century engaged in all aspects of the industry and was found packaging sugar for a regional Fall Festival the morning he died. As we too infrequently utter in our business – "His was an unusually long run!"

The New York State Maple Producers' Association has been deeply touched by the generous offer of Cindy Sage and her children to direct memorial donations in Roger's honor to the establishment of a scholarship fund to be maintained by the association. Memorials to this fund may be sent to the state association office at 301 Myron Road, Syracuse, NY 13219.

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