

THE PIPELINE



A New York State Maple Producers Association Publication

Highlights

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Standard **Worldwide** Maple Grading System Expected by 2014

New York State looks like it will be first to adopt the standard

By: Helen Thomas, Executive Director, New York State Maple Producers Association

You are familiar with New York Maple syrup grading standards: light, medium, and dark amber for all size consumer packages; extra dark for cooking in limited size consumer packs; Grade B and Substandard available only in commercial size packs.

You may be less familiar with those of other states, the USDA, and Canada. Did you know there are differences between these regional standards? Since maple syrup from any region is now likely to be available for sale to all consumers around the world, the grading system can be very confusing to the customer. They look for Fancy on a NY syrup bottle and can't find it. Or they look for Number 2 Amber and can't find it. Not to mention all the customers looking for Grade B who don't know that in NY we legally have to label it "Extra Dark for Cooking". (not Grade B!)

The maple associations of the US and Canada have long agreed that a single, uniform, standardized system of grading maple syrup would benefit all producers of pure maple syrup. Our customers would know what to look for on the package label to buy the pure maple they enjoy, and it would be clearer what

is pure maple and what is not. As the saying goes, the devil has been in the details. After close to a quarter century of discussion, the associations of all maple producing regions have agreed in principle on a UNIFORM NEW grading system. You will find the details of this new standard on page 3 of this newsletter. This is the final version of what you have undoubtedly already seen in earlier membership mailings or at shows like Verona.

The system has three major descriptors: color, flavor, and grade. All consumer syrup will be described as Grade A. The words Grade B have been dropped. Syrup color will be less subjective: it is now based on light transmittance and will be described as Golden, Amber, Dark, or Very Dark. Flavor becomes more important as we introduce the descriptors Delicate, Rich, Robust, and Strong to categorize the maple flavor.

Equally important is that fact that anything not suitable for the consumer kitchen, regardless of color, is to be called Processing Grade and sold only in



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"Worldwide Maple Grading" continued from page 1

commercial packs. This is to be any and all syrup that does not have the correct maple flavor: all "OFF" flavored syrups. These commercial packs will need labels that include the name and address of the packer and a batch indicator code that identifies when and where the syrup originated. The producer becomes much more responsible for identifying unacceptable flavor syrup and labeling it Processing Grade.

The labels will be required to have grade, color & flavor. For example, "Grade A Amber, Rich Taste". In addition, it is allowable for the producer to use other words on their label should they choose. For example, if you want to use the word "natural" that is allowed. Vermont is discussing the possibility of continuing to use the word "fancy" somewhere on the label in addition to "Grade A Golden, Delicate Taste". Your private label format will continue to be your design, as long as you comply with the grade standard wording, and with any food labeling requirements (such as name and address of packer).

Now that the maple associations have all agreed on this uniform standard, the next step is to rewrite the regulations and laws of all the states, provinces, the US & Canada. It is expected that this process will take up to two years – giving all of us plenty of time to become familiar with the new standard, and to plan the shift to

new containers and labels.

New York State Department of Agriculture and Markets supports this change and is currently in the process of rewriting the regulations on the books. (If you are interested in the old regulations of NY, you can look up " **CIRCULAR 947 Pursuant to the MANUFACTURE, DISTRIBUTION AND SALE OF MAPLE SYRUP AND SUGAR**".)

Expect to see the newly written uniform standard for New York State released for public review sometime this June or July. Once the review process is completed, the standard will be in place to be adopted in a time frame compatible with what all the other governments work out. There will be a significant time period when both the old and the new grading descriptions will be able to coexist. This makes sense as it will give all of us – producer and consumer – time to learn the new language, and also will give us time to use up old language containers and labels.

It is very important that all NY Maple Producers learn and accept the new system. If you have ANY QUESTIONS OR CONCERNS, now is the time to ask them. You can contact the office at 315-877-5795 or office@nysmaple.com to get any question about the new system answered. Take time to look over the Proposed Standardized Grades and Classification on page 3. If you have maple syrup producer neighbors who are not members of the association, please share this information with them so they are informed also.

INTERNATIONAL MAPLE SYRUP INSTITUTE (IMSI)

PROPOSED STANDARDIZED GRADES AND CLASSIFICATION OF PURE MAPLE SYRUP

IMSI PROPOSED STANDARD INTERNATIONAL MAPLE GRADES		CHARACTERISTICS OF IMSI STANDARDIZED MAPLE GRADES		CURRENT MAPLE GRADES		
				CANADA		NEW YORK
GRADE A Golden Delicate Taste ≥75.0%		<ul style="list-style-type: none"> ➤ Standard world definition and grading system for pure maple syrup ➤ Sugar content of minimum 66.0% to new maximum of 68.9% ➤ Comply with all federal and state/provincial laws and regulations for food safety and quality ➤ Grades consist of: <ul style="list-style-type: none"> ▪ Four Colour Classes of Grade A Maple Syrup (suitable for retail sale) ▪ Processing Grade Maple Syrup (any colour class of maple syrup not suitable for retail sale) ➤ Product Labeling must include: <ul style="list-style-type: none"> ▪ Grade Name ▪ Colour Class (Grade A only) ▪ Taste Descriptor (Grade A only) ▪ For Food Processing (Processing Grade only) ▪ Province/State or Country of Origin ▪ Name and Address of Producer/Packer or Registration Number ▪ Batch Code 		CANADA No. 1 Extra Light ≥75.0%		GRADE A Light Amber ≥75%
GRADE A Amber Rich Taste 50.0-74.9%				CANADA No. 1 Light 60.5-74.9%		GRADE A Medium Amber 60.5-74.9%
GRADE A Dark Robust Taste 25.0-49.9%				CANADA No. 1 Medium 44.0-60.4%		GRADE A Dark Amber 44.0-60.4%
GRADE A Very Dark Strong Taste <25.0%				CANADA No. 2 Amber 27.0-43.9%		GRADE B for Reprocessing or Extra Dark for Cooking 27.0-43.9%
PROCESSING GRADE - Any colour -Not for retail sale -May include off-flavours				CANADA No. 3 Dark <27.0%		GRADE B for Reprocessing or Extra Dark for Cooking <27.0%
		Main Changes from Current Grading System: <ul style="list-style-type: none"> ➤ Uniform and consistent grading system in all maple producing states and provinces in North America ➤ Four colour classes of maple syrup (grade A) available for retail sale, divided evenly by colour and characterized by intensity of flavour ➤ More emphasis on taste with both colour and taste descriptors on the product label ➤ No Grade B designation for syrup sold retail ➤ Single processing grade restricted from retail sale based on quality (i.e. off-flavours) rather than colour ➤ No restriction on good quality darker syrups for retail sale (to meet consumer and ingredient user preferences) ➤ Mandatory batch code on the label in order to trace any quality related problem back to source 				
		Main Benefits of the Proposed Grading System: <ul style="list-style-type: none"> ➤ World standard definition and uniform grading system for pure maple syrup ➤ Removal of Grade B designation from syrup sold retail (many consumers and ingredient users prefer darker syrups) ➤ Both colour and taste descriptors on the label ➤ More emphasis on keeping off-flavoured syrup out of the retail marketplace ➤ Facilitates communication and understanding regarding the uniqueness of pure maple syrup among consumers and ingredient users ➤ Designed to assist consumers and ingredient users in purchasing pure maple syrup in accordance with their preferences ➤ Facilitate trade in North American and World Markets 				
				CANADA No. 3 -Any colour -May include off-flavours		SUB-STANDARD -Any colour -May include off-flavours

Note: Colour classes are based on % light transmittance through the maple syrup. For example, the lightest colour class in both the current and proposed system has a light transmittance of ≥75%. Some colour class boundaries have changed between the current and proposed grading systems.

MAPLE SYRUP: From 2011 BOOM to 2012 BUST....and Back

By: J. K. Herfurth

I have to admit that we were disappointed in our syrup production this year. I'm pretty certain that we're not alone. Although some maple producers made a decent crop over the course of this past season, there are probably just as many who may be feeling a little let down.

Like many other maple producers across the Northeast, we were hit by a heat wave in the middle of March that brought sap production to a halt. The trees were heated up so much that we went straight from making some nice Medium and Dark Ambers to strange light colored yet odd flavored commercial and buddy syrup. We skipped right over making the syrup formerly known as "Grade B," and we usually make quite a bit of that near the end of the season.

Sure, it took a few days for the sap to stop coming, but eventually it stopped. Now what? We thought to ourselves. Do we give in, pull taps, and clean up? Do we keep going and see if the trees will start running again? If they do, what kind of syrup will we make? We tried asking some of the more seasoned sugar makers we know and researched online maple forums, but no one seemed to have any answers to these questions.

No one I talked to could remember a situation such as this. Here's what happened at our maple farm [which consists of 6 separate sugar bushes on vacuum all of different stand composition, tree age and size, elevation, soil type, etc]:

We decided that we weren't ready for our season to end. We kept our old pumps going. We even set alarm clocks and woke up in shifts to check on our sap stations around the clock. Even when we weren't getting a drop of sap, we kept going. We kept going because we had hope that maybe the season wasn't over yet. We also had hope that maybe, just maybe, if the weather cooperated and the sap started flowing again the grade of syrup would improve as well.

Towards the end of the warm spell, we weren't getting much sap and decided we would clean out both our front and back pans and finish boiling the last run. We were still anticipating more sap and hoping for an improvement in syrup grade if we did have another run. Sure enough, the warm weather left us and the temperature dropped down enough for it to freeze up at night. For a few days here it was so cold that it didn't even warm up enough during the day

time for the sap to run! The weather had taken a complete 180 degree turn. Days passed by without a drop and we thought to ourselves, "Could this be

the end? Will it warm up so rapidly now that we'll just skip right out of sugaring weather into spring?"

Typical of this year's weather pattern, which was anything but typical, we were surprised when the forecast called for a week of perfect sugaring weather. We knew this was our chance to see what would happen. We turned the pumps back on as each bush grew warm enough to flow (we had shut them off when it eventually froze up after the long dry spell). We even tapped and hung buckets on a few hard maples that we hadn't tapped at the beginning of the season this year to see what they would do (our other buckets weren't really running enough to say so). At all of our sugar bushes, sap began to flow again. The sap ran differently at each site; some bushes were more productive than others but at first it was clear, fine looking sap. Most surprising, the buckets we had recently tapped ran like mad! Unfortunately the sap smelled like anything but maple syrup while it was boiling down in the pans. We knew then that our grade would not improve. We were taught not to waste, so we kept collecting and boiling for a while longer until the sugar content plummeted and the sap quality noticeably deteriorated. It wasn't cost effective to keep going anymore.

Where do we go from here? I think a question has been answered for us that we would never have known had we not done some of our own informal research in our woods. For example, we have ascertained that once trees begin the budding process, even after a hard freeze the



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syrup quality will not revert back to table grades. While we concluded this overly generalized answer based upon our own experiences, I believe more questions have been generated for additional research in the future. What is the heat threshold for the chemistry inside the maple trees to change from table grade syrup to buddy or commercial syrup? Is it one day? Two days? Three days of heat? Is there a way to tell when this change occurs other than by boiling the sap?

What should we expect next year? With the unpredictable weather patterns we have experienced these past few years, one can never tell. It's extremely difficult not to be disappointed with our production, especially after having such an exceptional season just last year. I think the best way to cope is to look ahead and not lose sight of why we work so hard to make pure maple syrup.

It's wonderful when we generate a bumper crop and perhaps have some extra money to reinvest or do something we normally wouldn't be able to. But the heart of the matter is this. If money is your only motivator for being a maple producer, you will never be satisfied with any season you experience. I remember the days when I was thrilled to draw off the open fire two or three quarts at a time of the darkest extra dark amber you could imagine. I knew I had enough of the "best" sweetener in the world to keep my family happy for the year and share a little bit with my friends. And that was good enough.

J. K. Herfurth began making syrup in 1999. She and her partner, Allen McDonald own and operate Brandy Brook Maple Farm in the northwestern part of Clinton County, N.Y. They have gone from 50 to 8750 taps in 6 seasons.



A Message From Our President

Fellow Producers,

By the time you read this article the maple season has come and gone. It is very evident that mother nature has a big role in our production of maple syrup. This was the case this year. I have heard reports all over the board as to what each region made in syrup this year. Over all I believe New York State will come in around 60% of a crop or maybe a little less.

On February 6th a group of maple producers went to Albany for our annual New York state Maple Lobby Day. We were also joined by Keith Schiebel and a group of his FFA students. The purpose of the Lobby day was to go around and meet different legislators and ask them for their continued support in funding for our association for the promotion of New York Maple. Jeff Williams from New York Farm Bureau scheduled the appointments for us. We broke down into three different groups which consisted of 4 or 5 maple producers, 2 VVS FFA students and a representative from Farm Bureau. Each group visited 7 different legislators and talked to them about our funding needs.

Another speaking point of our meetings was to ask for the continuation of funding for New York farm Viability. The reason for this is the Cornell Maple program has received funding from this program in the past. The confection workshops that Steve Childs does is partially funded by this program. So this is very important to industry as well. If we continue to increase the production of maple syrup we are going to have to come up with different products to make that use maple syrup.

I personally feel it was a real good day meeting with the legislators in Albany. As a result of our lobbying efforts the legislators gave us 100,000.00 in funding for the promotion of New York maple syrup. The legislators also restored funding to the New York Farm Viability Institute.

Monday March 5 a group of producers along with the Vernon Verona FFA kids went back to Albany for the Farm Bureau Taste of New York reception sponsored by New York Farm Bureau. This will be another opportunity to visit with our Legislatures one more time and keep our association on their radar.

If any of you fellow producers run into any of your local Legislatures please thank them for their continued support of our New York State Maple Association. I hope everybody has a great season and makes a lot of New York Maple Syrup.

Dwayne Hill

NYSMPA President

Regional Associations: A Bit of Background

By: Helen Thomas, Executive Director, New York State Maple Producers Association

The NYS Maple Producers' Association, Inc. has seven member regional associations that divide NYS geographically. If you are a member of the state association, you are automatically a member of one of the seven regions. Unless you specify that you want membership with a different region, your region is determined by the county of your mailing address as shown in the table below. If you prefer to have a different "home region" you just need to notify one of the officers of the state association.

The seven regions have their own executive officers, hold meetings in the regional area, and elect delegates to the state association board. This delegate board sets the policies for the state association. The regions all are independent entities with their own bylaws and treasuries.

The seven regions and the counties within them are:

Northeast New York Maple Producers' Association:

Franklin, Clinton & Essex

St. Lawrence Maple Producers' Association:

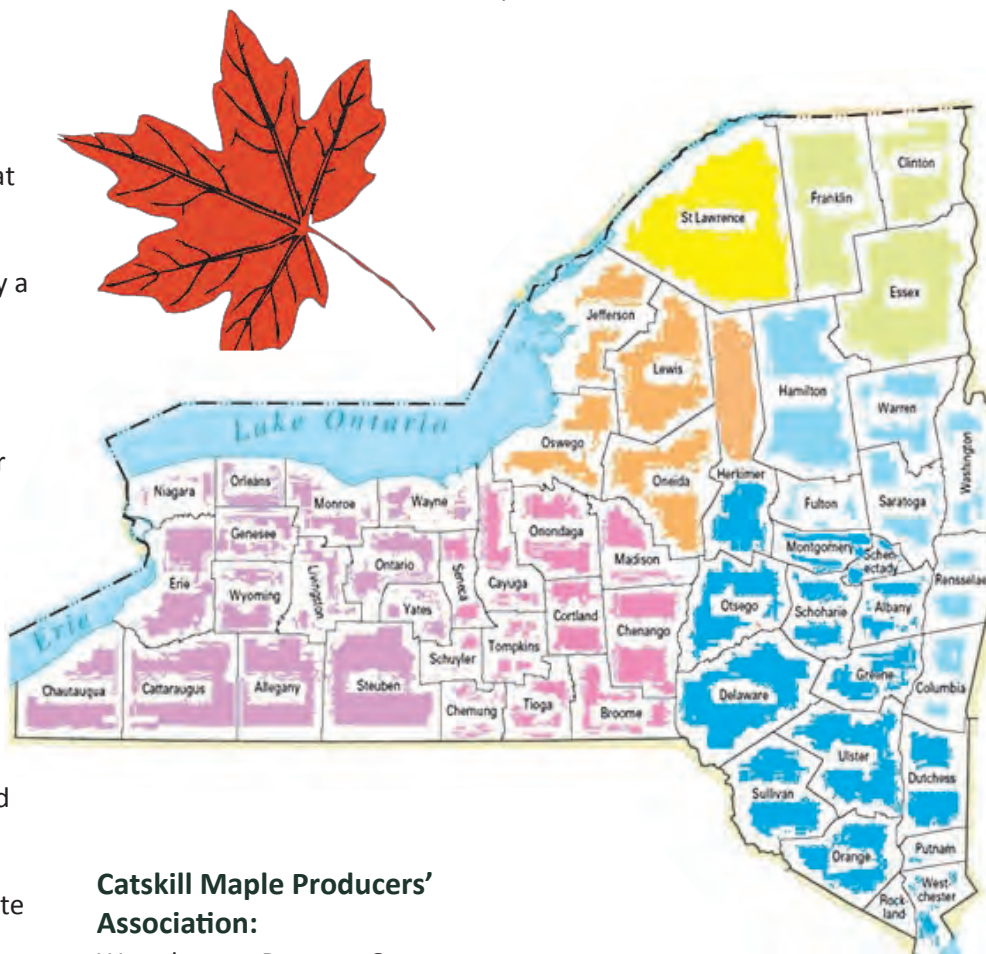
St. Lawrence

Lewis County Maple Producers' Association:

Jefferson, Lewis, Oswego, Oneida, Upper Herkimer

Upper Hudson Maple Producers' Association:

Hamilton, Warren, Fulton, Saratoga, Washington, Rensselaer, Columbia



Catskill Maple Producers' Association:

Westchester, Putnam, Orange, Rockland, Dutchess, Sullivan, Greene, Delaware, Ulster, Schoharie, Albany, Otsego, Schenectady, Montgomery, Lower Herkimer

Central New York Maple Producers' Association:

Broome, Tioga, Chemung, Schuyler, Tompkins, Cortland, Chenango, Seneca, Cayuga, Madison, Onondaga

Western New York Maple Producers' Association:

Niagara, Orleans, Monroe, Wayne, Erie, Genesee, Wyoming,

Livingston, Ontario, Yates, Chautauqua, Cattaraugus, Allegany, Steuben

Unassigned counties are those on Long Island and in the metropolitan area of New York City: so far we know of no maple producers in these areas.



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Upcoming **Maple** Meetings & Events

- **May 10.....Northeast New York Regional Meeting** 6:30pm at the Knights of Columbus, 7292 State Route 374 in Chateaugay
- **May 19.....American Maple Museum Opening**
- **May 24.....Western New York Regional Meeting** at the Wyoming County CCE office
- **June 5 St. Lawrence Regional Meeting** 7:00pm at the Learning Farm in Canton
- **June 7 Maple Webinar**
Topic: Maple Marketing Plan, 7:00 PM (see page 10)
<http://maple.dnr.cornell.edu/webinar.html>
- **June 15 Lewis Directors' Meeting** at the Lowville Coop Extension Office
- **June 16Game of Logging Level 3** Arnot Forest
- **July 5.....Maple Webinar 7:00 PM** (see page 10)
<http://maple.dnr.cornell.edu/webinar.html>
- **July 22-24.2012 New York State Maple Tour** Eastern Finger Lakes Area, Auburn, NY



USDA To **Survey** Maple Producers

Source: USDA News Release, 3/28/2012



The U.S. Department of Agriculture will be conducting a Maple Syrup survey during April and May. Representatives from USDA's National Agricultural Statistics Service (NASS) will be surveying producers in ten of the nation's largest maple producing states, including New York.

This survey will gather information on number of taps, yield, production, price, and value of production in New York. Results from last year's survey established New York's rank as 2nd in the nation for production of maple syrup behind Vermont.

As with all NASS surveys, information provided by

respondents is confidential by law. "NASS safeguards the privacy of all responses, ensuring that no individual operation or producer can be identified," said King Whetstone, Director of the New York Field Office. The National Agricultural Statistics Service is even exempt from the Freedom of Information Act, so producers can be guaranteed that their individual data will not be released to any person or any other agency.

Survey results will be published

in NASS's Crop Production Report to be released on June 12, 2012. This and all NASS reports are available on the agency's web site: www.nass.usda.gov. For more information on NASS surveys and reports, call the NASS New York Field Office at (800) 821-1276.



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Government and Regulatory Maple News

By: Helen Thomas, Executive Director, New York State Maple Producers Association

As you can see from the photos of our state Maple Queens and various legislators, Maple has been very visible at the New York State Legislature in Albany this year.

The New York Legislature has very strong agriculture committees in both houses who have been committed to helping Maple grow in NY in the past, and your association board feels it is very important to meet with those legislators – and as many others as possible – to continue to show that Maple is strong and growing in NY.



The state association sponsored a Maple Lobby Day on February 6, with the very capable assistance of the NY Farm Bureau. We had 17 maple association members attend, and were accompanied by a very professional group of VVS FFA students. We requested that funding for Farm Viability and NY Maple be included in the 2012-13 budget, and focused on the need for an update and clarification to the NY building and fire code to address the gray areas concerning sugarhouses. In addition, it appeared that our Maple Queen was very popular – she was invited into the Senate Chamber and spent a couple of hours meeting and being photographed with many of the members. Something about a pretty girl with a crown made them all want their pictures taken!

This presence was repeated by several association members who attended the Council of Ag Organizations lobby day later in February. On the Farm Bureau Taste of NY reception day, March 5, the association set up a display with posters explaining the current



methods of making maple as well as lots of tasty maple things to sample. The reception was well attended by legislators and their staff, as well as Ag & Markets and even the Lieutenant Governor.

The outcome of the funding requests has been very favorable: both NY Maple and Farm Viability have had funding restored to the same level as last year.

Other meetings have included a forum on the USDA REAP grant program. The 2012 US Farm bill will redefine and re-fund this program, so it was important to get our



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and her staff also are very supportive. While I cannot yet report specific regulation changes, it appears hopeful that there is a consensus that maple sugarhouses are special case agricultural buildings that need relief from building regulations that apply to buildings

comments in to the folks who are writing the new bill. REAP has funded over 80 maple projects in NY in the last 4 years. Dwayne and Helen also met with Senator Gillibrand's staff to discuss this as well.

We have also met with the Commissioner of Agriculture and his staff to discuss the proposed maple grading changes, which you will find described in detail on the front page of this newsletter. Excellent progress is being made on those regulatory updates.

Last, but not least, many meetings and much work has been done by association board members and by the Code Division of the NY Department of State. It is important to note that Commissioner Aubertine, Phil Giltner and his colleagues at the NY Department of Ag & Markets have worked tirelessly to represent maple favorably in this issue. Thanks also to Jeff Williams of the NY Farm Bureau. Senator Ritchie

used 12 months of the year. Until such regulatory changes are approved by the NY "codes council", any sugarmaker who is experiencing difficulty with a zoning officer or local building codes should feel free to bring the issue to the state association: assistance is available from several offices in the state government. We will certainly keep our members informed as we hear from Albany regarding any code updates.

You should be sure to thank your own district assemblyperson and senator for the support that maple has received. Especially in an election year like this one, it is important they know their constituents appreciate their efforts.

The American Maple Museum



The American Maple Museum was founded in 1977 to preserve the history and evolution of the North American maple syrup industry. The American Maple Museum is a non-profit organization chartered (Absolute Charter) by the NY State Board of Regents and is recognized by the North American Maple Council and the International Maple Syrup Institute. The museum is home to the Maple Hall of Fame and houses artifacts from the first syrup processes through to modern times.

Through the use of dedicated volunteers and creative fund raisers, including their famous pancake breakfasts, the museum has been able to manage operating funds. In addition, grants have been available to assist with capital upgrades to the facility, most recently the new handicap ramp. Having tapped these resources, additional funds are now needed for an elevator to allow access to all levels of the museum as well as for the upgrade of exhibits and the creation of interpretive materials.

By becoming a member of the American Maple Museum you will be supporting the continued growth of the museum and the museum's mission to preserve history of the maple industry for the enjoyment of current and future generations.

For more information please contact us at:

American Maple Museum

www.AmericanMapleMuseum.org

americanmaplemuseum@frontier.com

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Cornell Maple Webinars

Beginning Again on May 3rd with an Emphasis on Maple Marketing

Source: Stephen Childs, NYS Maple Specialist

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The Cornell Maple Program will begin the 2012 Maple Training Webinars on May 3rd, 2012. This year the sessions will again be held on the first Thursday evening of the month, May through December, except for the month of August. Sessions are scheduled from 7 to 8 PM. The 2012 sessions will focus on various aspects of marketing maple syrup and value added products. The first session on May 3rd will present a broad overview of how maple products are being marketed and the potential for moving into new ventures. The second session is scheduled for June 7th and will lay out the process of developing a maple marketing plan with materials available for each participant to work through the planning process. A marketing plan is a guide developed by the maple business to focus future marketing efforts to the most desirable means of expanding the sale and profitability of the maple crop. Each successive webinar session will build on this plan so participating maple producers can develop a comprehensive maple marketing plan for their business by the last session of the year. Topics will include many aspects of potential marketing techniques from successful signage to using social media to enhance the maple business. A good marketing plan helps the producer make decisions about

what marketing steps to take and which steps will be avoided through evaluation of the positives and negatives of each possibility. Mark these dates on your calendar now: May 3rd, June 7th, July 5th, September 6th, October 4th, November 1st, and December 6th.

Webinar connection details are available at <http://maple.dnr.cornell.edu/webinar.html>. A high speed internet connection is necessary to participate. Participants can type in questions throughout the presentations. Participation in each webinar is available on a first-come, first-served basis. If you are particularly interested in a webinar topic, please plan to connect at least 20 minutes prior to the start time. Before each webinar, participants will be asked to register into a database so we can monitor the value of the webinars and their geographic extent. No pre-registration is required. Access to the web site that hosts the internet seminars is free of charge. Your standard Internet connection charges would still apply. We are not able to assist users with problems they may have with their computer, connections, or connection speed. Following the live webinar presentation the recorded session will be available on line anytime. Questions can be directed to Stephen Childs at slc18@cornell.edu.

The Pipeline

Next Deadline: **June 29, 2012**

Advertising Rates:

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1 issue:

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Oil Spill Prevention Info

Source: Jeff Williams, Manager of Governmental Relations, Deputy Director, Division of Public Policy New York Farm Bureau, (518) 431-5618 (Office), jwilliams@nyfb.org

In this article are the facts that you should be aware of about oil spill prevention. Included at the end of this article is a link to the EPA's fact sheet on this issue.

This regulation has been in effect since 2002 and is not new, but the EPA only began working to get farms into compliance two years ago and much of the farm community didn't realize they need to comply. The compliance deadline has been extended many times, most recently this past November. NYFB members have been alerted to this requirement in the Grassroots newspaper and through email alerts multiple times during the past two years.

*Farms in operation BEFORE August 16, 2002 should already be in compliance (although everyone recognizes that many are not and the EPA has been working with organizations like ours cooperatively to get the word out to farmers).

*Farms in operation AFTER August 16, 2002 should be in compliance by May 10, 2013. (This extension was announced in November last year)

*Farms that sell \$1,000 or more agricultural products/year with oil storage (diesel fuel, gasoline, vegetable oil, etc.) of more than 1,320 gallons aboveground or 42,000 underground should develop and maintain a spill plan.

*Farms are not required to hire a professional engineer if they are eligible to self-certify their plan. They must have 10,000 gallons or less of aboveground fuel storage, no single container of more than 5,000 gallons and a clean spill history in order to self-certify. A plan template is available on the EPA website to make the self-certification process easier. Farms with more than 10,000 gallons of storage or which have had an oil spill may need to use a certified engineer.

*Farms do not have to submit their plan to the EPA, they just have to keep it on hand and updated (ie: if the storage capacity is expanded).

*Farms do not necessarily have to build expensive secondary containment, it all depends on their specific situation and the risk for a spill running into waterways. Double-walled tanks or earthen dikes may be sufficient.

*The NYS Soil & Water Conservation Committee maintains a list of professional engineers licensed in New York who work with agriculture if an engineer is necessary.

*Farms who do not currently have spill plans should start working to put one together. There is no real reason for an inspector to show up on a farm unless there is a spill, despite rumors that have been circulated in the agriculture community. The EPA indicated to us last year that if a farmer can demonstrate that he is working toward compliance and is doing so in good faith, the EPA is more interested in that than issuing fines. The real problem is if there is a spill that reaches a waterway, fines can't be avoided in that case.



EPA SPCC Fact Sheet for Farmers

<http://www.epa.gov/osweroe1/docs/oil/spcc/spccfarms.pdf>



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Where Do I Find Out **How To...???**

The producer section of the nysmaple.com website is being set up for you to find answers to the things you need to know to help your maple business grow.

Here is a quick introduction to what you can find when you use the for producers section: Please be aware that many of the documents are in PDF format, which means that to open them you need acrobat reader installed on your computer. (this is free software)

To access, you can hover your mouse on the words 'for producers' on the top menu bar of the website. When the dropdown bar appears, click on the item on the list you are interested in.

Newsletters: Previous issues of the PIPELINE are all available at on the website as PDFs.

Membership Applications: You can refer a friend to this section to print a blank membership application –or print a few and give them to friends when they stop by your operation.

Calendar: Schools & workshops from the Cornell Maple Program, association meetings, local fairs and events are all on the calendar. If you have an event you would like added, please notify the office!



Maple Survey: This link to the Proctor Center survey can be found by going to <http://nysmaple.com/producers/survey>. If you haven't already completed it, take time to enter the data from your maple



operation in this anonymous survey.

Helpful Links:

What are the requirements for labeling maple? What requirements are there for packaging maple products? Can I make maple coated peanuts in my kitchen?

The answers to those questions can be found in the NYS Department of Ag & Markets links on this page. Any regulations governing grading, packing, and labeling maple are here.

Want to know what is happening in the maple world? Links to the other maple organizations are here – including NY's own Cornell Maple Program, which has a wealth of information for you.

Want to know how much maple was produced in New York in previous years? Check the NASS NY maple statistics link.

As members call the office with questions, we update these links to be helpful. Feel free to send us suggestions.

Find a Producer:

You can use this section to look up your fellow producers. The detail information for each producer is the information they have supplied about their wholesale products, and also lists whether they sell bulk syrup. You can look for maple equipment dealers among the members. Please note that if you want a printed member contact list, you can find one in the producer print file section.

Producer Print Files:

Click on any of the links in this page to be able to print the item you are interested in.

- Telephone/address contact list of all your NYSMPA colleagues – sorted just by last name, or sorted by county, whichever you prefer.
- Order form for all of the NYSMPA promotional items available to members.
- Recipe sheet - you can print this on regular paper, add your contact information at the bottom of the page to make an inexpensive marketing tool for your maple products.
- Maple Queen/Princess Applications: Encourage your teenagers to apply for the pageant May 19.

Have a question that isn't answered on the website yet? Let us know what you want to see, we'll try to add it to the site.