

THE PIPELINE



A New York State Maple Producers Association Publication

Maple Grading

Page 6

New York Farm Day

Page 8



Washing Maple Tubing Systems

Page 10



Regional Updates

Page 14

State Fair Maple Center Is A Sweet Success

Lyle Merle, Maple Center Chair

Another great year was enjoyed at the Maple Center at the NYS Fair. Sales were up 11% in spite of Fair attendance being off. With the increase in this year's sales, that means we have doubled gross sales in the five years since our last year in the old booth.

We came very close to our first \$20,000 sales day – a goal left for next year!

Thank you to all the volunteers – 170 different people were involved in this success. Thank you to the managers Dave Schiek and Kim Enders and the specialized positions filled by Dean and Ruth Esther Delavan and Greg Zimpfer. Kim did a great job in her first year as Assistant Manager and coordinating volunteers. It is a real challenge learning each of your special skills and talents to make the most productive use of everyone. Helen Thomas, as Executive Director, is a critical part of the operation – thank you Helen. There



Jake LeDoux and Mike Parker serve maple ice cream to 3 happy fair goers.

Dean Delavan making the ever-popular molded maple sugar.



Continued on page 3

New York State Maple Producers Association, Inc.

Board of Directors

Dwayne Hill, President
Harpersfield, 607-652-6792

Michael Parker, Vice President
West Chazy, 518-420-4497

Karl Wiles, Treasurer
Syracuse, 315-559-7630

Dottie Merle, Secretary
Attica, 585-535-7136

Michael Bennett
Glens Falls, 518-222-4990

Michael Blachek
Vestal, 607-239-5636

Mark Burnham
Watertown, 315-788-3193

Mike Hill
Warrensburg, 518-623-9783

Jeff Jenness
DeKalb Junction, 315-347-3415

Hugh Newton
Potsdam, 315-265-7397

Eric Randall
Alexander, 585-547-3596

Larry Rudd
Mannsville, 315-465-4491

Tony VanGlad
Stamford, 607-652-3424

Don Weed
Moravia, 315-497-3480

Greg Zimpfer
Attica, 585 591-1190

Office

Helen Thomas, Executive Director
office@nysmaple.com
301 Myron Rd, Syracuse, NY 13219
315-877-5795
FAX: 315-488-0459

www.NYSMaple.com

Behind the Scenes



Notes from the NYSPMA office

Fellow Producers,

We can all be thankful this year that Hurricane Sandy left maple producers unharmed. The long-term impacts on the economy remain to be seen, but we can be grateful no significant damage happened in upstate New York.

I know you are very busy right now as you try to balance your fall/holiday sales with getting the woods and the equipment ready. Please, remember to take time to send in your association membership renewal. It is also time to look over the schedule for Maple Schools and sign up—see the last page of this newsletter. These are a great way to meet fellow producers, check out the latest available products from fellow producers, and learn some different ways of producing the best syrup you ever made.

The state association is working every day to help strengthen the brand and increase the sales of New York Maple. The newsletter reports about our networking efforts with the USDA, with the US Senate Ag committee, with legislators in Albany, and with the NY Departments of State and Agriculture. We have reached out to the ACF, the national chef's professional league, and hope to be included in their spring national conference. We have been working with The Wild Center Museum in Tupper Lake to advise them on a grant they received to build Maple in Northern NY. Your delegate Eric Randall represented you at the IMSI and NAMSC meetings in October. We participate in the Farm Viability Institute, the NY Council of Ag Organizations, the Farm Bureau, and the NY Ag Society.

We work quietly on issues that can affect your business. We have attended several meetings over the last 9 months held by the NY Department of State that concerned building code regulations. While there is no final outcome to report, I can tell you that our position has been and continues to be that we can agree for the need for reasonable safety for the public but expect that can be accomplished with minimal paperwork and permitting fees. Another issue under discussion is the impact of the FDA Food Safety Registration on maple producers. Again, I cannot report any resolution yet but want you to know that we are in conversation with others in the industry, and with folks in Albany and Washington to determine how that regulation impacts you and your maple business.

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

NYSPMA Executive Director

Where trade names are used, no discrimination is intended and no endorsement is implied by the New York State Maple Producers Association.

were 30 producers who consigned products – this accounts for 37% of the gross revenue. Thirty percent of the retail price is kept for the Association's operation. The consignors are required to donate time in relationship to the total dollars they consign.

200 gallons of syrup was turned into maple sugar pieces, which accounts for 20% of gross sales. We are still selling a ton of maple cotton candy (1,960#). If you are thinking of purchasing a new cotton candy machine, be sure to order the Gold Medal Floss Maxx 3077 Special Maple machine with maple ribbons and a spacer between the ribbons. This machine continues to excel in fluffy, high quality cotton while leaving less waste than any other machine on the market. It produces the cotton candy faster.

We continue to hear comments about how the maple ice cream is the best ice cream on the State Fairgrounds. We sold 312 gallons of ice cream mix (about 25 cones per gallon) and 144 gallons of milk shake mix. Soft serve ice cream has been a great addition to the product line. This is a mix of



Luke Patterson (left) working with our youngest volunteer helper this year, Ben Fleckenstein.

Upstate Niagara's 10% soft serve ice cream mix and three cups of strong maple syrup per gallon. The longer the syrup sits with the ice cream mix, the more maple flavor in the ice cream. Quality still has a place in today's market. Maple popcorn sold well in its second year. We tweaked the recipe after last year's Fair and I think we have that process down. One of the kettle corn makers came to see what the fairgoers were talking about, so we must be doing something right. Managing invert (keeping it low) has lessened the chances of burning and produced an excellent flavor.

Invert levels are important in many maple value added products.

We got some experience with maple soda pop this year. The consumers prefer soda out of dark amber syrup by a wide margin. Medium amber soda appeals to maple producers only – reinforcing the lesson in marketing maple that you need to sell what consumers like, which is not necessarily what maple producers like! Maple iced tea went equally as well as soda pop. We were using an unsweetened Lipton iced tea mix two-to-one with Dark Amber maple syrup. I think that maple sweetened lemonade has potential for another year. There is no commercial unsweetened lemonade mix available, so we will have to develop a recipe from scratch. If anyone has a recipe they would like to share, please send it to Helen. The cold maple drink market, while not yet proven, appears to have plenty of potential – we just need to continue to work on the quality and consistency of the products like we have in other areas.

We wonder in amazement as to where this venture could go in the coming years, but one thing is for sure – without the dedication and hard work of the Executive Director, management team, consignors and volunteers none of this would be possible.



Maple Royalty help sell maple: Brittany Hoppel, Deidra Hill, Courtney Cardinal

Web Tapping Tips

Get Your Maple Business Listed on Google Maps

By Deidra Hill, student web intern

- **Get found on Google free of charge**-97% of consumers search for local businesses online. Be there when they're looking for you with Google Places for business - a free local platform from Google.
- **Help your business stand out**
-Add photos, update your address and hours, or promote your business with Ads. Places for Business lets you make the most of your listing and show customers why they'll want to choose you.
- **Connect with your customers**-Being on Google helps people find, share, rate, and recommend your business to their friend's, and people across the web. Places for Business lets you see what people are saying, and respond to customer reviews.

Follow these simple steps to be listed on Google Maps:

Step 1: Go to www.google.com/places to get started.

Step 2: On the right side of the screen, click the blue button "Get Started Now" to begin.

Step 3: Login in to your Gmail Account. If you don't have one, sign up for one. They are great to have and easy to set up.

Step 4: Enter your 10-digit business phone number in the box provided. Be sure to check United States for the country. When finished, click "Find Business Information"

Step 5: If your business address is not found fill in the following spaces: Country, Company Name, Street Address, City, State, Zip Code, Main Phone Number, and Business Category. Email Address, Website and Description are not required.

Step 6: Fill in the following spaces only if you would like this information seen on Google Maps

- * Home Services
- * Hours of Operation
- * Payment Options
- * Photos (Up to 10)
- * Videos (Up to 5)

Any additional details about your business you would like seen (Parking locations, handicap accessible, etc.)

Step 7: When finished completing out the form, click "Submit" on the bottom of the page

Step 8: Validate your listing. A postcard will be mailed to the address listed confirming the address is valid. Click "Finish" to view the final steps of listing your Google Place. If your information listed is not correct, make the necessary changes and then click "Finish".

Step 9: When the letter is received in the mail, use the unique personal identification number and follow the activation instructions to complete your business listing on Google Places.

Get your business found on Google



Claim your business listing on Google - for free

Google Places for Business lets you respond to reviews, learn insights and more.

Get started now
Google places

Tip! Before you create a business listing, think about which Google Account you are using. In the future, you may want to share this account with other people at your business.

Cornell Maple Webinars

Emphasis on Maple Marketing

Stephen Childs, NYS Maple Specialist



The maple webinars held this year are on the first Thursday evening of the month. Sessions are scheduled from 7 to 8 PM. The 2012 sessions have been focusing on various aspects of marketing maple syrup and value added products. The next webinar will be held on Thursday, 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.



A Message From Our President

Fellow Producers,

As we are fast approaching the Holiday Season I would like to talk about the huge success that our New York State Maple Association had at The Great New York State Fair. This was our fourth season in our new booth. I am pleased to announce that our sales in four years in the new maple center have more than doubled. The last year in our old booth we did about \$80,000.00 in sales and this year our State Association sales were over \$162,000.00. I honestly believe this move was one of the best marketing decisions the Association has made.

Some of the high lights of our sales were that we took 200 gallons of syrup and turned that into maple sugar. The fair also went through 2000 pounds of cotton candy mix, over 300 gallons of ice cream mix and 140 gallons of milk shake mix. The association also went through over 800 pounds of popcorn. We also introduced maple soda and maple sweet tea this year.

We still could not have been successful if it was not for all of the workers we had at the booth. The association had over 170 workers in the 10 days of the fair. So I would personally like to take this opportunity to thank each and every one of you who helped out in any way and made our State Fair Booth a huge success.

On a side note I had a producer who does not consign products or did not work at the fair receive an order for 200 lollipops. The customer purchased a lollipop at the state fair and was interested in using them for a wedding favor. One of our workers told the consumer to go to www.nysmaple.com and find a producer near them to place their order. Here is a great example of the State Fair helping the sales of all of New York State producers.

I hope everybody has a very successful holiday season and sell lots of maple products. In closing I would like to remind everyone of the dates of the New York State Maple winter Conference January 4 and 5 at Vernon Verona Sherrill Central School. Hope to see you all there.

Respectfully,

Dwayne Hill

NYSMPA President

What's Happening with the New Maple Grading System?

Written By: Helen Thomas, NYSMPA Executive Director

The proposed uniform international maple grading system is supported by the NYS Maple Producer's Association. Your fellow producers, the 13 elected board members, see many benefits to this updated grading system. Uniform product grade names regardless of what region the syrup came from will eventually eliminate customer confusion about "for cooking", "grade B", and "fancy". The updated grade terminology is the style of food product description that other gourmet foods – like olive oil and wine – are using to appeal to today's young customer.

The definition of grade in New York is written in the Department of Ag & Markets regulations. At this time, it appears there is also some definition language in the agriculture laws of New York that will need legislative action. We know for sure that a regulation change is needed. Ag & Markets staff are working with other government agencies in Albany to determine whether a legislative action is required or not. This question has slowed progress on completion of the government

process, so the initial target of having a completed NY regulation in 2012 will probably not happen. A legislative change would have to happen in the spring of 2013.

At the time of writing this PIPELINE, the Ag & Markets regulation wording is in first draft form that is being reviewed by their legal staff. We have had conversations with both Commissioner Aubertine and Deputy Commissioner Bays that assure us that they understand the importance of completing this project as soon as possible and are pushing to accomplish that.

It is their suggestion and intent to include a very important addition to the grading change: they wish to make it a requirement that any food sold in NY that says MAPLE on the label has PURE MAPLE as an



ingredient. To this end, they have been working with the government agencies in Vermont that have already implemented that regulation. This could be an enormous benefit to NY Maple!

We'll keep you informed as we hear more from Albany – look for email updates throughout the winter. Remember that even after the regulation is in place there will be a time period that both old and new grading labels will be allowed, so you do not need to make any changes yet!

Central NY's Maple Equipment Supplier
LINK MAPLE FARM

New & Used Equipment
Tubing
Buckets
Containers

(315) 336-3030
www.LinkMapleFarm.com

4045 Macfarland
Taberg, NY 13471

The Pipeline

Next Deadline:
February 1, 2013

Advertising Rates:

Yearly rates (3 issues) are:
Business card (2"x3.75").....\$42

1 issue:
Business card.....\$15

Update on Energy Grants for Maple Producers

Written By: Helen Thomas, NYSMPA Executive Director

Sources of Information: (REAP) Scott Collins, USDA Rural Development and (NRCS) NY NRCS technical committee

REAP Grants

The Rural Energy for America Grants are provided by the USDA. They provide 25% of the cost of any new or upgraded equipment that can demonstrate a real energy savings. Over the last four years, 80 maple producers in New York have taken advantage of this program. This grant program has expired for now as it was part of the 2008 Farm Bill, which unfortunately was not acted on by the House of Representatives before it expired at the end of September. At this time, it is unclear whether this program will be part of the new Farm Bill.

EQIP grants

The USDA NRCS (soil & water) has been making funding available for forest-related programs. In 2012, the state of Vermont used this program to fund maple projects. Since then, we have been in discussion with the NY NRCS staff to see if a similar program could happen in New York. The response from the NY NRCS has been very positive. Details of the possible programs for 2013 are still being developed. Again with this agency, the final Farm Bill version that

passes, whenever it finally passes, will determine the programs funded and the funding levels.

In order for your farm to participate in USDA programs through NRCS, your farm must already be registered in the program. The e-mails the executive director sent to you in early November and the notices at your regional meetings were to let you know that you needed to be registered with USDA by November 16th in order to take advantage of 2013 programs. Even if you are not yet registered, you should follow the steps described below in order to qualify for the next round of programs in 2014.

To take advantage of these programs, you must Establish Eligibility for USDA Programs. If you have not worked with the USDA before you will need to make an appointment with the Farm Service Agency (FSA) at your local USDA Service Center to establish eligibility and get Farm and Tract numbers assigned to your land. Almost every county has a USDA Service Center. Visit <http://offices.sc.egov.usda.gov/locator/app?state=NY> to find the center nearest you. Then you need to

register with your local NRCS: http://www.ny.nrcs.usda.gov/programs/general_information/how_to_apply.html. Tell them you are interested in the CAP and EQIP programs.

Look for updates via e-mail from the executive director as information becomes available. If you don't have e-mail, you can find out at your local meetings, from your board member, or by calling the state office.



Your One-Stop Container Source!
www.kaplancontainer.com

PROVIDING PACKAGING EXPERTISE AND PRODUCTS SINCE THE 1920s

FIBER DRUMS ♦ STEEL DRUMS
PLASTIC DRUMS
STAINLESS STEEL DRUMS
PLASTIC PAILS ♦ PLASTIC BOTTLES
GLASS JARS
IBC CONTAINERS
FLEXIBLE PACKAGING
CAPS AND CLOSURES
BAGS AND LINERS

130 Despatch Drive
East Rochester, NY 14445
(800) 935-7245
Fax: (585) 385-6221
sales@kaplancontainer.com



DIGITAL BAROMETER with BOILING POINT of WATER

NO NEED TO USE A THERMOMETER... ANYWHERE... ANYTIME

GOT YOURS???

tel: 1(518)532-7922
e-mail: sales@marcland-usa.com





Now Available Wholesale
Maple Lollipops ♦ Maple Drops
Maple Popcorn
Maple Peanut Brittle

310 Shaver Road, Harpersfield, NY 13786

Authorized Dealer of Leader Evaporator Equipment
Fully-Stocked Equipment show room



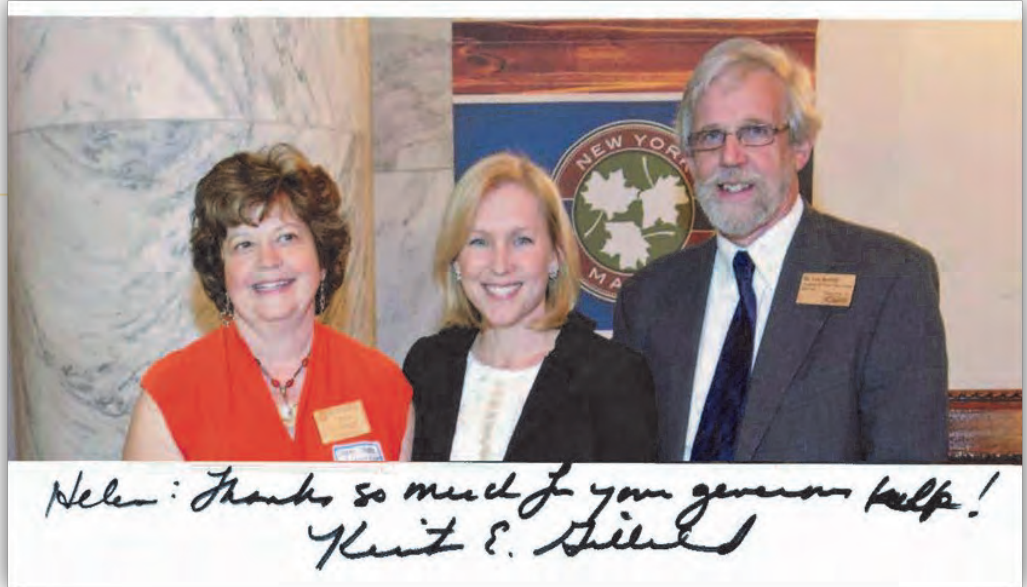
607-652-6792
www.ShaverHillFarm.com

New York Farm Day 2012

Written By: Helen Thomas, NYSMMPA Executive Director

On September 12, NY Senator Kirsten Gillibrand hosted a reception at the Senate Office building that showcased New York agricultural foods for the government staff. Senator Gillibrand is on the senate agricultural committee. The reception is an annual event that she has continued from the days when Senator Clinton first started the event.

This year, New York Maple was represented at a table hosted by association board member Eric Randall and Executive director Helen Thomas. Senators, Members of congress, their staff members, even members of the military administration attended the reception. Over 600 people visited the reception and got a first hand education on the variety of agricultural bounty grown in New York. These are the people who help write the regulations and grant rules that affect maple producers.



Our table had a variety of information and facts about NY Maple. In addition, we took small sample jars of Maple Cream. We had 350 of these jars, clearly labeled "NYS Maple Producer's Association" with our website and contact information. We quickly realized this was a great advantage as the people we gave these to were taking them home and would be reminded after the reception about NY Maple. Surely this was an advantage over the 30 other

products that got tasted right at the reception.

If popularity is any indication of whether we made an impression, then NY Maple will definitely be remembered. As word spread about the delicious maple cream we had folks standing in line to talk to us and get a sample!

Prior to the reception, we attended an agriculture work session with the senator and her staff. Most important, we got to meet the senator's agricultural staff members. We have been in regular communication with these folks since then. They are providing contacts to help us answer the questions about thing like the FDA Food Safety Regulations, and also about the progress of the Farm Bill. Look for updates from the executive director as we get updates from Washington.



HOMESTEAD
MAPLE

ORDER NOW FOR 2013
LAKE SHORE RD • CHAZY, NY 12921
518-846-3192
HOMESTEADMAPLE.COM

AUTHORIZED DEALER



NYS MAPLE JUGS
Taste the Tradition

JUGS ALL SIZES IN STOCK NOW!
XL AVAILABLE BY SPECIAL ORDER

2 in 1 pans and flat pans
by Patrick Phaneuf
arriving soon!
2'x3', 2'x4', 2'x5', 2'x6'
RESERVE YOURS NOW!

AUTHORIZED DEALER



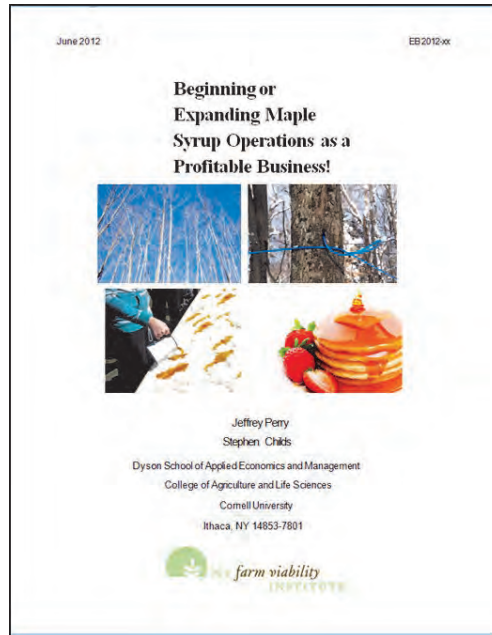
**Hobby
Evaporators
& Pans**
Patrick Phaneuf

New Maple Publication for Beginning or Expanding Maple Operations

Stephen Childs, NYS Maple Specialist, Cornell University

A new publication is available for maple producer titled "Beginning or Expanding Maple Syrup Operations as a Profitable Business! This publication comes from cooperation between the Cornell Maple Program, New York FarmNet and the New York Farm Viability Institute.

The primary use for this guide is to assist maple operations in developing a basic plan for start-up, expansion, and operation through the change. It provides a basic framework to begin considering the income and expenses incurred as the operation develops and where



needed can be used to secure funding from lenders. This publication provides examples, worksheets and guides to assist the maple producers with the planning.

The cost is \$12 plus shipping and can be ordered by contacting the Cornell Maple Program by phone 607-255-1658 or email slc18@cornell.edu.

The publication will also be available at the 2013 Maple Conference in Verona, January 4 and 5, at the New York State Maple Producers Association trade show booth.

New York State Maple Foundation Seeking Board Members

Source: New York State Maple Foundation, Inc. Press Release, www.newyorkmaple.com

The New York State Maple Foundation, Inc. is currently seeking applications for a position on their Board of Directors. This is a non-compensated volunteer position. It is preferred that applicants have a background or familiarity with the maple industry but it is not necessary.

The foundation's mission is to educate members of the public in order to increase awareness and appreciation of the diversity and quality of the state's maple products, of how

maple products were made in New York State historically, of how that process has changed over time, the environmental sensitivity with which sugar bushes are managed and syrup is produced, and foregoing charitable and educational purposes.

Applications and more information

can be found at

www.newyorkmaple.org

or at NYSMF, PO Box 104
Taberg, NY 13471.





Add To Your Product Line

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

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

Merle Maple Farm - Attica, NY **585-535-7136**
LyleandDottie@MerleMaple.com

Washing Maple **Tubing** Systems

Stephen Childs, NYS Maple Specialist, Cornell University

The Cornell Maple Program conducted some research in the 2012 maple season on alternative methods of cleaning maple tubing systems. This is a project we expect to pursue more in-depth in future seasons. This article deals mostly with issues of various cleaners that have been used or questioned by maple producers. For additional up to date information on cleaning tubing systems see the North American Maple Syrup Producers Manual beginning on page 109.

Washing all food contact surfaces is an important part of all food processing facilities including maple tubing systems. The sooner a maple tubing system can be cleaned following the last sap flow the less time bacteria and yeast will have to grow on sap remaining in the lines. Lines are washed to remove any remaining sap and the mass of bacteria and yeast that built up in the late season sap. The standard procedure for most food contact surfaces would be to rinse with hot water to remove residue, wash with a cleaner, rinse out the cleaner, treat with a sanitizer, rinse again with hot water and dry. A cleaner is a product that is good at removing microbes and debris from the tubing but not necessarily good at actually killing the bacteria and yeast. A sanitizer is generally not good at removing microbes and debris from the tubing but is good at killing the bacteria and yeast. Due to the fact that sap is such a weak solution of sugar water, such an extensive pro-



cedure of cleaning has been seen as unnecessary. However, a maple producer needs to be careful which parts of the washing protocol are utilized and the implications of their choices of cleaners and or sanitizers. Residues of cleaners and sanitizers can be associated with off flavors in syrup or even with health concerns with tainted syrup. Maple producers must be familiar with the conditions that may lead to tainted syrup.

Besides flavor issues in syrup associated with cleaner and sanitizer residues, research has not been able to show clear improvements to syrup quality or quantity based on the tubing cleaning method used. Research in Canada conducted between 1998 and 2000 could not clearly link the number of bacteria present in sap with mid-season tubing treatments with air and water, bleach, hydrogen peroxide and acid cleaners. Not one of these treatments was found to be consistently better than the others at reducing bacteria counts. This would raise the question of why maple producers would risk handling, storing and disposing of chemical treatments for tubing if they cannot provide a definable benefit.

The difficulty seeing the benefit of chemical cleaners and sanitizers is likely due to a combination of factors. First is the very large area of contact surface present in a maple tubing system. There is about one square foot of internal surface area for each 12' of 5/16" tubing. One inch mainline has about one square foot for

each 4' of tubing. An acre of sugarbush with 60 taps per acre would average about 148' of dropline, 1480' of lateral line and about 270' of one inch mainline. That would represent a total of 203 square feet of surface area that needs to be cleaned. 6000 taps would have 20,300 square feet of surface area to wash. Second, many sanitizers need a certain contact time at a given concentration to actually kill the bacteria and yeast present. Often the contact time of fresh sanitizer solution flowing through the drop-lines of the system during washing is just a few seconds. Third, many times maple producers do not rinse the lines before the sanitizer is added. When the lines are not rinsed the sanitizer comes into direct contact with a volume of bacteria and yeast bodies, both dead and alive, in the line and the sanitizing effect is rapidly exhausted. If the lines were well rinsed prior to the sanitizer being introduced the sanitizer would be much more effective. Fourth, often there are bacteria and yeast that form a bio-film on the inside surface of the tubing. In a bio-film the bacteria and yeast are glued to the tubing surface in a protective coating that is not easily penetrated

with a sanitizer. The bio-film must be removed or disrupted with a cleaner before the microbes can be accessed by the sanitizer.

The most common method of washing maple tubing is with a combination of pressurized air and water fed into the bottom of the mainlines and the spouts removed from the trees one by one when the air and water are being pushed into the line so the cleaning water is forced out thorough the spouts for several seconds before being placed securely into the spout holder. Some producers then leave the system full of water, others let the system drain and some will follow up by vacuuming the line dry. In my experience, leaving the lines full of water results in very foul smelling water, often with algae to start the following season. This water must be disposed of along with a significant amount of new sap that it takes to purge the lines.

Chemical cleaners and sanitizers are strictly regulated in food processing operations. They are regulated by the Federal Food and Drug Administration's Code of Federal Regulations Title 21, Chapter I, Part 178 – Indirect Food Additives: Adjuncts, Production Aids, and Sanitizers. This document gives the suitable materials along with accepted concentrations. These regulations are available on line through the government printing office. The

Environmental Protection Agency is also involved in providing the businesses that make the cleaners and sanitizers with regulations for what must be listed on the label for the legal use of the chemicals titled Label Requirements for Pesticides Used for Sanitation of Food Contact Surfaces. This is also available on line at http://epa.gov/oppad001/dis_tss_docs/dis-17.htm. This instructs the company to specify many important details of how a material can legally be used. Of particular importance to a maple producer who is planning to treat maple tubing is the term porous surface. Plastic is one of the food contact surfaces that is considered porous. Many labels specify that the chemicals are only for use on non-porous surfaces. This is true of most of the labels for several sanitizers that some maple producers have shown an interest in trying, including quaternary ammonium compounds and per-oxyacetic acid. These labels do not allow their use in cleaning a plastic food contact surface. Using a cleaning chemical in ways either not mentioned on the label or forbidden on the label or at concentrations other than listed in the label is not acceptable. The label is the legal document, even if the use is permitted by the Food and Drug Administration, the label may limit the use. Experimenting with materials without a

label or with uses not listed on the label is also not acceptable.

Only two sanitizers are recommended for sanitizing the tubing system, sodium hypochlorite (the active ingredient in bleach) or food-grade hydrogen peroxide. Where the bleach is used maple producers often complain of more rodent damage to tubing. The bleach should be drained, vacuumed or rinsed from the tubing. Leaving it in the lines can lead to off flavors or saltiness of the next season's maple syrup if not completely purged by sap the following season. The food grade hydrogen peroxide breaks down without leaving any residue and is not reported to attract rodents.

Hydrogen peroxide that is not food grade often has a second sanitizer present called peroxyacetic acid. This product should be avoided in the maple tubing system. Acid cleaners and peroxyacetic acid do not break down, do not boil away and can be toxic. They would only be used where the protocol is a true and complete rinse following the acid and following the sanitizer, followed by drying the food contact surface. The actual product purchased would also need the label allowing them to be used to treat a porous food contact surface. These and other products not recom-

Continued on next page



Justus Asthalter
Maple Syrup, Inc.

Authorized Dealers for



sugarhill
CONTAINERS

Fully Stocked Glass & Plastic Inventory

Sean & Dawn Boyes
865 Aden Rd., Parksville, NY 12768
(845) 292-8569
family@justusmaple.com

CHECK OUT THE NEW LOOK OF OUR WEBSITE
www.justusmaple.com
Serving NY, PA and NJ for 4 Generations



DOMINION & GRIMM INC.

Fillmore Maple Supply
Owner: Bob Beil
(585) 567-2738

See us for all your Dominion & Grimm maple sugaring equipment, containers & supplies.

10883 State Rte. 19A
Fillmore, NY 14735

Fax: (585) 567-2761
E-mail: bob@dominiongrimm.ca

mended can have residues that are actually concentrated by the sap boiling process and as a result a health concern.

To determine the correct concentration of a sanitizer to use in maple tubing read and follow label directions. These products are available in a variety of formulations and concentrations; therefore to list a potential dilution rate here may not match the products you purchase. Always read and follow the label.

An alternative to washing the tubing system by pushing the water, air and associated cleaners or sanitizers into the system from the bottom end of mainlines is to wash the system from the top down. This method is more common in systems of small or medium size. This method is used for both gravity and vacuum systems. In a system with vacuum, it is left on during the cleaning. The operator carries a container or backpack filled with clean hot water or water plus sanitizer and injects the solution into each tap as they are removed from the tree. The solution is then pulled down through the system either by gravity or by the vacuum. This method may do a fair job of cleaning out drops and lateral lines but is not likely to provide the volume necessary to clean out the larger mainlines. Some producers have

overcome this shortfall by also washing mainlines from the top. After cleaning the lateral lines as just described the maple produce brings an adequate supply of water and pump to the top of the mainline with a tractor or four-wheeler and continues washing down the mainline from the top. Some woods do not provide adequate access to the tops of mainlines for this system to be used. One advantage of this cleaning method is that less pressure is required to push the solution through the lines. A disadvantage is that there is likely to be less turbulence to assist in a good cleaning of the mainline.

Another cleaning opportunity is available for cleaning mainlines where vacuum with dry lines and wet lines are part of the tubing system. With some additional plumbing near the releaser, a dry line and wet line can be washed with a minimum of effort. By shutting off the dry line from the vacuum of the releaser and injecting air and water under pressure into that dry line, the wash water will be forced

out through the dry line and pulled back to the releaser through the wet line that is still under vacuum. From the releaser the wash water can be discarded. This would likely only provide a good cleaning out to the first few manifolds connecting the wet and dry lines. If the manifolds were constructed so that a shut off valve was in place between the wet and dry line the washing could be complete as far as the dry line extends into the system if the producers were to close all of those manifold valves along the line, except the one at the furthest point. This method allows the producer to wash mainlines from the sugarhouse or pump station. Producers with this system often will wash mainlines several times throughout the sap season or even following each sap run. The main effort is in closing and then reopening the manifold valves if there are more than just a few in the dry line system.



LeRoy Burnham

16695 Sandy Creek Valley Road
Watertown, NY 13601
(315) 767-2845

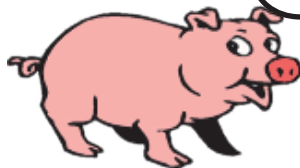
MAPLE SYRUP MAKING SUPPLIES

Featuring: Maple Manuals, Spiels, Maple Pipe Line, Reverse Osmosis, Pans, Filters, Containers, and Barrels

Call Us Today!
917-621-6519

**Transporting Adirondack
Maple Syrup to the
New York City Area**

*"We run the northway
every week"*



**J.D.L.
Transportation**

Wolcott Maple Equipment & Supplies



Offering The Latest In Technology:

Evaporators, Reverse Osmosis, Vacuum Systems, Tubing supplies and fittings, Assorted style containers: Colonial, Sugar Hill, Glass, Marcland Instruments: Auto-draw-off, thermometers, West Fab filter presses and equipment

WANTED: Bulk Maple Syrup
Give us a call for the latest prices!

585 786-3893

Douglas & Charlotte Wolcott

Greetings From Your *Maple Queen*

Hello again! I have had a very successful summer representing the New York State Maple Producers Association as your New York State Maple Queen. I attended several events and I look forward to many events in the future.

I attended Norwich Dairy Days where I rode in the parade and helped Baker's Maple sample maple cotton candy. I rode in the parade with the Mayor of Norwich, Joseph Maiurano and I visited with Senator James Seward before the parade. I then attended Jefferson Heritage Day where I helped Thompson's Sugar Shack sample maple products. Then I attended the Chenango Area Maple Producers Picnic at Ben & Judy's Sugarhouse.

Next, I attended the New York State Maple Tour centered in Auburn, NY. I participated in the two day tour and the banquet. I enjoyed visiting several different sap houses in the Finger-Lakes Region and meeting numerous producers from all over the New England States and Canada. I attended several fairs throughout Eastern New York. I participated at the Otsego Co Fair, Schoharie Co Fair, Dutchess Co Fair and Delaware Co Fair. I also had the opportunity to ride in a Pontiac Solstice in the Delaware Co Fair's 126th annual parade. I also attended the New York State Fair in Syracuse for two days and worked at the New York State Maple Producer's Booth by sampling maple cotton candy, maple popcorn, maple soda, maple cream, maple iced tea, and maple ice cream.

I look forward to attending the Annual Maple Conference at the Vernon-Verona-Sherrill High School in January. I am excited to be participating in Maple Lobby Day as well as Farm Bureau Lobby Day. I am also looking forward to attending several maple weekends throughout New York State. If you would like for me to attend any events in your local area, please contact me at hilldeidra@gmail.com or my queen coordinator, Caitlyn Pilc at catiej93@aim.com.

I thank you again for all of your support and I look forward to the second half of my reign.

Deidra Hill

2012 New York State Maple Queen

(l to r) Senator James Seward, New York State Maple Queen Deidra Hill and New York State Jersey Queen



(l to r) McKenzie Mattison, Commissioner Aubertine and Maple Queen Deidra Hill



Now Available from **Buck Hill Farm**
185 Fuller Road, Jefferson, NY

Unlabeled Pancake Mixes



info@buckhillfarm.com

*Just add water mixes
Ready for your label*

607-652-7980 NO Minimum

Happenings Around the State

Regional Updates

Upper Hudson Region

Submitted by: David Campbell, President

2012 Washington County Fair Maple Sales Record Set

Nearly 30 volunteers helped to staff the UHMPA's sugarhouse at the 2012 Washington County Fair the last week of August. Sales were up 17% over the largest previous years' sales. Members and their extended family and neighbors all pitched in to make cotton candy, shakes, ice cream cones, and slushies, sugar, and frosted donuts; and to staff the consignment sales counter. One afternoon, the County Fair's ad agency shot a promotional video in the sugarhouse featuring a family doing a syrup tasting and sampling cotton candy; and it is expected to run in Fair's 2013 television advertisements.

Support for 2013 Maple Season Tap Hole Sanitation Research Approved

The UHMPA voted to contribute \$1000 to Steve Childs, Cornell University Maple Specialist, to help Steve continue his research in the 2013 maple season on tap hole sanitation and tubing cleaning options. In the last seven years,

Steve has been able to identify significant ways of improving sap yield through related research, but there are still questions that need to be answered.

Local FFAs Score Well at State Career Development Event

Two UHMPA area schools sent FFA students to the NYS FFA Career Development Event; and representatives of Granville and Greenwich scored 1st and 5th place, respectively. The Association provided expense reimbursement funds to both schools' FFA programs to help defray travel costs.

Lewis County Maple Producers Association

Submitted by Nadeen Lyndaker

The summer proved to be a busy and hot one. Most of the regions in New York were hard hit with drought. When fall came, the rain came too. I wonder, looking at our maples, how much stress can they take and what effect will it have on our next sugaring season? How much snow will come this winter? I, for one, am looking for a little extra snow, with a slow thaw for the spring. Hopefully that will help replace some of the water table. Time will tell soon enough.

A little update from the Lewis region: We are stilling working on our new website; there are a few bugs to work out. Our maple royalty have been busy with fairs and parades and helping at a few pancake breakfasts and ice cream socials too.

The American Maple Museum is looking for pictures of past and present queens and princesses, county and state, to put in a picture slide show. These can be of shots of their duties while representing there counties or state or even working in their own sugar houses. The museum is also on Facebook, so please like them and pass it on. Their membership drive is coming along nicely so if you would consider joining... Please do!! They will be open Thanksgiving weekend with lots of special Christmas deals. We will be celebrating Christmas in Croghan on Friday, December 7th from 6:00 to 8:00 pm, serving maple popcorn and wax on snow. National "Maple Syrup Day" is Monday, December 17th with more specials at the museum.

VVS will once again be hosting the NYS Maple Workshops on January 4th and 5th. Lewis County Maple workshops will be Held on January 19th and 20th at the American Maple Museum.



Rebecca Keyes, UHMPA Princess, presenting ball caps imprinted with 'Upper Hudson Maple Producers Association' at the pedal tractor competition during the 2012 Washington County Fair.

This was the 4th year that the UHMPA has sponsored the event; and 72 kids took part. Many of them visited the sugarhouse after the event with their families to pick up their free bag of maple cotton candy.

We are in the planning stages of a Maple Grading School and a cooking school with maple.

Our annual Lewis County Producers Meeting is Saturday, January 26th (*subject to change*).

I would like to congratulate ALL the maple entries in the counties and New York State Fair... "You're all Winners in my Book."

Wishing all our maple families and friend a **'Thank full and Giving Holiday Season and be Safe'**.

Western New York

Submitted by Vanessa Dunning

WNY Consumers have proved to the WNY Maple Producers that they love our products. The Wyoming County Fair in Pike, held in mid-August hit their second highest attendance record at 10,000 in a single day. The maple booth was well stocked with syrup, cream, cotton, candies, barbeque sauces, mustards, and coated nuts resulting in the best sales year ever for the Wyoming County Maple Producers. The Erie County Fair in Hamburg, also held in mid-August, had a slow start but also finished with record sales. Members throughout WNY consigned a wide variety of products. In addition to the traditional syrups, creams, nuts, sauces and candies, the booth also sold maple snow cones, cotton, coffee, donuts, and soft-serve ice cream. Our next association event was the WNY Gas & Steamshow in Alexander held early September. We had the worst weather ever this year; almost losing the tents with standing water and mud in the sales area. Despite the rain and cooler temperatures, we still had the best sales year ever at this event too. There has been discussion over the past few years to build our own sugarhouse on the steamshow

Students from
P.S. 30 Staten
Island line the
streets to
learn about
maple
production
from
members
of the
V.V.S. FFA.



grounds – and after this year, booth volunteers think it's a must! The WNY Association would like to thank all those who volunteered their time in planning and working these events. Also, thank you to all the producers who consigned their high quality products!

The Lake Erie Maple Expo 2012, co-sponsored by the Northwest PA Maple Syrup Producers Association, Ohio Maple Producers Association, Western New York State Maple Producers and the Albion FFA was held November 9th & 10th at Northwestern High School in Albion, PA. Keynote speakers included Glen Goodrich, Tim Wilmot, and Michael Farrell.

Our next WNY Maple Producers' Association meeting will be held

December 28th. The WNY Association is also proud to host the WNY Maple School at Letchworth Central School in Gainesville, NY on January 12th. Contact Deb Welch at 585-786-2251 or djw275@cornell.edu for more information on this event.

If any WNY Maple Producers would like to include what their local counties/regions have been doing or would like to promote any future events in THE PIPELINE, please feel free to contact me with the information at 585-233-8478 or via email at vanessa@outonalimbmaple.com. Good Luck preparing for the 2013 sugaring season!



A Central New York dealer for
CDL Maple Equipment

Ben & Judy's Sugarhouse

Contact Ben for a quote on any of your maple equipment needs: RO's, evaporators and tubing supplies.

Call Anytime!

770 Beaver Creek Rd. • W. Edmeston, NY **(315) 899-5864**

benandjudyssugarhouse@yahoo.com

upcoming Maple Meetings & Events

Nov 23-24

MAKE IT MAPLE

Held at the American Maple Museum in Croghan, NY. (Museum open 10am to 5pm both days for tours and holiday shopping!)

Nov 29

Warren-Washington County Maple School

6:30pm

in Ballston Spa, Contact: Laurel R. Gailor, 518-623-3291; lrg6@comell.edu

Dec 4

St. Lawrence Association Meeting

7:00pm

at Learning Farm Canton

Dec 6

Cornell Maple Webinar, Maple Marketing VII

7:00pm

Maple webinars presented by Steve Childs, NYS Maple Specialist — To view the maple webinars, you need to connect from a high speed internet connection: <http://breeze.cce.cornell.edu/cornellmaplewebinar>

Dec 7

Christmas Celebration

6:00-8:00pm

at the American Maple Museum in Croghan

Dec 17

National "Maple Syrup Day"

(Specials at American Maple Museum)

Dec 28

Western NY Maple Producers' Association Meeting

Jan 1

St. Lawrence Association Meeting

7:00pm

at Learning Farm Canton

Jan 4-5

New York State Maple Conference

Verona NY, Contact: Keith Schiebel; kschiebel@vvschools.org or go to cornellmaple.com

Jan 12

Western NY Maple School

at Letchworth Central School in Gainesville.
Contact: Deb Welch, 585-786-2251;
djw275@cornell.edu

Jan 12

Northeast NY Meeting

4:00pm
at Cornell Cooperative Extension office in Plattsburgh, 6064 Rte. 22 Suite 5. *Check your e-mail for cancellation in case of inclement weather. Snow Date: January 19th*

Jan 15

Oswego County Maple School

Contact: JJ Schell, 315-963-7286;
jj569@cornell.edu

Jan 17

Ontario County Maple Production for the Beginner

Contact: Russell Welser, 585-394-3977;
rw43@comell.edu

Jan 18

Lewis County Maple Production for the Beginner

Contact: Michele Ledoux, 315-376-5270;
mel14@cornell.edu

Jan 19

Lewis County Maple School

Contact: Michele Ledoux,
315-376-5270;
mel14@cornell.edu

Jan 26

Maple Expo-St. Lawrence County

Contact: 315-379-9192

Jan 26

Annual Lewis County Producers' Meeting

(subject to change)

Jan 29

Maple Production for the Growing Maple Operation

Ontario County. Contact: Russell Welser, 585-394-3977; rw43@comell.edu

Feb 2

Franklin County Maple School

Held at: Bruston-Moira Central School. Cost of admission is \$20 in advance and includes a pancake brunch. Seminars, vendors, demos, consignment auction. Early registrations will be taken at the NENYSMPA meetings starting in November or you may contact John St. Mary at 529-7342 ext. 1204 or stmary@mail.fehb.org

Feb 5

Albany Lobby Date

Tentative Date

Mar 8

Lewis County Maple Pageant

at the American Maple Museum in Croghan, NY.

Jul 14-16

2013 NYS Maple Tour

Hosted in Ulster County



Members,
Are you looking for bulk syrup?

The **FOR PRODUCERS** section of www.nysmaple.com website has a page called "Want to Buy Bulk Syrup?". Click on the link on that page and you will get a listing of producers who have indicated they have bulk syrup still available.

If you want to be added to the list, please contact the state office by e-mail at office@nysmaple.com or call **315-877-5795.**