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Behind The Scenes . . . Notes from the NYSMPA Office



HELEN THOMAS

Dear Members,

I was delighted to see the USDA official survey results for maple production - the increased production and taps reported are due, in part, to more of you responding to the survey and sending in your figures. I appreciate your efforts to make the New

York figures more accurate.

This spring some of your fellow association members, including myself, made some Albany trips to tell legislators about New York maple, and to ask for their help in obtaining funding, so that we may continue our promotional efforts and research projects through the Cornell Maple Specialist position. Please be sure to thank your legislators when you see them out & about this summer - they responded in a big way and continued funding the association's promotion efforts. They also totally funded the Cornell maple position (currently held by Steve Childs).

We have teamed up with other members of IMSI (International Maple Syrup Institute) to sponsor a maple promotion at the OMNI hotel chain. These luxury hotels throughout North America will feature maple foods and drinks at their facilities throughout the summer.

I know several of you have been working with the energy assessor, Dick Peterson, to apply for REAP or NRCS grants to upgrade your sugaring equipment. There are also grants from NYSEDA for complete farm energy audits and incentives for using solar. Remember, if you have any questions about grants at anytime, please give me a call at (315) 877-5795.

Planning for the maple center at the New York State Fair is in high gear already. There are huge changes at the fairgrounds this year: the racetrack and grandstand are gone and a new entrance gate is in place, along with more pedestrian entrances along Bridge Street. The Horticulture Building where our maple center is located is also being re-arranged inside to give agriculture more space and prominence. At the maple center, we will be using new maple sugar-making techniques that include vacuum cooling. This process, developed with the assistance of Steve Childs, produces a superior sugar. You are invited to come and learn!

HELP US KEEP YOU INFORMED!

We send frequent emails to the entire membership to let you know of things happening in the maple world. The latest emails were about state fair consignments and competition entries.

IF YOU DID NOT GET THEM, do the following: Send an email to office@nysmaple.com. This will tell us your current email address. It's possible that our records may need to be updated!

Check your spam for office@nysmaple.com and info@nysmaple.com. We use these two email addresses to send you the latest news. If your spam filter has them blocked, you will not receive our communications.

IF YOU HAVE AN IPHONE or IPAD: We frequently send documents that as Adobe PDF files, which require the Acrobat Reader program. Download and install the free reader here: <http://www.adobe.com/products/reader-mobile.html>.



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A Message from our President



TONY GLAD

I would like to thank the Directors of NYSMPA for the unanimous vote in electing me to serve as your president. Our friend and fellow member, Harry Komrowski needed to step down as our president. Being the man of character he is, it's family first! All the associations' thoughts and prayers go out to Harry and his wife Karen. I will be finishing Harry's term until the election next June. For those who don't know me, here is a little bio.

My wife Mary and I have 2 sons: Mark who is 30, and Adam who is 28. They have been actively involved in our maple business from the cradle to beer bottle. We live in the township of Gilboa in the Catskill Mountains. Depending on weather and workload, we average 4,000-6,000 taps per year. We sell our maple syrup and products at farmer's markets and via our commercial accounts. In addition to maple, we grow and sell vegetables from our farm. We also grow sweet sorghum to make a syrup that tastes like a mild molasses. That is a whole other story! Enough about me!

I have been a director for eight years. The association has grown by leaps and bounds, in production as well as promotion. We can thank our state legislators for their generous support in the state budget.

Dick Day & His Famous Farm!

The Georgia State Farm Bureau airs weekly programs on agriculture that they produce. These programs air on both cable television (RFD-TV) and on the web at <http://www.gfb.org/monitor/watch.html>.

Our New York Farm Bureau partnered with the Georgia team to create a show about New York agriculture. One of the featured agricultural products on this show will be our very own New York Maple Syrup!

The host farm for the filming was Day Brothers Dairy & Maple Farm, owned by Dick Day and his family. Featured on the show will be Dick Day himself, his saphouse, and his sugarwoods. The folks filming also asked our executive director to provide some statistics and facts about maple for the show.

The program first appeared on the Georgia Farm Monitor on June 18th, and again on the RFD-TV channel the week after. It can now be viewed on the archived show list all throughout the summer.

This year marks the largest allotment to the association ever, which allows us to promote NYS Maple to all ends of our great country, and even the world. With the legislative funding to support Steve Childs and the Cornell Maple program, Steve is able to work his magic on production efficiency and new product development.

2016 shows to be one of the best crops in years. New York is still number 2 in the U.S. for maple productions. Our state still has two major advantages in becoming number 1 in the U.S.: we have more forestland, and we have one of the world's largest cities. With your support as a member to keep NY heading for the number one state in the U.S., membership is important. If you know a producer who isn't a member, please tell them about the association and share all of the pluses of membership. For example: the winter maple conference, the summer maple tour, Maple Weekend, promotional materials, help with grants, etc. You can always call our executive director, Helen Thomas, at 315-877-5795 for information.

I wish you a happy, healthy summer with great sales!

Tony VanGlad, President





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What's New with the NYSMPA?

By Alex Zangari, Zoey Advertising

It's an exciting time to be a part of the New York State Maple Producers Association! Here are some updates on what has been happening lately and what is on the horizon.

New President: The New York State Maple Producers Association welcomes Tony VanGlad as the new association president. Due to unforeseen circumstances, Tony, former association Vice President, takes on the role of president in place of Harry Komrowski. The Association also extends best wishes and warm thoughts to the Komrowski family.



New labels! That's right – as a member, you will soon receive your initial complementary roll of sticker labels (if you've not yet received them). These peel & stick labels feature the new color logo that was developed for the association. These labels should go on all of your maple products to signify that it is PURE New York Maple, and that it is backed by the association! This is the first step in re-branding the new, cohesive look of New York Maple. We ask that our producers stand behind the pride of providing a 100% pure, New York product by supporting and encouraging use of the new stickers, and the new logo overall as it is rolled out on several different materials this year. During the design process, we kept in mind that these stickers must work in tandem with private labels. You will see that the stickers work in a very complementary fashion, providing more of a NYS Pure "seal," rather than taking over the entire look and feel of the private label product. We are excited to see the labels on your products! Send your pictures to info@nysmaple.com.



NYS Fair 2016: As many of you may know, our "education booth" has been moved from last year's position (across from our Maple Center) to down by the baked old potato booth (the new baked potato booth has moved to the enclosed café area in the horticulture building). We are in the process of creating our new set-up and repurposing past display pieces in order to stay

within our budget. The main objective of the new booth this year is to create a maple experience for fair-goers. A big "thank you to Dave Schiek, our go-to "handy man," who's helped a great deal in the infrastructure planning and building process.



You've Asked, and We've Listened: Many producers are asking for more retail bags, recipe cards, maple tea, and grading cards. All of these items are in the final stages of the design process and will be available soon for members!

Making & Labeling "Bourbon Barrel Aged Syrup": We asked the Department of Ag & Markets for their official interpretation of regulations regarding the making and packaging of this product. Here's what they said: because this is not pure maple syrup, it must be made and packaged in a 20-C kitchen facility. It cannot be made in an exempt home kitchen, as the tools for making it are not what are found in a home kitchen. As for labeling, it must not be labeled "Grade A Maple Syrup," as it is not pure maple syrup.



Notice of Upcoming NYSMPA Board Meetings

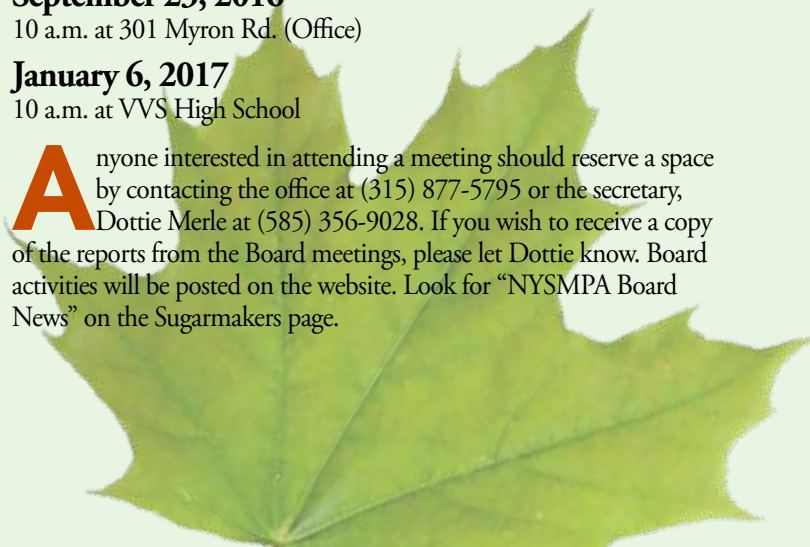
September 23, 2016

10 a.m. at 301 Myron Rd. (Office)

January 6, 2017

10 a.m. at VVS High School

Anyone interested in attending a meeting should reserve a space by contacting the office at (315) 877-5795 or the secretary, Dottie Merle at (585) 356-9028. If you wish to receive a copy of the reports from the Board meetings, please let Dottie know. Board activities will be posted on the website, please let Dottie know. Board activities will be posted on the website, please let Dottie know. Board activities will be posted on the website, please let Dottie know.



NYS Fair 2016: Consignors & Volunteers Wanted!

It's that time of year again! The association is looking for both volunteer workers and consignors for the 2016 New York State Fair. The dates of this year's fair are from Thursday, August 25 to Labor Day, Monday, September 5.

Volunteer work will include:

- Giving out samples to fair-goers (hint: smiling is a must!)
- Stocking and re-stocking the product on the shelves
- Selling product and cashing out customers, which requires making change
- Making product to sell as needed, including items like maple cotton, sugar shapes, coffee, donuts, ice cream, etc.
- Assisting with set up, clean up, and closing

To volunteer, please call Amanda Walling Tittle at (774) 289-1385 or email fairvolunteer@nysmaple.com.

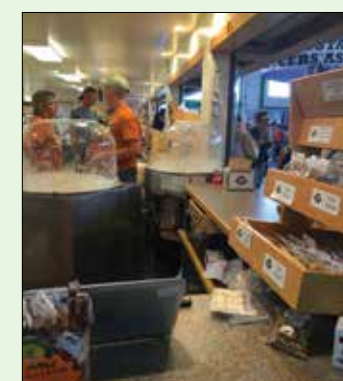
Scheduled volunteers receive parking and fair entry tickets, and can direct a small "thank you" stipend to their association dues, The Cornell Maple Endowment Fund, or use to defray travel expenses. Amanda will provide details.

Are you a producer that's looking to sell your product? The NYS Fair is the place to be! We are welcoming producers of all types of consignment maple products to join us at the Maple Center.

We have a consignment list of suggested products, sizes, and quantities. If you've not yet received the list already, please call (315) 877-5795, or email office@nysmaple.com. There are just a couple of guidelines we ask that you keep in mind if you plan on consigning at the fair:

- If the NYS DAM defines the product you're selling as needing to be made in a 20-C kitchen, we will need a copy of your 20-C license.
- ALL producers who consign product must include proof of product liability insurance coverage.

Whether you're selling your farm's maple cream or just passing out samples of it, we hope that you'll join us at the fair as a consignor or a volunteer!



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Buying local at the Farmers Markets!

For this edition of the Pipeline, we asked our producers to submit photos of their booths at markets and local events. We were thrilled to see so many of our members out there selling products, engaging consumers, and having fun!

Farmers Markets and other local events are both excellent ways to sell your product and connect with people who may not realize the nutritional value and locality of pure NY maple.

“Buying local,” while popularized as somewhat of a trend, is becoming more and more important to every day consumers. Not only does it support the local economy, but it also allows the consumer to meet the farmers and form a relationship with the people that produced the product themselves.

We encourage you to get out there and attend a market or event this year!



Wayne Hill of Shaver-Hill Farm at the Pakatakan Farmers Market in Halcottsville.



Judy Winters from Winters Harvest Sugar Shack at the Franklin County Car Show.



Pat Parker and her grandson at the Plattsburgh Farmers Market.



Lori Dippold of Spruceton Valley Maple at the Saugerties Farmers Market.



NYSMPA President, Tony VanGlad, at a Farmers Market in New York City. VanGlad also sells a variety of other products and attends the city market on a regular basis.



Jean Tupper of Tupper's Hilltop Maple Treats.



The Homestead Maple booth at Rulfs Strawberry Festival in Peru.



Continued on page 10





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Maple Tour 2016

By Alex Zangari,, Zoey Advertising

The 2016 New York State Maple Tour will be here soon! Enclosed in this edition of the Pipeline you will find the registration form to sign up. The event takes place from Sunday, July 17 to Tuesday, July 19 and is centered at the Ramada Hotel & Conference Center, 2 River St., Cortland, NY 13045.

The Chenango Area Maple Producers Association and Cornell Cooperative Association of NYSPMA Central Extension of Chenango County are the hosts of this year's tour. Join us to tour twelve sugarhouses in five counties. You will come away from the tour with insights, ideas, and inspiration from your fellow producers.

The cost of the three-day event is \$170.00, which includes the full tour and the banquet on Monday night. Hotel rooms are \$89.00 per night. Travel is provided by charter buses.

Check out a little bit about the farms included on this year's tour:

Foggy Hollow Maple Farm

Operated by Larry Selan and his wife Natasha and has been in operation for 12 years. It started out has a hobby but has grown to 1000 taps, mostly on tubing and vacuum with a few roadside trees. Other products include maple candy and maple cream. This farm also has a choose-and-cut Christmas tree operation on the premises.

Steve's Sugar Shack

Steve Beckwith operates the farm, with assistance from his sister Nancy and his brother Bert. This hillside operation has a beautiful view of the village of Plymouth below, is also a beef farm and has its own gas well. Other maple products include maple candy, popcorn, and maple coated walnuts. This site also features a Ford TW-15 for tractor pulling.

Ensign Family Maple Products

Located in Marathon, NY and operated by Josh and Randy Ensign with the help of many family members including grandfather, father, wife, son, daughter and ten grandkids. This operation had 1200 taps for the 2015 season and is expanding to 2000 for 2016. Other maple products include maple cream, maple sugar pieces and granulated maple sugar. Products are sold retail, wholesale and some syrup is sold bulk. Outlets include local grocery store, local food market, CNY Maple Festival and the New York State Fair.

Cooper Hill Maple

Operated by Sylvia Boice and son Steve Boice and located in Marathon, NY. Three generations of family also assist in managing the farm. The sugarhouse is open to tours and participates in various promotions including Maple Weekend. Other products include granulated maple sugar, molded maple sugar pieces, maple cream and maple suckers. Products are sold retail and wholesale using stores and festivals.

Custer Maple

Located Cuyler, NY and operated by Tim Custer, with the assistance of his father and daughter. The family has operated this maple farm for 73 years. This operation had 8,000 taps in 2015 with plans to go to 10,000 in the future. Sap is processed with reverse osmosis, further concentrated with and enhanced steam-away and boiled on an oil fired 4' by 14' evaporator. The sugarhouse is of pole barn construction. Syrup is sold retail and wholesale.

S+S Syrup

Operated Sue and Steve Dellow, located in Marathon, NY. This operation has 2100 taps, 20 buckets and the rest on vacuum and tubing. The sugarhouse is constructed with concrete and wood from the sugarbush. It features a boiling room and kitchen for making value added products where cleanliness is a high priority. Other products include maple cream, molded sugar, granulated sugar, fudge, and lollipops. Products are sold retail at festivals and at the sugarhouse and sold wholesale at the maple festival, the New York State Fair and breakfast areas.

Split Maple Farm

Located in Lisle, operated by John Robinson Jr., with assistance from his brothers and step dad. The number of taps has been increasing every year with 750 tapped in 2015. Other products include maple cream, maple candy and granulated maple sugar. Products are sold retail primarily at the sugarhouse through word of mouth, Facebook, and handing out business cards. This farm works with tours and participates in Maple Weekend.

Sweetrees Maple Products

This farm is located in Berkshire, NY and operated by Dan and Ruth Beasley with assistance from their sons, Eric and Tom. They have been in business for 11 years and currently have 1300 taps. Other products include maple cream, molded maple sugar, maple suckers, maple fudge, maple-coated nuts, maple cotton candy, maple dog treats, and maple jelly. Products are sold retail at farm stands, stores and restaurants and farmers markets. The farm also works with tours and other events, including Maple Weekend.

Cooks Maple Products LLC

Located in Sherburne, NY and operated by Don and Mary Jane Cook with the assistance of Chris and Kim Cook and Martin Cook. They have been in business for 47 years and average 10,000 taps. Other maple products include maple-molded sugar, maple cream, maple popcorn, granulated maple sugar, and maple cotton candy. Products are sold retail from home and farm markets, as well as wholesale. Cooks also provides sugarhouse tours and participates in Maple Weekend.

Ripple Road Maple Products

Located in Norwich, NY and operated by Neil and Tonya Walling, with assistance from daughter Savannah. They have been in the maple business for over 25 years, but just four years at this address. Other products include maple-molded sugar, maple cream, and maple granulated sugar. Products are retailed at the sugarhouse as well as different venues throughout the year. Products are wholesaled in super markets and other outlets. They work with tours and various promotions. The Wallings are also dealers for Dominion and Grimm and Indiana Vacuum.

DeRuyter FFA Sugarhouse

Taps about 325 maple trees using gravity tubing and buckets. Student volunteers collect sap using a truck and trailer with a 250-gallon tank. Sap is stored in two 500-gallon plastic holding tanks. Sap is boiled on a 30" x 8' Max Revolution pan fired with natural gas with pre-heater. Syrup is filtered with a filter press and stored in stainless steel drums. Syrup is sold in plastic and glass containers and sold at the school and by word of mouth. Tours are provided for elementary students.

Marathon Maple Festival Sugarhouse

This sugarhouse stop takes place on Tuesday during lunch, which is being held at the Marathon Civic Center.

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Buying Local at the Farmers Markets! *continued from page 7*



The Wohlschlegel's at the Brighton Farmers Market located at Brighton High School every Sunday from 9 a.m. to 1 p.m.



Jennifer Soukup at the Millerton, NY Farmers Market. The market takes place every Saturday from 9 a.m. to 1 p.m.



Dave Schiek of Schiek Maple Products at the Rochester Public Market.



New York State's maple syrup production continues to grow and producers are finding so many innovative and unique ways to incorporate this farming mainstay into more products.

—James Seward, NYS Senator



A young family at Dan and Ruth Beasley's Sweettrees Maple Stand at the local Farmers Market.



Executive Director of NYSMPA, Helen Thomas, with a display of products from her farm, Maxon Estate Farms at the Rochester Public Market.



Randy Grippin's Mountain Winds Farm at one of several Farmers Markets that he attends on a regular basis.



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Why Are We Selling “Molded” Food?

By Angela Swan



ANGELA SWAN

I have to admit, I did a bit of heckling. We were at the Clinton County Maple School this past January and Steve Childs was setting up to start his after-dinner talk about value-adds. As we finished our desserts (those amazing soft maple cookies made by our Vice President, Scott St. Mary) and were settling in for the next session, Steve started up the projector to display the first slide.

And there it was, looming billboard-sized over our heads, the words: MOLDED MAPLE SUGAR.

“Take that slide down, Steve,” I said. “I have told you before. We don’t sell molded food in the northeast region.” Steve smiled in his usual amiable way, uttered a few words of understanding, and went right on with his molded food demo. Helen Thomas was sitting next to me, so I huddled with her for a minute. “Why do we keep telling our members to label pure maple sugar MOLDED? It’s a food product, for crying out loud!”

Helen’s answer, “The regulations say if we label it candy or confection, we have to charge sales tax and no one wants to pay sales tax if they don’t have to.” I already knew that, so I tuned back in to Steve’s presentation just in time for him to ask the group, “Have you ever gotten white spots on your finished product? How does that look?”

“Well, Steve,” I piped up, “I guess it looks MOLDED.” A quick chuckle, a nod of acknowledgment, and Steve moved on.

Anyone who has designed a private label for their maple products knows how tedious it is. You have to think of every detail, implied, stated or pictured, because all of it adds up to the overall impression of your product. You choose a name that evokes an impression of your

values, add a logo with a picture that adds to the message you are trying to convey, a font that speaks to the theme, and rich, delicious colors that hopefully will appeal to the consumer more than any others on the shelf of wherever your product goes. You have a carefully worded back-story, you have organized the label to cover all the bases without losing their interest, and added the nutrition information. All these images come to mind in a quick glance of your product, either consciously or subconsciously – MAPLE, PURE, LOCAL, RICH, DELICIOUS, NUTRITIOUS, TRADITION. All those details and then, THEN, we add the word “MOLDED.”

The terminology was documented in the 1960’s when the Cornell Cooperative Extension went to bat for us in front of the NYS Sales Tax Bureau

on January 26, 1967, and received a favorable ruling, reprinted in its entirety at the end of this article, “The Sales Tax Bureau now holds that molded maple sugar is considered to be a food and is exempt from tax under the following conditions,” including “The container is not labeled candy or confection, nor is it advertised as such, directly or indirectly.”

Note, the ruling does not require us to call it molded sugar, it only directs us NOT to call it candy or confection, or anything that might also mean candy or confection. Tricky, yes. Molded, not necessarily. The term is only used once in the ruling, to refer to the product as it was presented to the tax department by the Cornell representatives. (This is a good time to note how long Cornell has been a consistent and pro-active supporter of our industry. I am constantly reminded of how very fortunate we are to have sustained such an excellent relationship with them over the years, but



that’s another story for another day!)

Now, it may well be that in the industrial society of the 1950’s and 1960’s, at a time when so many kitchen walls were adorned with copper Jell-O molds, the term MOLDED did indeed bring to mind “shaped” before it brought to mind, “possibly not edible anymore.”

But in today’s highly regulated society where the average kitchen openly stocks at least three different kinds of antibacterial cleaners – for dishes, hands and counter-tops – I feel fairly certain that the word “MOLDED” gives a glancing first impression of “might also contain live green fuzz.” Why take the chance?

Take bleu cheese, for example – which Steve also pointed out to me that night. Now, here is a food that actually does contain mold. Prominently. As its defining feature, in fact. But will you find the word MOLD on the label anywhere? No way.

Instead, the cheese industry notes the hue, calling it “blue” and then changing it to the French “bleu” so it will sound better and bring to mind French food, which everybody knows is always delicious and not ever stinky or moldy.

So what do we call our favorite little candies in public? I have seen “soft sugar” and “sugar shapes” and I like both of those terms, but I will wait for the Board and Cornell to decide and start giving us better guidance in their seminars. Maybe they will come up with a French term. Turns out the French actually have eight different words for molded-meaning-shaped.

See full decision from February 13, 1967:

February 13, 1967

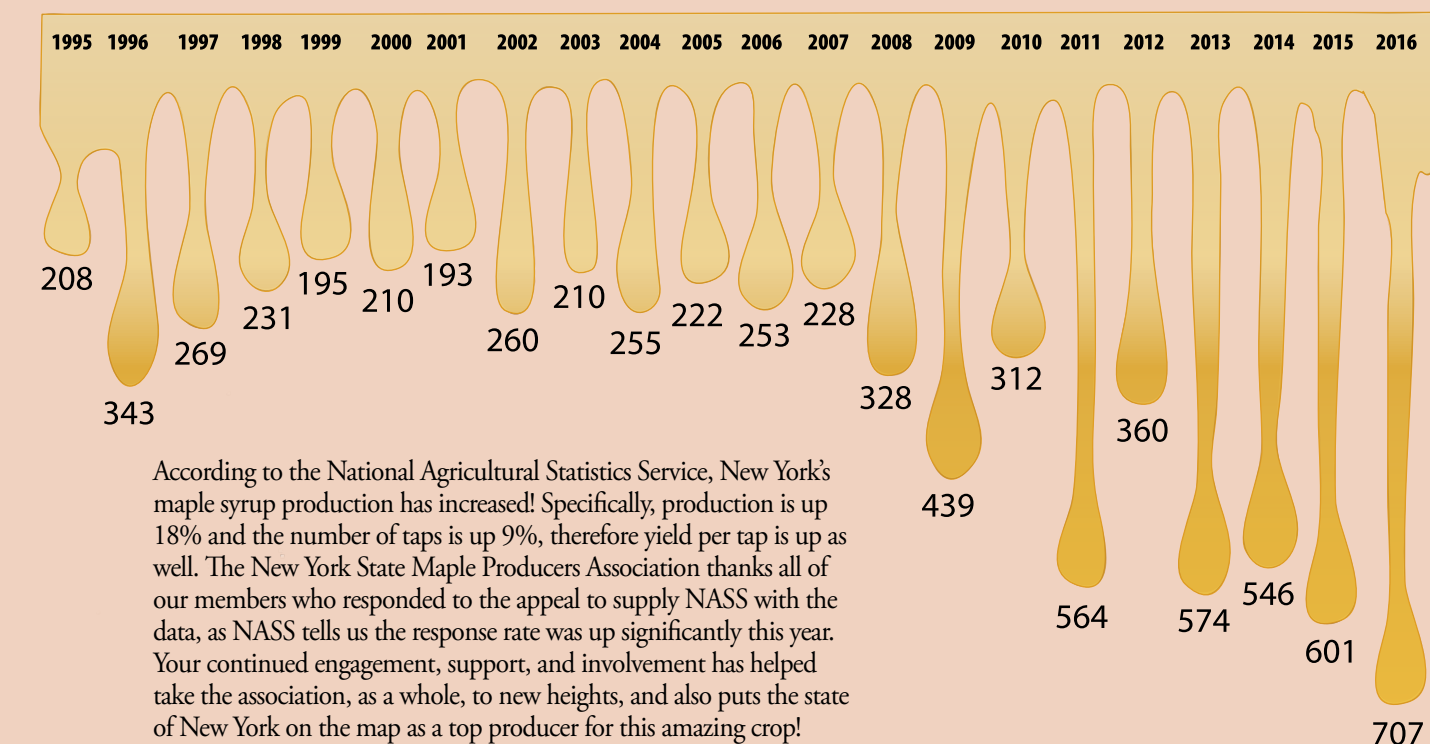
To: Cooperative Extension Agents in Maple Counties
From: Fred E. Winch, Jr., Professor, Conservation Extension
RE: Sales Tax Maple Products

After the presentation at the hearing in Albany on January 26 on sales tax on maple, we have a favorable interpretation statewide as follows: “It has previously been held by the Sales Tax Bureau that maple syrup and maple cream are considered food and, therefore, its sale is exempt from the Sales Tax. The Sales Tax Bureau now holds that molded maple sugar is considered to be a food and is exempt from tax under the following conditions:

1. The product is pure maple sugar as defined by Article 203 of the Agriculture and Markets Law.
2. It is labeled in accordance with Title I, Chapter IV, Part 17 of the Marketing Regulations of the Department of Agriculture and Markets.
3. The product is not mixed with cane sugar, other sugars, flavors, nuts, chocolates, or any other ingredients.
4. The container is not labeled candy or confection, nor is it advertised as such, directly or indirectly.”

Very Truly Yours,
F.W. Tierney
Director, Sales Tax Bureau

Increased Production of New York State Maple Syrup in 2016!





2016 3/16" Tubing Research Results

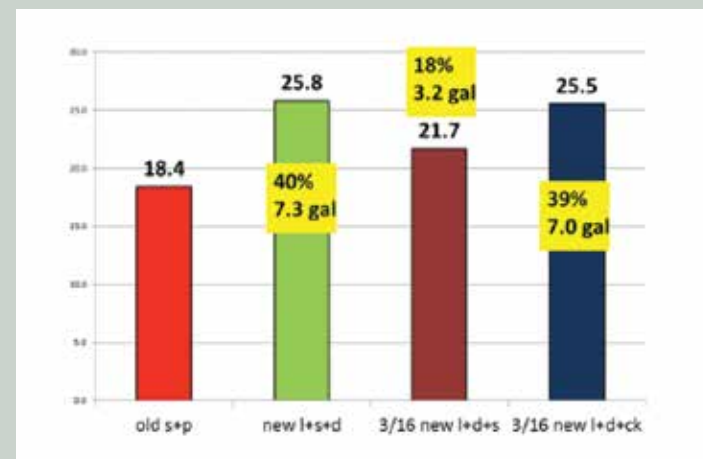
Stephen Childs, NYS Maple Specialist



STEPHEN CHILDS

The 2016 maple sap season offered an interesting look at the effects of 3/16" tubing on vacuum without significant elevation drop and some comparisons of 3/16" tubing with and without the addition of mechanical vacuum. The trials were tapped on February 21st and the first sap flow reading taken on February 25th. The season turned fairly warm with temperatures in the 50s very early in the season and few freezes usually spaced five to six days apart. These conditions led to weak sap flows throughout the season and fairly rapid breakdown of attempts to keep the tap holes sanitary. We also had problems in the first couple of weeks with the vacuum pump performance that was finally corrected with the replacement of the air filter in the oil re-claimer.

These first treatments had four replications with four taps on each replication. This experiment was to compare the yield performance of 3/16" laterals and drops vs. 5/16" laterals and drops with no significant elevation drop and all spouts, drops, and lateral were new. An additional treatment was all new 3/16", only with a new check valve spout in place of the new standard spout. There are no 3/16" check valve spouts that we were aware of so just before the spout a 3/16" to 5/16" tubing connector was added and the usual 5/16" check valve spout inserted. These all operated with an average of about 15" of vacuum early in the season and 22" for the rest of the season. The following bar chart shows the yield differences:

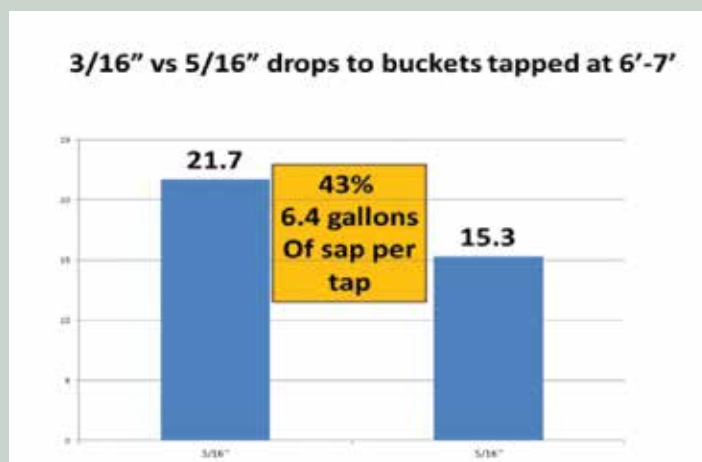


The first bar on the chart shows the season-long yield of the 5-year-old spout and 6-year-old drop and lateral line at 18.4 gallons of sap per tap. The second bar shows the season-long yield of 3/16" tubing with new lateral, drop and spout resulting in 25.8 gallons of sap per tap (a 40% increase over the old lateral spouts and drops). The third bar shows the season long yield on 3/16" tubing with new lateral, new drop and spout at 21.7 gallons of sap per tap. That is 18% higher than the 5/16" old lateral spout and drop, but about 16% less

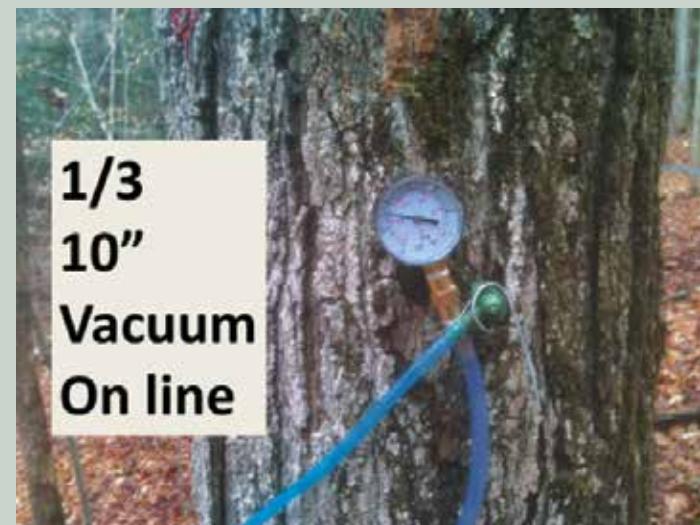
than the new 5/16". The final bar 3/16" tubing with new lateral, new drop and new check valve spout was 39% better than the old 5/16" tubing but just .3 gallons of sap per tap less than the all-new 5/16" system.

The first question is why the check valve would make this difference. It has been expected that the potential for the tree to pull sap back into the tree from the tubing during the periods when the tree has developed its internal vacuum when it is below freezing may be significantly greater for 3/16" lines than with 5/16" lines. Tests run with 5/16" lines in the past have shown a pullback of 8" to about 14" of sap. In tests set up in 2016, the sap was pulled back into the tree as much as 12' with 3/16" line. That represents about 4 times the volume of sap being pulled back into the tree with 3/16" tubing and an increase in the potential area of contamination in the tubing being pulled back. Both could influence the total yield per tap. Again, we have lots more to learn about managing these sap collection systems. In these experiments, the vacuum was on 24-7 but when the temperatures in the sugarbush falls below freezing, the mainlines freeze usually down near the pump, leaving the vacuum level in the woods 0 until it gets thawed the next warm day.

A second experiment involved tapping trees six and a half to seven feet high and running the long drop line to a bucket on the ground. In this case each tree had two taps. One tap a regular 5/16" spout attached to 3/16" tubing and the second tap a regular 5/16" spout connected to a 5/16" drop line. This was repeated six times for a total of twelve buckets, six with 3/16" drop and 6 with 5/16" drop (see the pictures below). The season-long yield difference between the two systems was 43% more sap in the buckets collecting sap from the 3/16" drop lines or 6.4 more gallons of sap per tap. See the bar chart below.



The third plot was not a replicated trial but a demonstration site to see the effects of adding vacuum to a 3/16" line versus the same line operating with gravity alone. Just one 3/16" line was connected to a vacuum canister where the vacuum could be turned on or off. The line had 13 taps and included a vacuum gauge at the bottom, one about 1/3 of the way up the slope, one about 2/3 of the way up



the slope and the last gauge at the top. The total elevation from the top to the bottom was about 38'. When the vacuum was off at the bottom the bottom vacuum gauge read 0, the gauge 1/3 of the way up the slope read about 15", 2/3 up the slope read 22.5" and the top gauge 26.5". This demonstration was set up on the very end of a very long, problematic mainline at the Arnot Forest, so the available vacuum was just 10" on the day this data was collected, but it still clearly makes the point. With the bottom gauge showing 10" the gauge 1/3 up the slope showed 22.5", 2/3 up the slope showed 25" and the top gauge showed 27". So by adding 10" of vacuum at the bottom of the slope the tap 1/3 of the way up the slope increased 7.5", 2/3 up the slope gained 2.5" and the top gained just .5" of vacuum. The amount of yield increase that can be expected by adding vacuum to a 3/16" line with significant slope would depend on several factors. First, how much mechanical vacuum can you get to the site? Second, how much natural vacuum is already created by the slope? Third how many trees are near the bottom of the slope versus the number that are near the top? The added vacuum will primarily enhance the production of the trees that don't have much natural vacuum available. Our experience with vacuum at other sites is that you can expect to increase yield between 5% and 8% for each inch of vacuum you can increase at the tap.



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In the News



REMI LINK AND ROSS RUNFOLA

CAMDEN, N.Y. - Remi Link, Secretary and Treasurer of the New York State Maple Foundation, presented one of the first Terry Laubisch Maple Scholarships to Ross Runfala. The ceremony was held in the gymnasium at the Camden High School. Ross plans on attending SUNY Cobleskill in the fall and will major in Agricultural Equipment Technology.

Two other scholarships were awarded to Jessica Benoit and Bethany Galusha, both of the Warrensburg Central School District. Jessica plans on attending Castleton State College in Castleton, VT and Bethany plans on attending St. Michael's College in Burlington, VT.

The scholarships are awarded to high school seniors based on academic and leadership excellence and involvement in the state's maple syrup industry. Benoit and Galusha are both employees of Valley Road Maple Farm in Thurman, and Benoit is the reigning Upper Hudson Maple Producers Association Queen. Runfala works in his grandfather's maple business, Runfala Family Maple. The Terry Laubisch Maple Scholarship was established in honor of one of the NYS Maple Foundation's founding members who passed away in 2014. According to Foundation



JESSICA BENOIT

President Mike Hill, "As a result of Terry's tireless enthusiasm for communicating about the maple industry, public awareness of, and support for, maple production in New York was greatly improved. Terry was a strong advocate for the high-visibility statewide Maple Weekend promotion and for the syrup judging contest and other educational activities at the New York State Fair."

Link said, "These scholarships would not be possible without the continued support of the state's maple producers. Funds are generated from the proceeds of the sales of syrup containers, labels, and other packaging products displaying the Taste The Tradition logo. We thank the producers who choose to take part in the industry-led Taste The Tradition branding initiative; and the customers who buy the Taste The Tradition-labeled maple products."

Learn more about the Foundation and how to participate or make a donation at www.newyorkmaple.org. The New York State Maple Foundation is recognized by the IRS as a 501c3 tax-exempt organization. Its mission is to plan and coordinate training for beginning and established maple producers in order to increase their efficiency and competitiveness; to inform and

educate 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 NYS historically, of how that process has changed over time, and the environmental sensitivity with which sugar bushes are managed and syrup is produced; and to identify and support maple-related research.

Sage Memorial award accepting applications

The New York State Maple Producers' Association (NYSMPA) is pleased to announce a Memorial Award honoring the life time work of the late Roger C. Sage. For over 50 years, Roger demonstrated a passion and engagement in the maple industry locally, statewide, nationally and internationally. A goal of the NYSMPA and the Sage Award Committee is to encourage the advancement of students engaged in forestry and related sciences who are addressing woodland-based production with an emphasis in non-timber outputs. The Sage Award will be given annually to a deserving undergraduate student who has completed the equivalent of their Junior year (90 cr. Hrs.) while enrolled in an approved Baccalaureate program in Forestry, Natural Resources, Food Sciences, Natural Resource Economics or an applicable plant science curriculum. Priority consideration will be given to applicants who show studies relating to maple syrup or value-added northern hardwood products.

Applications can be found at nysmaple.com/SageAward and are due by July 13, 2016

2016 New York Calendar of Upcoming Schools & Workshops

JULY New York State Maple Tour, 17-19 Cortland NY

Contact: Cindy Gardiner, Chenango County Cornell Cooperative Extension, 99 N. Broad St., Norwich, NY 13815 607-334-5841 (Ext. 11)

JULY Mid-Atlantic 20-23 Maple Camp

Contact: Cynthia (Cindy) Martel, WV Dept. of Agriculture, Oak Hill, 226 Maple Ave., Oak Hill, WV 25901, (304) 465-3762 or (304) 541-9756 cellcmartel@wvda.us, www.wvagriculture.org

SEPT Maple Production for the 27 Beginner Broome County

Contact: Laura Biasillo, Cornell Cooperative Extension-Broome County, 840 Upper Front St., Binghamton, NY 13905 (607) 584-5007, lw257@cornell.edu

OCT Maple Value Added Workshop 22 Broome County

Contact: Laura Biasillo, Cornell Cooperative Extension-Broome County, 840 Upper Front St., Binghamton, NY 13905 (607) 584-5007, lw257@cornell.edu

OCT North American Maple Syrup 26-29 Council and International Maple Syrup Institute Annual Meetings in Vermont

DEC Southern Tier 3 Maple Program

Contact: Brett Chedzoy, Cornell Cooperative Extension, Schuyler County, Agriculture and Natural Resources office: 607-535-7161; cell: 607-742-3657 bjc226@cornell.edu

DEC Onondaga County 10 Maple School

Contact: Kristina Ferrare, Cornell Cooperative Extension of Onondaga County, The Atrium, 2 Clinton Square, Syracuse, NY 13202, 315-424-9485 ext 231, 315-424-7056 fax, www.ExtendOnondaga.org