

THE PIPELINE

“Monday Maple Day” at the New York State Fair!

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**AUG. 27 IS
MAPLE DAY
AT THE FAIR!**

MONDAY, AUGUST 27, 2018

2018 marks the first “Monday Maple Day” at the NYS Fair with the introduction of our newest item, **The NYSMPA/Hofmann Maple Snappy Sandwich** and the following tentative events throughout the day:

At the main gate:

- Exclusive discounts on maple products – look for the NYS Maple trailer
- Maple samples throughout the day – look for maple fluff cotton candy at the V.V.S FFA tent!
- Maple sampling center also includes maple sausage with maple syrup dip and donuts with maple glaze
- Maple sugar on snow show and sampling – 50-foot free sampling of 10 gallons of maple toffee sugar on snow!
- Exhibit demonstrations at 1 p.m and 4 p.m.
- Look for “Walking Maple Leaves” throughout the fair!

At the Dairy Birthing Barn:

- Maple milk samples throughout the day

At the state FFA building:

- NY Ag in the Classroom Schoolyard Sugaring Contest State Winner Recognition
- Recognition of state winners for maple syrup and photo entries presentation begins at 3 p.m.
- Free sampling of maple sausage and maple milk from 10 a.m. to 5 p.m.

At the TASTE NY display:

- Featured products made from NYS maple in the Horticulture building

Don't forget to visit the Wegman's Demonstration Kitchen throughout the day for maple recipes!



THE GREAT NEW YORK STATE FAIR IS AUGUST 22 - SEPTEMBER 3, 2018



A Message from our President

New York State Maple Producers Association, Inc.

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Greg Zimpfer
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Office

Helen Thomas, *Executive Director*
office@nysmaple.com
301 Myron Road
Syracuse, New York 13219
315-877-5795
Fax: 315-488-0459
www.NYSMaple.com

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TONY VAN GLAD

Happy Summer, everyone! As I write this letter, summer starts tomorrow (June 21). I hope all of our 725 members and their families are having a happy healthy year. From my dooryard the leaves look full and healthy, crops are already being harvested as well as being planted for fall.

From what I hear, NYS had another above average year in maple production. Surprising since the sugar in the sap was lower than usual. Mine was 1.6 to 2 percent sugar: 0.2 to 0.3 percent lower than normal. I hear others had lower average sugar concentration as well. Could that be from the wet & cooler summer months we had last year? Hard to say. This morning I met with a fellow maple producer from the northern Adirondacks, thankfully he hasn't seen any caterpillar damage. Sorry to hear that some of you are seeing the caterpillars again this year.

The NYS Maple Producer's Association had their directors meeting on May 23, here are some of the highlights:

- The board appointed Mandi Burnison as our new secretary. Thank you to retiring secretary Chantell Hoteling for your service and we welcome Mandi to the role. Mandi and her husband Brian are maple producers in Wyoming County.
- The board is looking favorably at the 2019 Winter Maple Conference being moved to the NYS fairgrounds. A couple of the main reasons are: attendance now exceeds 1000 participants, meaning larger workshop rooms are needed; the equipment dealers would have more room and a loading dock; parking space is unlimited. Let's face it – we are now the largest maple conference in the US!
- Lobby Day went well, special thanks to our lobby team of Dwayne Hill, Chris Welch, Bobbi Wohlschlegel, Mike Bennett, Dave Campbell, Mike & Debra Kenny, Deidra Hill, Lauren Hamilton, and Helen Thomas for their time and efforts. They were able to secure an increase in funding to the state association for marketing and education – the \$10,000 increase takes the total this year to \$225,000. Also, Cornell Research (Stephen Childs) funding was kept in place at \$125,000. If you see your local state legislators at any summer functions thank them for their support!
- The membership committee has some recommendations: a small yearly increase, offer a savings on a three year membership.
- The board asked our executive director to work with NYS Ag & Markets to apply for the USDA ACER grant being offered this year. We didn't get it last year, but with some fine tuning, things are looking good. Thank you, Helen and Staff, (Art – Helen's husband!) for your time and effort on working for this grant. We appreciate of Bill Shattuck and the staff at NYS Ag & Markets to get the application done.
- The board had discussion on out of country maple syrup coming into NYS. It's a hard one to figure out and solve. We'll keep discussing.

In closing have a healthy, happy summer! Don't forget the maple tour in July. As Always, SELL OUT!

Tony Van Glad
President NYSMPA

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 REAP grants.

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 are Adobe .PDF files, which require the Acrobat Reader program. Download and install the free reader here: <http://www.adobe.com/products/reader-mobile.html>.

Attention State Fair consignors!

August 22 - September 3, 2018



The 2018 State Fair is fast approaching and will be held Wednesday, August 22 through Monday, September 3.

State Fair consignment paperwork has been mailed. If you plan on consigning products for the State Fair, be sure to complete and return all necessary paperwork (this includes your product list, proof of product liability insurance and if necessary, a copy of your 20C license or home exemption certificate) by July 11. Completed paperwork can be mailed to: NYS Maple Association, 301 Myron Rd, Syracuse, NY 13219 or emailed to office@nysmaple.com.

We appreciate paperwork being returned as soon as possible and cannot accept any submissions after July 11.

As a consignor, you must also schedule work shifts with the NYSPMA Fair Personnel Manager, Kim Enders.

All work shifts must be scheduled by July 25. To schedule your shift(s), call Kim at 315-243-1024 or email your name and preferred dates to NYmaplefair@gmail.com.

And don't forget to enter your product in the State Fair competitions! To enter, go to www.nysfair.org/competitions.





Taphole sanitation results over time with 5/16" tubing

Stephen Childs, NYS Maple Specialist, Cornell University



STEPHEN CHILDS

When testing maple spouts, dropline and sanitation option results can vary significantly from year to year. In light of that variation, tests that look promising are run for a number of years to see if results are consistent over time.

The following tables show the results of some of the tests that have shown promise for increasing yields in 5/16" tubing. Experiments that were run in 2006 indicated that installing a

clean spout and clean drop could have significant effect on sap yield. The 2006 data combined with a simple knowledge that maple trees often pull sap back into a taphole when the tree freezes and that spouts and drops can carry a high bacteria and yeast load, led to the years of experiments listed in the tables below. The simplest test was to replace the spout so that the taphole was not inoculated by simply driving the old contaminated spout into the taphole. That test was conducted in 2007 and showed that simply replacing or sanitizing the spout would increase yield by 15 to 20%. But when the spout replacement was accompanied by a new drop, the yield increase was 100%. Thereafter just replacing the spout was no longer studied by itself but always in combination with keeping the dropline from contributing to sap yield loss.

Replacing the spout and drop tests started with cooperator Ed Haag in 2007 and have continued through the 2018 season. It is now used in all of our replicated trials as a standard to compare many other treatment options.

RECORD OF NEW SPOUT AND DROP VS. OLD SPOUT AND DROP

| GRAVITY | VACUUM |
|---|---|
| 2007 - Haag field study 100% increase | 2009 - Breezie Maple field study 110% increase |
| 2008 - Arnot 100% increase | 2010 - Arnot 151% increase |
| 2009 - Arnot 160% increase | 2011 - Arnot 120% increase |
| 2010 - Arnot 76% increase | 2012 - Arnot 25% increase |
| 2011 - Arnot 133% increase | 2013 - Arnot 114% increase |
| 2012 - Arnot 42% increase | 2014 - Arnot 106% increase |
| 2013 - Arnot 87% increase | 2015 - Arnot 94% increase |
| | 2016 - Arnot 29% increase |
| | 2017 - Arnot 57% increase |
| | 2018 - Arnot 79% increase |
| Average with vac 77% increase of 12.6 more gallons of sap per tap | |

The history of tests clearly shows on average that over 12 years, new spouts and drops out-perform old spouts and drops by 77%

resulting in 12.6 more gallons of sap per tap. In each test the old spouts were at least two years old and old drops 6 years old.

The next option that was tested was the check valve spout. Check valve spouts were more convenient as only the spout needed changing rather than the spout and the drop. Yield results were fairly similar over time.

HISTORY OF CHECK VALVE TESTS

| VACUUM | GRAVITY |
|---|---------------------|
| 2010 - 114% increase | 2013 - 33% increase |
| 2011 - 101% increase | 2012 - 18% increase |
| 2012 - 20% increase | 2011 - 77% increase |
| 2013 - 58% increase | 2010 - 47% increase |
| 2014 - 106% increase | 2009 - 43% increase |
| 2015 - 83% increase | |
| 2016 - 19% increase | |
| Average with vac 71.6% increase or 12.1 more gallons of sap per tap | |

Over the testing years, the taps with check valve spouts yielded 71.6% more sap than an old spout and drop, resulting in 12.1 more gallons of sap per tap. Again in each test the old spouts were at least two years old and drops 6 years old and the drop on the check valve was in use at least 6 years.

In 2013, the first test was run where old spouts and drops were sanitized with a bleach solution. Plastics can be difficult to sanitize so a contact time of at least 30 minutes was chosen for testing. Spouts and drops were removed from the sugarbush by conveniently locating a quick connect fitting about 3 inches from the lateral line. Leaving the male end of the quick connect fitting on the lateral line side allowed a cap to be placed on the stub of a lateral left to keep insects out and allow for other cleaning options for the lateral line. The spouts and drops were brought to the sugarhouse, rinsed with water, submersed in a 200 ppm bleach solution for at least 30 minutes, rinsed again and then dried and stored until going back on the tubing system just prior to tapping. Yield results were then compared to other treatments, particularly with new spouts and drops and with old spouts and drops.

HISTORY OF BLEACHING TESTS

| 2013 | Gravity | 95% increase = new |
|--|---------|--------------------------|
| 2014 | Vacuum | 101% increase - 1% > new |
| 2015 | Vacuum | 96% increase - 1% > new |
| 2016 | Vacuum | 34% increase - 5% > new |
| 2017 | Vacuum | 57% increase - 1% < new |
| 2018 | Vacuum | 78% increase - 1% > new |
| Average 76.6% increase or 16.4 more gallons of sap per tap | | |

NYS Fair shift work scheduling



It's hard to believe another maple season has come and gone, and here we are getting ready for the New York State Fair already. This year's fair will start a day earlier, on a Wednesday. The dates are August 22 – September 3.

The management team has been working since last year's fair to continue improving both the experience for our volunteers and the consumers they are serving. We are excited for the changes and hope that you will join us to make it our most successful year ever!

We have morning, afternoon, and evening shifts available. If you love to be around people and expound the virtues of maple, we have plenty of volunteer opportunities available. If you are interested in volunteering but would prefer to not be on the "front lines," we have those opportunities, too!

Those consigning products through the booth will need to make arrangements with Kim Enders to fulfill volunteer requirements.

We have a new event at the Fair, "Monday Maple Day at the Fair" on August 27! The educational maple trailer will be on site with many scheduled events throughout the day.

We will take care of your parking and entry into the fair – so make a day of it (or two, or three...) and help us to make this another record year for the New York State Maple Association!

To check out the volunteer opportunities, e-mail Kim Enders at NYmaplefair@gmail.com

or respond to the email blasts that will be found in your inbox in the coming weeks! If you do not have access to email, feel free to call Kim at 315-243-1024.



After six years of testing, the bleached spouts and drops average 76.6% increase in sap yield or 16.4 more gallons of sap per tap than old spouts and drops and yield very close to new spouts and drops. This system takes more labor than using check valves or making and installing new spouts and drops but has a lower cost of materials as the same spout and drop can be used for many years.

Sanitizing with food grade peroxide also works but has not shown the same sap yield potential that is seen when sanitizing with bleach.

| HISTORY OF PEROXIDE | | |
|---|---------|------------------------------|
| 2014 | Vacuum | 76% increase - 16% < new |
| 2015 | Vacuum | 24% increase - 23.5% < new |
| 2016 | Vacuum | 42.9% increase - 9.5% < new |
| 2017 | Vacuum | 19% increase - 24.9% < new |
| | Average | 21.5% increase - 18.5% < new |
| Average 21.5% increase or 5.1 more gallons of sap per tap | | |

A variety of other treatments have been tested using 5/16" tubing including boiling the spouts and drops, baking the spouts and drops, sanitizing with alcohol, washing with just water, silver lined drop lines, copper spouts and also tests on the bac-zap silver spouts. Most of these either showed little promise, caused other problems to spouts or drops or were tested in ways that did not give the long history we are comparing in this article. The bac-zap spouts were tested for 5 consecutive years where no additional sanitary practice was used. At the end of the season they were simply pulled from the taphole and placed in the holder and when tapping, they were then pulled from the holder and placed into the taphole. They were installed on an old drop from the beginning. Yield increased by between 80 and 129% in the first year over old spouts and drops and continued to benefit yield by 25% in the fifth year. Many more tests have been completed on 3/16" tubing and that will be covered in the next article.



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Three schools win Maple Syrup Contest and experience a sweet journey

By Katie Carpenter, Director of NY Ag in the Classroom

New York Agriculture in the Classroom and the New York State Maple Foundation would like to thank each school that participated in the contest for increasing the agricultural literacy of their students. The combined hope of the two organizations that students will grow an appreciation and changed perspective about the maple and agricultural industries in New York and grow in their awareness and understanding of New York's food and fiber systems. To enter your classroom in a future contest, or to volunteer your time as a mentor maple producer, please contact nyaic@cornell.edu.

For more information about the National Agriculture in the Classroom Schoolyard Sugaring contest, visit the New York Agriculture in the Classroom website at www.agclassroom.org/ny.

New York Agriculture in the Classroom is an outreach program of Cornell University, with a goal to increase the agricultural literacy of our students so that they may be able to understand and communicate the source and value of agriculture as it affects their daily lives.

Winning Maple Photographs



Elementary Division, Jeremiah Best



Middle School Division, STEAM Team



High School Division, Chad DeVoe

| Schoolyard Sugaring: Maple Syrup Contest | | | |
|--|--|--------------------------------|--|
| Elementary Division | | | |
| Place | School | Teacher | Maple Partner |
| First | ER Andrews | Jessica Tomcho & Kathleen Orth | Orth Farms |
| Second | Port Leyden Elementary | Kerin Markham | Markham's Maple Shanty |
| Third | Wells Central School | Mrs. Bovee | Country Cabin Maple Syrup Lee & Debbie Welch |
| HM | Prattsburgh Central School | Jeffrey Herrick | Prattsburgh FFA |
| HM | Lisbon Central School | Katelyn Driscoll | Finen Maple Products |
| HM | DeRuyter Central School | Stephanie Locke | DeRuyter FFA |
| Photography contest winner: Town of Webb USFD, Jeremiah Best | | | |
| Middle School Division | | | |
| Place | School | Teacher | Maple Partner |
| First | Malone Middle School | The STEAM Team | |
| Second | Southern Cayuga | Kimberly Davidson | |
| Third | Hawk Meadow Montessori School | Lisa Dunne | |
| Photography contest winner: Malone Middle School, STEAM Team | | | |
| High School Division | | | |
| Place | School | Teacher | Maple Partner |
| First | Stockbridge Valley | Erin McCaffrey-Smith | |
| Second | Southern Cayuga | Kimberly Davidson | |
| Third | Burnt Hills-Ballston Lake Central School | John Antoski | |
| HM | Berne Knox Westerlo Central School | Catherine Johnston | Fletcher Hill Farm, Bittersweet Maple, Grippin Family Farm |
| HM | Pavilion Central School | Catherine Johnston | Happy Hill |
| HM | Lowville Academy and Central School | Melvin Phelps | Ken & Dawn Sweredoski |
| Photography contest winner: OCM BOCES, Chad DeVoe | | | |

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Meet the new generation maple producers: Maple Leaf Sugaring

Ben Madey and his wife Veronica, along with their children Anya and Lukas, operate Maple Leaf Sugaring, a certified organic maple farm in Ghent, NY. It began in the early 1990s as a small maple syrup operation run by a young Ben and his two best friends. They started with 50 taps that had grown to around 250 taps by the time they all headed off to college and let the operation go dormant.

During the summer of 2013, Ben found the opportunity to rekindle his early passion and this time share it with his own young family. Together with Veronica, he restarted the operation with the intention of beginning maple syrup production in the 2015 season. In 2014, they began building a timber frame sugarhouse sourced from trees felled and milled on their own land. The frame was in place and the sugarhouse enclosed just in time for the 2015 maple sugaring season. That first season, they produced syrup from around 1,500 taps on a 2.5' x 10' high efficiency wood fired evaporator. Without a reverse osmosis system, they were overwhelmed by the volume of sap coming in. They spent a memorable season boiling sap straight through the nights!



Thus, by the 2016 season, the RO was procured and installed. Each year since, the operation has grown. As of the 2018 season, they are producing syrup from around 5,000 taps. They plan to continue to grow the operation into the future.



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Meet the new generation maple producers: McKnight's Maple Mill

Travis and Natalie McKnight along with their four children Addison, Greyson, Kayson, and Henderson own and operate McKnight's Maple Mill in Chase Mills, New York.

McKnight's Maple Mill is not your traditional multi-generational sugaring operation. What started as an idea two years ago to begin with 250 buckets quickly evolved into 2650 taps on vacuum in 2017.

Their first year, the McKnights boiled on a 3 x 8 traditional wood fired arch and concentrated sap to 8%. The 2018 Maple season brought a new sugar house, all new equipment and 6,100 taps. Travis and Natalie feel an important key to a successful maple business is to be different. "If you are doing the same thing as all your neighbors, what is going to draw people to your operation?" says Travis. The McKnights wanted an "old school look" to the new sugar house when considering design and construction took place. They wanted a building that when people drive by would say, "I need to check this out".

Another important piece to being sustainable is time, labor and energy efficiency. When we were planning our expansion for the 2018 season, Travis knew from his dairy farming experience they needed to make syrup as efficient as possible. "With the rising cost of production every year it was imperative to keep margins tight, so we needed to produce syrup cheap," says Travis. They now boil on a 4 x 14 Lapierre Force 5 wood gasification arch concentrating sap to 18%. With firewood cost at \$60 a cord, this puts the fuel cost to boil at 26 cents per gallon of syrup for the 2018 season.

Travis and Natalie feel the most important thing is setting up your woods correctly and keeping leaks fixed. If the woods are not at 28+ inches of vacuum, we do not leave the woods until we reach this no matter what time of day or night. "Your money is made in the woods not the sugar house," says Travis. Natalie handles all the sales and marketing. She feels word-of-mouth and Facebook are their two best sales tools. Natalie says their cream and granulated sugar are the top sellers. "If you create a superior product, people will buy it," she says.

In their spare time, the McKnights also milk 1400 dairy cows and crop 4500 acres of corn, soybeans and hay.



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NYS Maple Foundation announces winners in the 2018 Terry Laubish Maple Scholarship

The NYS Maple Foundation is proud to announce and congratulate the 2018 winners of Terry Laubish Maple Scholarship. KristiAnn Frank of Verona, NY, Makayla Spicer, of Marcellus, NY and Alex Birchmore of Granville, NY. Each were chosen to receive a \$250 scholarship. The annual scholarship was established in 2016 in memory of Terry Laubish. "Terry was a strong advocate for the high-visibility state-wide Maple Weekend promotion and for the syrup judging contest and other educational activities at the New York State Fair," said Mike Hill, president of the Foundation. "As a result of Terry's tireless enthusiasm for communicating about the maple industry, public awareness and support for maple production in New York has been greatly improved."

KristiAnn Frank of Verona, NY is an active member of Vernon-Verona-Sherrill FFA and is planning on majoring in Agriculture Business at SUNY Cobleskill. "One of the most rewarding maple experiences that I have had is traveling with my school's mobile maple exhibit into cities to teach urban youth about maple, a subject that they likely would not otherwise be exposed to," said Frank.

Makayla Spicer of Marcellus, NY works in the maple industry on her family farm started by her brother, Dunbar Maple Products. Spicer plans to attend Skidmore College in the fall to study biology and then continue her education in medical school after that. "Real maple syrup has, in part, made me who I am," said Spicer.

Alex Birchmore of Granville grew up maple sugaring with her father Chris Birchmore. She's planning on majoring in bio-engineering for her undergraduate degree. "There's science all over the sugaring season. My continued education in the sciences will allow for me to help my family be more successful in our sugaring seasons."



KRISTIANN FRANK



MAKAYLA SPICER



ALEX BIRCHMORE

The 2018 New York Maple Tour

Register NOW for the 2018 New York State Maple Tour being held July 15th through July 17th! This year's Maple Tour will be hosted by the Upper Hudson Area Maple Producers Association and will be centered at the Saratoga Springs Holiday Inn.

Trade show displays will be open beginning at 3:30 p.m. on Sunday, July 15th and there will be a reception in the evening. Throughout the day Monday and Tuesday, you will be able to visit multiple maple operations of varying sizes and production methods.

There will be a reception Monday evening at 6 p.m. in the trade show area followed by the Annual Maple Tour Banquet.

For more information (including how to register), go to sugarmakers.nysmaple.com/event/2018-new-york-maple-tour.



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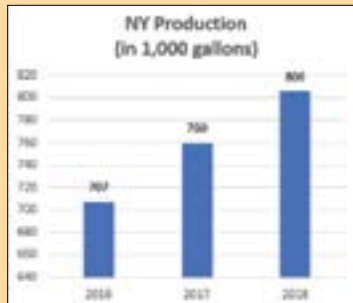
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Interesting facts from the USDA's National Agricultural Statistics Service (NASS) Report

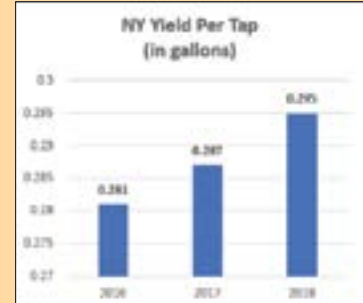
2018 U.S. maple syrup production totaled 4.16 million gallons (this was down 3% from last year)!



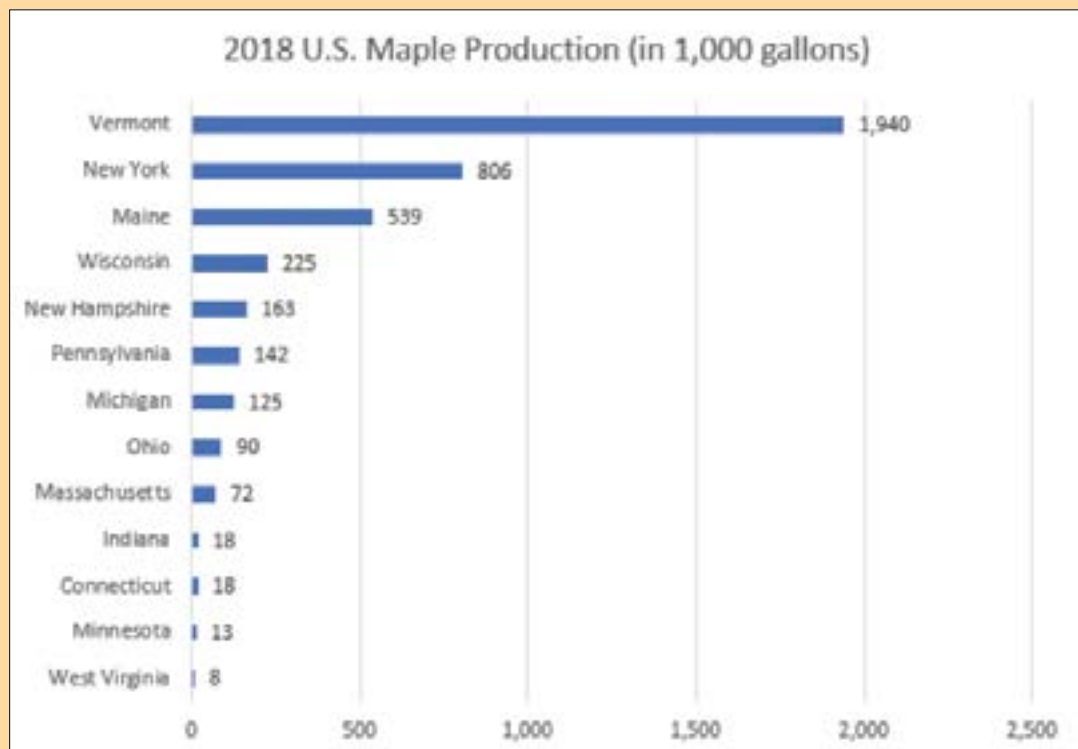
2018 U.S. number of taps – 13.7 million (up 3% from last year). Here is the trend for New York:



2018 U.S. yield per tap – 0.304 gallon (down 5% from last year). Here is the trend for New York:



Want to see how New York compared to other maple producing states? New York was the second largest maple syrup producing state (with Vermont in the lead)!



Impressive statistics that you all had a part in! Keep up the good work!

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CDL USA, Wes Fab, Zap-Bac, Sugarhill

FDA considering revised approach to declaration of added sugars on pure maple syrup and pure honey



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ADMINISTRATION

The U.S. Food and Drug Administration is reviewing comments on its draft guidance to inform its approach to the declaration of added sugars on pure maple syrup and pure honey.

The FDA recognizes the complexity of this issue and is grateful for the feedback it has received, including more than 3,000 comments received during the comment period on the draft guidance that closed on June 15. The agency plans to take these comments into consideration to swiftly formulate a revised approach that makes key information available to consumers in a workable way.

When the FDA issued its final rule to update the Nutrition Facts label, it included added sugars as one of the required nutrients to declare on the Nutrition Facts label and provided a definition of added sugars based on the 2015-2020 Dietary Guidelines for Americans. The FDA's definition of added sugars includes sugars that are either added during the processing of foods or are packaged as such (e.g., a jar of honey, container of maple syrup, or a bag of table sugar). This definition forms the basis of the Dietary Guidelines recommendation that Americans eat no more than 10% of their daily calories from added sugars in order to reduce their risk of chronic disease like heart disease.

In February 2018, the FDA issued a draft guidance for industry that would help industry provide information about the added sugars declaration on the label of products like maple syrup and honey.

This draft guidance was the agency's preliminary attempt to address concerns that declaring added sugars on the Nutrition Facts label of single ingredient products like pure maple syrup and pure honey may lead consumers to think that a "pure" product is economically adulterated with corn syrup or other added sweeteners. The guidance advised food manufacturers about the FDA's intent to exercise enforcement discretion to allow the use of an obelisk symbol, "†," on the Nutrition Facts label immediately after the added sugars percent Daily Value information on containers of pure maple syrup or pure honey to direct consumers to language outside the Nutrition Facts label that provides truthful and non-misleading contextual information about the meaning of "added sugars" for these specific products.

The feedback that the FDA has received is that the approach laid out in the draft guidance does not provide the clarity that the FDA intended. It is important to the FDA that consumers are able to effectively use the new Nutrition Facts label to make informed, healthy dietary choices. The agency looks forward to working with stakeholders to devise a sensible solution.

The draft guidance also considered labeling of added sugars for certain cranberry products. The agency looks forward to reviewing the comments received on these products as well.



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Register for Cornell's 2018 Maple Camp!

Where: Cornell University's Uihlein Maple Teaching and Research Forest in Lake Placid
157 Bear Cub Lane, Lake Placid, NY 12946

When: July 24 through July 27

What is it: Maple Camp is an educational experience for beginners or experienced producers looking to grow their production or expand their product. Topics include marketing and profitability knowledge with hands-on training that help produce maple products with greater efficiency and profitability.

What can you expect from attending Maple Camp? As a result of attending the workshops, you will develop the following skills and abilities:

- Measure and describe your sugarbush for improved tree growth, health and productivity
- Plan, install and test a tubing system that matches topography and other components of a maple operation
- Plan and assemble a processing system including sap storage, reverse osmosis, evaporator operations, filtering and syrup storage
- Know which trees to retain and which trees to cut, understand principles of forest dynamics and appreciate the value of directional felling and low impact tree harvesting
- Understand the principles for marketing syrup and value-added products to optimize profitability
- Be able to analyze your own maple enterprise and develop good business management skills
- Become familiar with strategies and options to lease sugarbushes and purchase sap for processing

How do I register? To register, go to cornellmaple.com (*this training is sponsored by Cornell Maple Program*). Registration costs \$250 per person and includes lunch and supper (*Tuesday supper through Friday lunch*) as well as handouts and materials. Housing is not available at the Uihlein Forest, so you may want to make other arrangements for overnight accommodations as well as for breakfast. Information on local hotels and campgrounds can be provided (*camp size is limited to the first 25*).

Maple Camp Agenda (*schedule may be rearranged due to weather conditions*)

Tuesday, July 24th

- 5 p.m. Dinner
- Welcome, introduction and program overview
- Sugarbush measurements – scale stick and evaluate tree quality (sugarbush)
- Sugarbush sampling – understanding tally sheets (inside)
- 8 p.m. Maple Sugar and Cotton (inside)

Wednesday, July 25th

- 8 a.m. Sugarbush sampling and data collection (sugarbush)
- Inspect tubing systems (sugarbush)
- Install mainline extension with laterals (sugarbush)
- Felling demonstration, low impact harvesting (woods)
- Analyze sugarbush tree data (inside)
- Reverse Osmosis and evaporator systems (sugarbush, hands-on)
- Sap processing and energy options (inside)
- Syrup filtering, storing and grading (inside)
- 7 p.m. Making Maple Candy (inside)

Thursday, July 26th

- 8 a.m. Enterprise evaluation and management (inside)
- Tapping, taphole sanitation, vacuum and bucket management (outside)
- Continue tubing system installation (outside)
- Marketing syrup and value-added products (inside)
- Tour local producers' sugarhouses
- 6:30 p.m. Maple Marketing (inside)

Friday, July 27th

- 8 a.m. Leasing woods and buying sap (inside)
- Planning a tubing system and cost evaluation (inside)
- Pricing your products for profitability (inside)
- Evaluation (inside)
- Noon lunch and depart



New York State Maple
Producers Association
301 Myron Road
Syracuse, NY 13219