

THE PIPELINE

MAPLE JUST GOT SWEETER



Aaron Wightman, Co-director, Cornell Maple Program, Tony van Glad, NY Maple Producers Association Board President, Richard Ball, Commissioner of the NY Department of Agriculture and Markets, Ben Houlton, Ronald P. Lynch Dean, Cornell College of Agriculture and Life Sciences, Helen Thomas, NY Maple Producers Association Executive Director, Kevin King, Deputy Commissioner, NY Department of Agriculture and Markets, Adam Wild, Henry Uihlien II and Mildred A. Uihlein Director of the Uihlein Maple Research Forest.

The wait is over! The Ribbon Cutting Ceremony, held by Cornell on July 29, 2021, for the newly renovated Arnot Maple Center was a sweet success!

This upgrade opens the door to new research capabilities, more opportunities, and to add to the sweetness, more maple products for the maple community.

Before joining Cornell in the ribbon cutting ceremony, The NYSMPA's Board had the opportunity to be one of the first to utilize the space located at The Arnot Research Forest. It was exciting for the board to see the massive facility and brand-new equipment integral for current research that will improve maple production as we know it.

Here's what you need to know about the new building. There is now an evaporator

room large enough to fit two side by side identical evaporators, an R/O room, a mechanical room, a research kitchen, and an office space. It even has a work area which will be used as a classroom and conference room. How great is that?

And all buildings that are used to store equipment have been improved as well.

We can't wait to see what this renovation will do for the maple community. The Arnot Forest is open to the public year-round. The new research facility is available by appointment only.

Here are some of the projects underway planned by Aaron Wightman, the Cornell Maple Specialist and team:

SYRUP QUALITY

- Flavor control calculator
 - ▶ Experiments to generate data for making tools to control syrup flavor
 - ▶ Determine holding time to reach the desired invert based on starting invert, temperature, and oxygen levels
 - ▶ Create a tool for quick determination of sap holding conditions for desired grade and flavor
- Impact of long-term concentrate storage
 - ▶ Test syrup quality for concentrate at a range of Brix stored for varying amounts of time
 - ▶ Identify variables impacting viable storage period

Continued on page 3



A Message from our President

New York State Maple Producers Association, Inc.

Board of Directors

Tony VanGlad, President
Stamford, 607-652-7590

Karl Wiles, Treasurer
Syracuse, 315-559-7630

Cristy Williams, Secretary
Tully, CLWmaple@gmail.com

Michael Grottoli
Middle Granville, 518-642-2856

Dwayne Hill
Harpersfield, 607-652-6792

Michael Bennett
Glens Falls, 518-222-4990

Ray Crouse
Richville, 315-877-5625

Eric Randall
Alexander, 585-547-3596

Nadeen Lyndaker
Lowville, 315-346-6829

Scott St. Mary
Malone, 518-483-6270

Douglas Thompson
Gouverneur, 315-287-0024

Dan Weed
Watkins Glen, 315-567-9900

Haskell Yancey
Croghan, 315-346-6356

Greg Zimpfer
Attica, 585 591-1190

Joy Herfurth
Ellenburg Center, 518-569-5146

Office

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

Produced by
Zoey Advertising
936 N. Clinton Street
Syracuse, NY 13204
(315) 471-7700
zoeyadvertising.com
steve@zoeyadvertising.com



TONY VAN GLAD

Tony Van Glad
President NYSMMPA

HELP US KEEP YOU INFORMED!

We send frequent emails to the entire membership to let you know of things happening in the maple world.

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 folder for emails from: 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.

AFFORDABLE
Vacuum and Monitoring for the Smaller Sugarbush!

GUZZLER
PUMPS

SapCheck
MONITORING

THE BOSWORTH Company
888-438-1110
www.thebosworthco.com

Maple just got sweeter

Continued from page 1

- ▶ Test methods for operating chilled tank to maintain quality
- Impact of ultrafiltration on flavor
 - ▶ Test effectiveness of ultrafiltration in reducing microbe levels
 - ▶ Test impact of ultrafiltration on flavor
- Intensifying very dark flavor
 - ▶ Test methods of intensifying flavor by managing dissolved oxygen levels and microbe populations

SYRUP PRODUCTION EFFICIENCY

- Comparative RO membrane performance
 - ▶ The testing processing rate of four different membranes with a standardized solution
- Comparative filter aide performance
 - ▶ Test filter aide brands for syrup clarity, flow rate, and time to filter change
- Processing efficiency for chilled concentrate
 - ▶ Calculate cost of storing concentrate versus processing immediately

NEW PRODUCTS

- Maple Chocolate
 - ▶ Make dark chocolate samples
 - ▶ Refine white maple chocolate recipe to reduce cost and improve shelf stability

- Hot Maple Beverage
 - ▶ Research and purchase packaging options
 - ▶ Refine Recipes (add water and milk)
- Soda: Two additional recipes
 - ▶ Root Beer
 - ▶ Grapefruit
- Improved Maple Marshmallows
 - ▶ New production process and packaging options
 - ▶ Improve recipe for flavor, shelf life, and consistency for campfire toasting
 - ▶ Develop dehydration method for cocoa and cereal
- Maple Sports Drinks
 - ▶ Create two new recipes
 - ▶ Work with Cornell Food Venture Center to develop process authority approval and scheduled process for the safe production of each recipe

TRADITIONAL MAPLE CONFECTIONS

- Refine processes for water jacketed maple cream and candy machine
- Identify temperature and density variables affecting equipment operation and finished product quality
- Create a new method of vacuum cooling for getting cooler before stirring
- Streamline maple cream and granulated maple sugar production processes

- ▶ Build on previous vacuum cooling research to develop a more efficient process that works with large volumes for maple candy/cream. Specific tasks include testing different styles of vacuum pumps, vacuum chambers, and moisture traps for cooling speed and durability. Evaluate cost-effectiveness and develop guidance for producers
- Crystal Coating
 - ▶ Determine optimal invert levels and application methods for crystal coating and preservation of maple candy to improve quality and shelf-life
 - ▶ Research crystal coating application options
 - ▶ Evaluate crystal coating density, temperature, and invert sugar level options
 - ▶ Evaluate sucrose crystals harvested from the supersaturated, low-quality syrup as a crystal coating source
- Cotton Candy
 - ▶ Determine best storage container (year not specified)
 - ▶ Intensify maple flavor
- Buddy Syrup Product Development
 - ▶ Alcohols, confections, beauty products, etc.



Mill Creek Maple Supply

Maple Sugaring Equipment & Supplies

David K Norton, Proprietor

1551 County Highway 20

Edmeston, NY 13335

Fully Stocked Store Location

Hours: M-F 8-4:30

After Hours & Saturday: Call Dave at 607-435-8539

607-965-6920

Email: millcreekmaple@yahoo.com

Like us on facebook at: Mill Creek Maple Supply



Complete Reverse Osmosis Systems

Starting at \$300



E-mail: sales@therobucket.com

www.therobucket.com



Maple Ice Cream

THE FLAVOR JUST GOT RICHER!

Maple ice cream was good before, but it just got a whole lot better. We have our very own recipe that is being created by the Food Product Development Lab at Cornell in cooperation with Cornell Dairy.

Since 1880, Cornell has been producing wholesome dairy products for the campus and Ithaca communities. This year they have agreed to help the NYSMPA develop a “scratch recipe” that will deliver the best maple flavored ice cream that will work well in soft-serve machines. The project is being headed by Rob Ralyea, MS, RS, who is the Senior Extension Associate & Product Development Pilot Plant Manager for the Department of Food Science at Cornell University and his team.

Up until this point, the maple soft-serve ice cream that we served at state and county fairs, including the members who have their own soft-serve machines, was made by adding maple syrup to an existing commercial soft-serve mix. As a result, the product does not have enough maple flavor, or is has too much vanilla flavor that overpowers the maple. Rob and his team will fix our maple ice cream problem by developing a one-of-a-kind creation made just for us. So far, we have tested 8 prototype recipes, and we hope to have the opportunity to share at least one or two of these with consumers at the NYS Fair.

The long-range goal of the project is to develop a recipe for the industry to share so that if you would like your local creamery to make it for you, you can ensure they will be churning the perfect maple treat every time.

To that end, NYSMPA is applying for a NAMSC grant to fund the research, which we expect will continue into this fall and winter.

This is an exciting and tasty endeavor that we know will benefit our industry and make our consumers tastebuds dance!

If you would like to learn more about Cornell Food Product Development or Cornell Dairy, you can find more information here: <https://cals.cornell.edu/food-science/outreach-extension/services/food-processing-and-development-laboratory> and <https://cals.cornell.edu/cornell-dairy>.

The project is being headed by Rob Ralyea, MS, RS Senior Extension Associate & Product Development Pilot Plant Manager for the Department of Food Science at Cornell University. <https://cals.cornell.edu/food-science/outreach-extension/services/food-processing-and-development-laboratory>.

Inscription on the package:

“Far above Cayuga’s waters, with its waves of blue, comes your favorite Cornell ice cream made fresh for you! Since 1880, the Cornell Dairy has been producing wholesome dairy products for the campus and Ithaca communities. Made of the highest-quality milk from Cornell’s own dairy cows, our rich and creamy premium ice creams are handcrafted in small batches by student apprentices and their professional mentors. Discover for yourself why generations of Cornellians have adored our sweet selection of favorite flavors and one-of-a-kind creations. **Your enjoyment of this product supports essential education and outreach programs in the Department of Food Science.**”





The bees and the flowers and the trees:

CREATING A POLLINATOR HABITAT IS A WIN-WIN FOR SUGARMAKERS

By Aaron Wightman

As sugarmakers, we take pride in our forests. They are the resource that yields the raw material for our craft. Accordingly, we find it important to maintain and improve tree health. As land stewards, we also have an opportunity to improve the habitat quality for all living things that help sustain the well-being of the forest. Pollinating insects are a group of animals that support important natural systems. By creating the right conditions in our woods, we can ensure these essential organisms continue to thrive. In the process, we also create the conditions to sustain long-term forest health and enhance the market image of our product.

Like other forests, the sugarbush is an ecosystem which means it is a biological community of living things that interact with each other and the environment. The word "ecosystem" is derived from the Greek word *oikos*, meaning home, and the term "systema" means system. So, the concept of a forest ecosystem describes the system of interactions between organisms that make the forest their home. Some of those relationships are obvious. One interaction commonly observed in the woods is the role of decomposers. A wide variety of mushrooms are present in every forest. Over the course of months and years, we can see them reduce dead and dying wood into the soil before our very eyes. This natural cycle plays an essential role in returning nutrients to the ground and creating space for living plants to reproduce and grow.

While other interactions are less obvious such as ephemeral events that take place high in the treetops beyond where we can observe. However, they are no less important. Another example is the critical activity of pollinators in deciduous forests.

Pollination is a hot topic in the world of agriculture due to the alarming decline in honeybee populations since 2006.

Several factors have contributed to the annual hive loss rate of over 50% for many beekeepers.

Since honeybees are prolific pollinators of many field and fruit crops, distressed populations of honeybees could lead to widespread losses in yield.



Honeybees are not the only pollinators working in our woods. The northeastern US hosts over 450 species of native pollinators. This includes a vast array of native bees, butterflies, moths, flies, and beetles. Some are inconspicuous such as the genus of metallic green sweat bees (*Agapostemon* spp.), which are tiny enough to overlook at first glance but sport a striking green coloration on their head and thorax. Others are hard to miss such as the common eastern bumblebee with its lumbering movements and loud buzzing flight. One thing they all have in common is the important function of pollinating plants so they can reproduce, generate diverse habitats, and provide food in the form of fruits and nuts. Pollinators are an essential part of any terrestrial ecosystem. Without pollinators, there would be no forests. Unfortunately, another characteristic most pollinators share is a steep decline in populations, much like the honeybee. Species ranging from the ground nesting mining bee to the majestic monarch butterfly are growing increasingly rare.

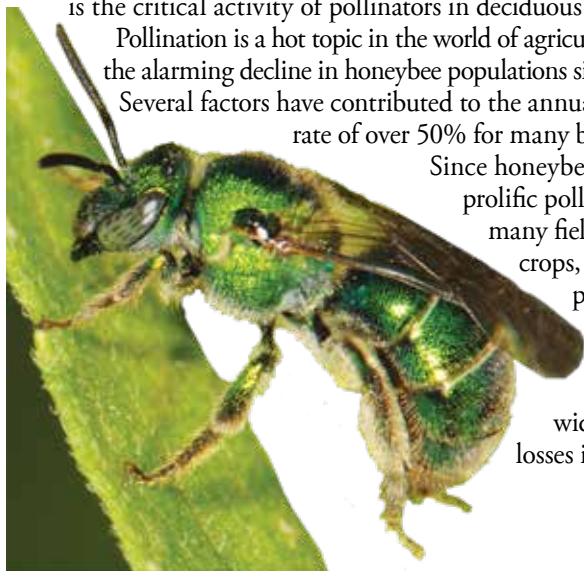
We all benefit from a robust population of pollinators in the woods. Most noteworthy to sugarmakers, they keep our sugarbushes healthy by promoting biodiversity that keeps natural systems in balance. For example, recent studies have shown the great importance of biodiversity on predator/prey dynamics.

This is relevant to forest health in terms of managing insect outbreaks, for instance. A diverse population of pollinators promotes a diversity of flora and fauna that make the sugarbush more resistant to damaging pest outbreaks.

Maintaining healthy populations of forest pollinators also has importance for our food supply beyond maple syrup. Researchers have found that many field crops have greater yields per acre when a healthy forest with quality pollinator habitat is nearby. Sugarbushes are usually located in rural areas where crop production is an important economic activity. By maintaining a healthy sugarbush, we help our neighbors keep their farms productive.

Healthy, diverse forests provide many other benefits, such as clean water, clean air, and carbon sequestration. They also provide opportunities for recreation, relaxation and quiet reflection. All of which are of high value in our increasingly urbanized and suburbanized world. Without pollinators, these services would be diminished or lost to the detriment of us all.

Fortunately, there are management tools readily available to improve habitat quality in our sugarbushes and combat the worrisome decline of pollinator populations. The key is to create a diversity of habitat conditions in niche requirements for many different pollinator species.





One of the most tempting pitfalls of sugarbush management is removing non-maple tree species from the canopy.

While it may seem like a good idea to cut down competing species to allow maples to grow, this strategy can backfire. Forests of pure maple are much more susceptible to damage and outbreaks of insect pests such as forest tent caterpillars. Retaining at least 25% of the sugarbush in species other than sugar maple creates a more resilient forest and provides good habitat for a diversity of pollinating insects that are specialized to specific tree species.

Another common pitfall is the temptation to groom the forest and create a park-like look. While a forest free of brush and downed limbs may be aesthetically pleasing, it is not conducive to forest health and contributes to poor quality habitat for pollinators. Downed woody materials, such as branches and logs, are important habitats for pollinators and other species. This habitat is easy to create by making brush piles when harvesting firewood or simply leaving fallen trees in the woods. A messy forest is a much healthier forest. Retaining snags and cavity trees is also helpful for pollinators who use dead, standing wood to create cavities for nesting and breeding habitats. Snags that present a safety hazard should be carefully removed, of course. But in many instances, these trees pose little danger and can be left to the natural process of decay.

Another management tool for improving habitat quality for pollinators is creating vertical structural diversity - in other words, creating multiple canopy layers - which helps in managing herbaceous plants at the ground level. You start with a layer of brush and shrubs, then understory trees with canopies below the overstory, and then a top layer that is formed by the canopy of mature overstory trees. The value of multilayered habitat is readily apparent to anyone who pays close attention while walking in the woods. Empty forests with nothing between the treetops and forest floor are often eerily silent, even at the height of the summer growing season. By contrast, a forest rich in species and structural diversity is usually buzzing with insects and alive with bird songs.

There is no secret that creating a vertical structure is a challenging long-term endeavor, but a professional forester can



get you on the right track. If you don't already have a forest management plan, this is yet another reason to seek out a forester and create a formal plan for maintaining forest health over the long term.

A final strategy for improving pollinator habitat in your sugarbush is creating gaps by felling individual trees or small groups of trees. The gaps allow sunlight to reach the forest floor, which permits the growth of blackberries, goldenrod, asters, shrubs, and other shade-intolerant plants. These little islands of flowering plants provide food and cover for a variety of pollinators.

As maple producers, we are stewards of the forest. When we maintain a healthy sugarbush, our reward is healthy crops of sap. Therefore, creating quality habitat for pollinators should be an important consideration for all maple producers. Furthermore, consumers recognize the value of maple syrup because it is much more sustainably produced than alternative sweeteners. When we create pollinator habitat, we give consumers another reason to place a high value on our product.

Next time you are in the woods, take a close look at the quality of your habitat. Do you have a diversity of tree species in your sugarbush? Are there snags throughout the stand and abundant downed woody material on the forest floor? Are there multiple layers in the canopy and openings where flowering plants can grow? If not, remember there are things you can do by yourself or with the help of a forester to improve the habitat within your sugarbush.

To learn more about the importance of pollinators and read the latest research on this topic, visit the Pollinator Network at Cornell on the web.





Add to YOUR product line ...

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

Maple Cream – Traditional, Robust, Cinnamon, Raspberry or Bourbon, Bulk Coated or Uncoated Maple Sugar Shapes, Bourbon Maple Syrup, Maple BBQ Sauce, Maple Hot Sauce, Hot or Sweet Maple Mustard, Maple Garlic Seasoning and Maple Fudge

Purchase with our label or unlabeled so you can add your own.

Merle Maple LLC – Attica, NY 585-535-7136
lyleanddottie@merlemapple.com



**COUNTRYSIDE
HARDWARE**

**SERVING THE MAPLE INDUSTRY
FOR MORE THAN 90 YEARS!**

**CHECK US OUT YEAR-ROUND
-FULL INVENTORY-**

EVAPORATORS • RO's • FILTER PRESSES
TUBING • TOOLS • JUGS & CONTAINERS

All the Maple Equipment you need for Immediate Delivery!






PO Box 409, Albany St., DeRuyter, NY 13052
Fax: 315-852-1104 Hours: Mon.-Fri. 8-5; Sat. 8-4; Sun. 10-2

315-852-3326
www.countrysidehardware.com

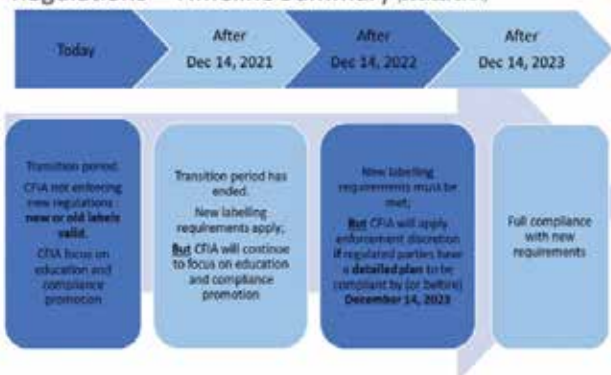


Highlights - IMSI Board of Directors Meeting TUESDAY JUNE 29TH

The IMSI held a Board of Directors meeting on June 29, 2021. The Canadian food inspection and Health Canada presented an update of the Canadian Food Labelling Regulations. Topics covered included changes to the label with sample labels, reference amount and serving size, daily values, list of ingredients, and sugar labeling.

The 5-year transition period ends on December 14, 2021, however for the first year until December 14, 2022, the CFIA will focus its efforts on education and compliance promotion. As of December 15, 2022, CFIA will verify compliance and apply other food labeling initiatives, such as front-of-package nutrition labeling, which will continue to be a priority for Health Canada; however, timing will be delayed due to the unprecedented COVID 19 pandemic.

Canadian Back Panel Nutritional Label Regulations – Timeline Summary (source: CFIA)



The USDA's Maple Syrup Production Report by the National Bureau of Statistics Survey (NASS) was discussed. Participants expressed no confidence in the accuracy of reported numbers and pointed out obvious problems with the data collection system. For example, many large producers don't get surveyed, which skews

reported production much lower. Participants also said that it doesn't support the industry's need for key data used to manage capital investment and other resources needed to measure and promote its economic value. The IMSI will form a committee to investigate this issue and appeal to the USDA and NASS, seeking improvements.

Maple Standard of Identity. New York Maple Association Executive Director Helen Thomas and Dr. John Goldberg discussed progress made by the IMSI Standard of Identity Committee. After more than a year of analysis, industry consultation and formal endorsements by North American producer associations, the IMSI met with the FDA in June to verify the draft petition before submitting it. The FDA shared some insights that lead to the submission of the final Citizen's Petition on behalf of the International Maple Syrup Institution FDA on June 28, 2021.

During that meeting, the FDA advised IMSI that there is a provision in the Food, Drug and Cosmetic Act that requires 'formal' rulemaking for standards of identity. That provision was amended in 1990 to allow 'informal' rulemaking, a much simpler and faster process to change regulations. Unfortunately, all producers except maple syrup and dairy agreed to the simplified informal process, so the maple industry is bound by formal rulemaking, which requires an onerous 'full hearing process' that is likely to delay processing the petition. IMSI has appealed to Congress to change the law to waive formal rulemaking and facilitate the adoption of the modernized maple syrup standard of identity.

Maple at the Falls Conference in October 2021. The IMSI is pleased to sponsor the event's keynote speaker; Atlantic Corporation (AC) will share results of a fascinating, US wide maple consumer survey. Don't miss this chance to learn more about your consumer. See <https://nysmaple.com/2021-international-maple-conference/>

Ioka Valley Farm
— SINCE 1936 —

Business and Bulk maple accounts accepted

Over 25 years of sugaring experience
Ioka Valley Farm - Rob & Missy Leab
3475 Hancock Rd, Hancock, Ma 01237
(413) 441-5147
Call ahead for hours or to make appointment

CDL Inventory at our farm store

MAPLE SUGARING EQUIPMENT

The CDL way. The power of expertise.

SAGE FAMILY MAPLE, LLC

4449 Sage Road • Warsaw, New York 14569

(585) 786-5684

www.sagefamilymaple.com
sales@sagefamilymaple.com

Complete Maple Sugaring Equipment
Pure New York Maple Products

Authorized Leader Evaporator Distributor
Leader 30P Tubing Systems • Sugarhill Containers

Container shortages and price increases, what's the solution for producers?

Michael Spicer

The expertise of maple producers in common areas such as forestry, tapping, syrup grading, and sanitation have been keys to success for decades. However, new industry challenges presented by the recent Covid-19 pandemic are forcing producers to change their ways, so they can continue to build on their success. Producers are now required to become well versed in supply chain management, specifically in packaging. The industries present reliance on local equipment dealers as its exclusive source for glass, metal, and plastic containers is no longer the feasible packing solution for the foreseeable future. Resulting from labor shortages, extreme weather, and other external factors presented by the recent Covid-19 pandemic, maple syrup container shortages and increased prices are found in all three common packaging materials, glass, metal, and plastic.

Leading plastic jug manufacturers Sugarhill (a Plastic Industries company) and Ampak have announced increased manufacturing lead times to 40 weeks and 10 weeks, respectively. One equipment dealer in northern NYS fears the accuracy of these lead times and whether or not they will be able to supply producers with plastic containers for the 2022 sugaring season. In a desperate effort to supply producers with jugs, the same dealer ordered substantial quantities from both manufacturers hoping to have at least some delivered by 2022. Per one of four updates since August 2020 made by Sugarhill, lead times have quadrupled for screen-printed jugs due to both staffing issues and increased demand. The company announced they are actively increasing production capacity to decrease lead times and have a more sufficient supply of blank jugs. Unfortunately, the manufacturer lead time is not the only challenge producers will incur. Once producers receive the shipment of containers, whenever that may be, they will be faced with a challenging pricing decision - to raise prices or realize lower profit margins.

Three of the four recent updates from Sugarhill announced a price increase realized by the manufacturer for all of their input costs including resin, labor, wood pallets, and shipping. According to the manufacturer's update on June 11th, 2021, the manufacturer has been forced to relay price increases onto maple producers. For example, the world Resin index has seen a significant spike in recent months. With the Resin index affecting all manufacturers sourcing resin inputs, maple producers will

most likely experience a price increase from all plastic container manufacturers. This will be felt by manufacturers from other industries as well.

To compound Covid-19 challenges, domestic plastic manufacturer, Resin Supply, has recently experienced heightened volatility due to extreme weather in the Gulf of Mexico. Sugarhill announced the manufacturer is aggressively diversifying its supply chain to maintain lead times and mitigate the risk of future input volatilities.

A common practice in supply chain management to mitigate risks

and achieve competitive pricing is to diversify sourcing. One might assume maple producers should follow suit and diversify their own sources; however, with negative impacts affecting all plastic jug manufacturers, what potential solutions are maple producers left with to diversify packaging? Glass containers with a greater variety of bottle shapes and sizes presents as a viable solution. But in reality, the highly competitive market for glass containers amongst the entire food and beverage industry makes glass containers arguably less viable. One equipment dealer stated, "The maple industry is simply small peanuts [a small percentage comparatively] to the rest of the food and beverage industry such as alcohol." To put in perspective how highly competitive sourcing glass containers is, according to a Spectrum News article written on November 20th, 2020, a top-ranking Upstate New York brewery - F. X. Matt Brewing Co./Saranac - was forced to bottle beer in green glass due to the glass container shortage. Packaging syrup in green

glass would be unimaginable to many producers, but the persistence of packaging challenges may require producers to seek unconventional solutions.

The limited negotiating power for glass containers as well as the shortage and price increases for plastic containers, forces many producers into fearfully waiting for a shipment of containers before the 2022 season arrives. Meanwhile, other producers are not comfortable with the risk and have begun brainstorming new creative packaging options such as large plastic pouches. With the persistence of such challenges and uncertainties, will producers be forced to pump syrup directly out of the barrel onto their customers' pancakes come the 2022 sugaring season? We shall see!

Reference:

VIVACQUA, BRAD (2020, November 20). Saranac Uses Green Bottles Due to Glass Shortage. Spectrum News. <https://spectrumlocalnews.com/nys/central-ny/news/2020/11/20/saranac-uses-green-bottles-due-to-glass-shortage>.





**Mid-Winter Maple Classic 2022
is coming!**

January 7-8, 2022
NYS Fairgrounds
Syracuse, NY

**MARK
YOUR
CALENDARS!**



Websites, logos, graphic design and more!
We customize each project to meet your needs!

Deidra Hill | Harpersfield, NY | info@delcocreative.com
www.delcocreative.com | (607) 441 - 6514 | @f



Greg Zimpher
3028 Merle Rd
Attica, NY 14011
(585) 591-1190
grzimpher@gmail.com

Add something different to your product line.

Maple Coated Dog Biscuits

I have the license, I get the analysis done, all you have to do is package them and enjoy the profits. Yes in New York State you have to have a license to coat dog biscuits with Maple Syrup!

Call , text or email me for pricing. I can package them in packages of 4 biscuits to a package or bulk, package them yourself and save money.



We have some new sweet treats!

New products include boxes of coffee pods and tea is available in kraft bags.

Now is your chance to add these new maple products to your retail product line as the updated member order form is now available! You can get your products by mail-order or personally from one of three dealers in New York state: Merle Maple in Attica, Shaver-Hill Maple Farm in Harpersfield, Mack Maple Supply in Potsdam and Grottoli's Maple in Middle Granville.

They will sell to NYSPMA members at the member price. Please note, payment is expected at the time of purchase.

Remember, products are always available for purchase at:

<https://sugarmakers.nysmaple.com/>
or call or email office@nysmaple.com.



12502 Vaughn Street
East Concord, NY 14055
Nick Wendel Marty Wendel
(716)954-3019 (716)954-3016
Sugarmaple717@aol.com
www.wendelsmaple.com

Serving Western New York and beyond with the best maple equipment and supplies the industry has to offer.

Distribution Partner for:
LEADER EVAPORATOR CO.

Dealer for:

Indiana Vacuum	H2O Innovations
MARCLAND	Sugarhill Container
LOAC Tools	SMART TREK
Smokey Lake	Artisan Printing



Ship Daily

310 Shaver Road
Harpersfield, NY 13786
607-652-6792
www.shaverhillfarm.com



Authorized Dealer of Leader Evaporator Equipment & Supplies

Fully-Stocked Equipment Showroom

Cardinal, Bluebird & Oriole Basquaise Bottles Available



Available Wholesale
Granulated Maple Sugar
Maple Cream
Maple Sugar
Maple Lollipops
Maple Drops
Maple Popcorn
Maple Peanut Brittle



NYSMPA MEMBER ORDER FORM

301 MYRON RD SYRACUSE, NY 13219 • 315-877-5795 • OFFICE@NYSMAPLE.COM

TEA



Box of Maple Black OR Herbal Tea

Each box contains 13 individual tea bags. The Maple Black Tea has caffeine and the Maple Herbal Tea has no caffeine. Both contain NYS granulated maple sugar. Suggested retail price - \$7.50. **Member Cost - \$5.10 per box**

Individual Maple Black OR Herbal Tea Bags

Each order contains 25 individually labeled tea bags. The Maple Black Tea has caffeine and the Maple Herbal Tea has no caffeine. Both contain NYS granulated maple sugar. Suggested retail price - \$0.50 each. **Member Cost - \$9.60 per 25 individually labeled tea bags**

Stand Up Pouch Maple Black OR Herbal Tea

Each pouch contains 13 tea bags. The Maple Black Tea has caffeine and contains NYS granulated maple sugar. The Maple Herbal Tea has no caffeine and contains NYS granulated maple sugar. Suggest retail price - \$6.00. **Member Cost - \$4 per pouch**

COFFEE

Made with REAL NY Maple! Roasted by Paul De Lima in Syracuse, NY. This coffee has a nutty flavor rather than sweet.



Maple Coffee

Ground or Whole Bean
(case of 6, 12 oz bags)

Suggested retail price - \$10/bag.

Member Cost - \$38.40

Maple Coffee

(case of 42, 2.5 oz bags)

These packages make a 12 oz. pot of coffee. If reselling, suggested retail price - \$3/bag.

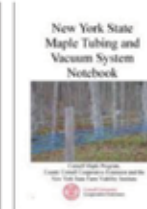
Member Cost - \$55.80

Maple Coffee K-Cups (Case of 6 boxes with 12 pods)

Single Serve coffee pods with maple coffee. Suggest retail per box - \$10.00

Member Cost - \$6.00 per box or \$36 per case

READING MATERIALS



Confection OR Vacuum & Tubing Notebook

Informative binders full of information regarding making quality confections OR vacuum and tubing systems. Created by the Cornell Maple Program.

Member Cost - \$25.00

Maple Syrup Cookbook

This paperback cookbook is very attractive with 170 glossy, full color pages. It contains everything from appetizers to entrees to dessert.

Retail price printed on the back - \$14.95.

Member Cost - \$9.60



NY Pure Maple Stickers

500 stickers per roll.
Withstands temperatures from freezing to 100°.

Member Cost - \$5.25

NY Maple Recipe Pads

Each recipe pad has 50 full color recipes with health benefits on the back of each card.

Member Cost - only pay shipping

Reusable Shopping Tote

Bags are 12"x15"x10" with a sturdy bottom insert. Rated to hold 22 lbs.

Member Cost - \$1.25

Coloring Book/Activity Book

Coloring Book is aimed at 4-7 year olds and is 24 pages. Activity Book is aimed at 7-11 year olds and is 20 pages.

Member Cost - \$0.75

NAME

SHIPPING ADDRESS

To order, complete and return form by mail to NYSMPA 301 Myron Rd Syracuse, NY 13219 or by email to office@nysmaple.com. If your order is being shipped, we will calculate shipping prices the most economical way (UPS or USPS). That charge will be added to your final invoice. **We expect payment at the time of shipping.** Credit cards are accepted. Please reach out to the State Office at 315-877-5795 with any questions.

	ITEM		COST	QTY	TOTAL
TEA	Box of Maple Black Tea (13 Tea Bags per Pouch)		\$5.10		
	Box of Maple Herbal Tea (13 Tea Bags per Pouch)		\$5.10		
	Stand Up Pouch of Maple Black Tea (13 Tea Bags per Pouch)		\$4.00		
	Stand Up Pouch of Maple Herbal Tea (13 Tea Bags per Pouch)		\$4.00		
	Individual Maple Black Tea Bags (25)		\$9.60		
	Individual Maple Herbal Tea Bags (25)		\$9.60		
COFFEE	Maple Coffee (Case of 6, 12 oz bags)	Please circle: Ground or Whole Bean	\$38.40		
	Maple Coffee (Case of 42, 2.5 oz bags)	Ground Only	\$55.80		
	K-Cup Maple Coffee (Case of 6 Boxes)	Ground Only	\$36.00		
	K-Cup Maple Coffee (Box: 12 Pods per Box)	Ground Only	\$6.00		
NY MAPLE	NY Pure Maple Stickers		\$5.25		
	NY Maple Recipe Pads		Shipping Cost		
	Maple Weekend Coloring Book		\$0.75		
	Maple Syrup Activity Book		\$0.75		
	Reusable Tote Bag	Order 15 and pay \$27 (includes shipping anywhere in NYS).	\$1.25		
READING MATERIALS	Confection Notebook		\$25.00		
	Vacuum & Tubing System Notebook		\$25.00		
	Maple Syrup Cookbook		\$9.60		
GRAND TOTAL (please note: shipping will be added, if applicable)					



Maple at the New York State Fair!



After doubt and uncertainty that the New York State Fair was going to even take place, the New York State Maple Syrup Producers Association continued a nearly 75-year tradition of serving maple syrup and maple products to fairgoers.

Naturally, the State Fair attendance numbers were drastically affected by COVID-19, and daily attendance was lower than in previous years due to the extended 18-day fair this year.

Thankfully, New York State Fair officials have announced that they are resuming with the original 13-day state fair next year. We feel that this is a better alternative for the association and other businesses and organizations that had difficulty staffing their booths. Crowds were definitely smaller this year, but it did give fairgoers the ability to not feel as compressed and made the fairgrounds feel even larger.

The Horticultural Building assembled a large number of picnic tables that were directly adjacent to the NYS Maple stand, allowing fairgoers to sit and relax while enjoying maple ice cream and other maple products that we were offering.

We certainly wouldn't describe the sales as brisk, but we are glad we participated and were able to connect with faithful clients and friends we see every year, serving up some of the familiar favorites like maple ice cream, candies, maple cotton candy, and Pure New York State Maple Syrup.

The association is thankful to all the staff and volunteers that made this year's New York State Fair participation possible. We feel that it was a successful year, and we are very optimistic to return to the fair next year to connect again with old friends and maple producers alike.

Helen Thomas



**Justus
Asthalter**
Maple Syrup, Inc.

Authorized Dealers for



sugarhill
CONTAINERS

Fully Stocked Glass & Plastic Inventory

Sean Boyes
865 Aden Rd., Parkville, 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



Thomas Kaufman
65 Charlie Wood Road
DeLancey, NY 12752

Maple Sugaring Equipment

607-746-6215/fax 607-746-8367

tomshane95@msn.com/www.catskillmountainmaple.com

CDL USA, Wes Fab, Zap-Bac, Sugarhill

301 Myron Road
Syracuse, New York 13219



A new NYSMPA membership runs from January 1 through December 31.

Rates are:

1 YEAR: \$65.

3 YEAR: \$180.

ASSOCIATES: \$25.

(Must be a colleague of a full member)

RETIRED *(No longer making syrup)*: \$25.

STUDENT: \$10.

(Must present proof of school registration)

Contact:

Helen Thomas,

Executive Director

office@nysmaple.com

301 Myron Road

Syracuse, New York 13219

315-877-5795 Fax: 315-488-0459

NYSMaple.com