

Maple Syrup Digest

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GREETINGS FROM YOUR PRESIDENT



Late last summer you may remember discussion around the maple industry about Log Cabin introducing a new product which stated on the label it was "pure & natural" but when you looked at the ingredients you were left wondering if this was really true. The container that this new product was being sold in also looked exactly like the Sugarhill container many of us have used for years to package and sell our pure maple syrup. So not to confuse consumers many of the large grocery chains will place the "pure" maple products on a different shelf or area away from the imitation pancake syrups but in several stores we've noticed this new product in a container looking very much like ours was being placed on the same shelf as the pure product. I'd like to announce that after being contacted by officials from several state and federal agencies as well as the IMSI, Pinnacle Foods Inc., which is the parent company that owns the Log Cabin brand, has agreed to remove the caramel coloring and also change the label so that it's not so confusing to the consumer. This, I feel, is a good win for our maple industry but the real victory will come when we can convince everyone to use pure maple and not the imitation maple flavored syrups, just think how much more syrup we could sell.

It's with deep regret that I announce the passing of Richard "Dick" Haas, Dick was a long time friend to many of us and giant supporter of our maple industry for many years. Dick and his wife Janet owned Hillside Plastics for many years and

was well known for developing a coating which could be placed on plastic syrup containers to create an oxygen barrier which would preserve the product inside giving you a longer shelf life. Dick was a strong supporter of the NAMSC Research Fund and was the only container company for many years that collected the one penny per container for research. Because of Dick's years of support he was inducted into the North American Hall of Fame and will be remembered for years to come for all he did. As a way to honor Dick and Hillside Plastics long time support of our maple industry the NAMSC's Executive and Research Committees along with support from the Haas family have developed the Richard G. Haas Memorial Fund. As another part of this fund we have also created the Richard G. Haas Distinguished Service Award that will be given out each year at our annual meeting. To learn more about this new memorial fund and how you can become a part of it please look for the article regarding it inside this issue of the Maple Digest. If you have any questions regarding this please contact Mike Girard or myself.

Thank you and good luck this coming maple season!

Rick Marsh

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IMSI NEWS

*By: Dave Chapeskie, R.P.F.
Executive Director, IMSI*

The year 2010 was a very busy and productive one for the International Maple Syrup Institute (IMSI).

IMSI continues to discuss and monitor developments in the international supply, demand and prices of pure maple syrup. It is interesting to look back over important market related developments since 2008. In that year, there was some market share loss to maple substitutes in the international marketplace due to a tight supply situation combined with higher prices for bulk syrup. This pressure caused some packers to introduce or expand products containing a percentage of pure maple syrup in an attempt to stretch supply and reduce costs. Some markets for pure maple syrup were lost due to supply constraints. This pressure was eased following the record-breaking crop in 2009 in Quebec as well an excellent crop in many provinces and states in that year. In the fall of 2009, there was little syrup left in the strategic reserve administered by the Federation of Quebec Maple Producers and generally enough syrup to satisfy market demand leading up to the 2010 maple production season. The 2010 maple crop was generally good and helped stabilize the balance between international supply and demand of syrup. It is anticipated that there is enough syrup available to satisfy international market demand through to the 2011 maple production season. In some areas such as in Ontario where the 2010 season was only fair, it has

been necessary to buy-in more syrup in 2010 to satisfy market demand.

In some circumstances, the demand for maple syrup in 2010 has increased and in other regional areas, it may have declined somewhat. However, in general demand for pure maple syrup remains very good in domestic and international markets and growth prospects remain very good. Increased consumer awareness regarding the uniqueness of pure maple syrup including nutritional and potential health benefits will help. Producer investment in expansion of their facilities in some regions over the past few years is a positive indicator of the health of the maple syrup industry. Markets continue to trend towards demanding significantly more medium and darker syrups than was the case historically. This trend is driven by consumer preferences in North America and the international marketplace. Prices for maple syrup generally stabilized in 2010 with a reduction noted in some local markets.

As we enter 2011, it is appropriate to reflect on accomplishments of the International Maple Syrup Institute over the past year and look forward to achieving more progress on behalf of the Institute's members in 2011. A summary of accomplishments in 2010 includes:

- Provided continued member service on checking for potential adulteration of maple syrup in North American and overseas markets and initiated discussion regarding development of a potentially broader involvement in quality assurance monitoring for the Institute;
- Preparation of an implementation schedule outlining activities and timing for implementation of IMSI's stan-

standardized maple grades proposal which was approved for implementation by IMSI's Board of Directors at their meeting in Bar Harbor, Maine in 2009. Packaging, distribution and transfer of awareness and educational materials; completion of some ground work required to support test-driving the proposed system and completion of initial work on a draft submission to regulatory agencies to support the proposed grading changes;

- Completion of a review and finalization of IMSI's Strategic Plan including Institute By-Laws; a revised Use of Logo Policy and a Code of Ethics; the Code of Ethics represents a new professional requirement for IMSI members; the new Strategic Plan was formally accepted by the membership at IMSI's Annual Meeting in Stratford in October;

- Initiated a review of information documenting the nutritional and potential health benefits of pure maple syrup; started work on strategic approach to utilize scientifically validated nutritional and health related information more fully and making the information more generally available to IMSI members;

- Provided leadership in designing the very successful technical and marketing component of the 2010 NAMSC and IMSI Annual Meetings Program in Stratford, Ontario in cooperation with North American Maple Syrup Council and Ontario Ministry of Agriculture, Food and Rural Affairs representatives;

- Facilitating communication and lobby support directed to minimize the impact of potentially illegal product labeling and misrepresentation in the marketplace;

- Providing an effective forum for ongoing communications, including quarterly Board of Directors Meetings held in both Canada and the United States;

- Sponsored Lynn Reynolds and Golden Maple Leaf Awards for excellence;

- Continued work towards gradual building of IMSI memberships; and,

- Dealt with ongoing issues as required.

Important Institute priorities in 2011 will include:

- Continuing adulteration testing service and monitoring for inappropriate or misleading labeling provisions;

- Continue discussion shaping IMSI's role regarding International Quality Assurance Monitoring;

- Work with the North American Maple Syrup Council to finalize a directive and accompanying guidelines for planning the Annual NAMSC and IMSI meeting event in future years;

- Continue awareness/education activities regarding IMSI's Standard Maple Grades Proposal, finalize the Regulatory Submission regarding the proposed changes and otherwise prepare for implementation of standard maple grades;

- Finalize review of nutritional and health related information for pure maple syrup and provide appropriate messaging and related marketing materials for IMSI members;

- Help finalize a directive and accompanying guidelines for planning future IMSI and NAMSC joint Annual meetings in cooperation with NAMSC;

- Select appropriate wording which can accompany use of IMSI's Logo by IMSI members;

- Develop a Proposal to Renew IMSI's website;

- Develop an Annual Work Program Plan to help guide activities and investments of IMSI in 2011;and,

- Explore and act on options to increase Institute revenues to support IMSI initiatives.

At IMSI's Annual Meeting in Stratford, Ontario on October 22, 2010, 26 Directors were elected to serve the Institute in 2011. All Directors who served the Institute in 2010 are thanked for their contribution. A new Executive Committee was also elected for 2011 and they are as follows:

- President** - Richard Norman, CT
- Vice-President** - Yvon Poitras, NB
- Treasurer** - Steve Selby, VT
- Past-President** - Gary Gaudette, VT
- Executive Director** - Dave Chapeskie, ON

Gary Gaudette is thanked for his service as IMSI President over the past two years and. Jerry Kless is thanked for his contributions as a member of IMSI's Executive Committee. Yvon Poitras is welcomed as a new member of IMSI's Executive Committee.

Dave Chapeskie, IMSI's Executive Director or any member of IMSI's Executive Committee should be contacted if you have questions related to IMSI's activities.

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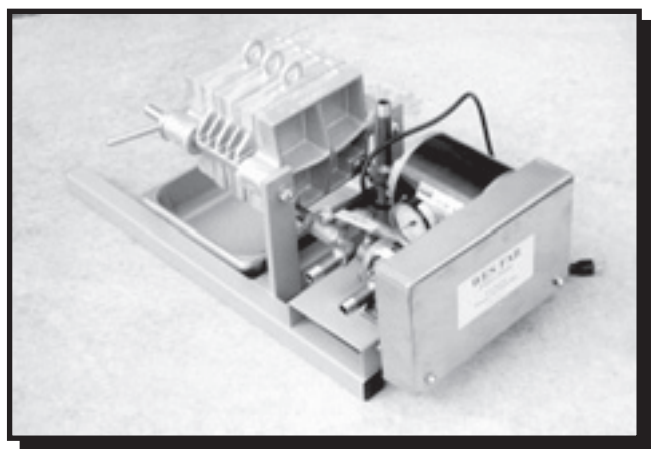
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COMMONLY ASKED QUESTIONS AND ANSWERS

Proposal for New Standardized Maple Syrup Grades and Nomenclature for the Maple Syrup Industry

1. Who is recommending new standardized grades and nomenclature for pure maple syrup?

The International Maple Syrup Institute (IMSI). IMSI's Board of Directors voted to take necessary steps towards implementation of the standardized grades proposal at their meeting in Bar Harbor, Maine in October 2009. They based their proposal on:

- An extensive review of existing maple grades, nomenclature and current maple regulatory provisions in Canada and the United States.
- Extensive consultation with provincial/state producer associations, maple packers, maple retailers and others.
- Findings from both flavour related and consumer research.

2. What changes to the existing maple grades and nomenclature are proposed?

The existing grades and nomenclatures utilized in Canada and the United States would be eliminated and replaced with a single international standardized grading system.

3. What are the main features of the proposal for standardized maple grades?

The main features are:

- A standard definition for Pure Maple Syrup.

- Only two maple syrup grades that are Grade A (with four colour classes with related quality descriptors) and a Processing Grade.

A single grade of maple syrup (Grade A) is proposed for retail sale in the North American and International marketplace. The syrup may be of any of the four colour classes and may vary in intensity of flavour but off-flavoured syrups are not permissible in this grade. All syrup not qualifying for Grade A (including off-flavoured syrups) must not be sold in retail markets and must be labeled as processing grade. Their other uses (such as ingredients) will be permitted as long as they meet appropriate regulatory requirements.

Consumer studies and prevailing opinion within the maple industry acknowledge that flavour and/or taste is the most important characteristic of pure maple syrup for consumers. Colour is also important as a taste indicator and consumers acknowledge the link with intensity of flavour. Syrup will continue to be classified by colour in the new standardized system. However, it will provide consumers and ingredient users with a more direct indication of the taste expectation for a particular colour class.

4. What benefits will be derived from implementing this new grading system?

Important benefits of the proposed changes include:

- Establishing four distinct classes of Grade A syrup for retail sale, recognizing that different consumers prefer syrups with different taste intensities, eliminating the current

discrimination against darker syrup.

- Providing a more simple system, requiring fewer different labels after the initial transition.

- Placing a stronger focus on keeping off-flavoured syrups out of the retail marketplace that could potentially damage the reputation of pure maple.

- Providing one international definition for "pure maple syrup", as a single reference for all maple industry and consumers.

- Increasing cohesiveness and helping "pure maple syrup" to stand out as a unique, pure and natural product.

- Simplifying trade, marketing, communication, packing and sale of maple syrup.

- Aligning characteristics of maple syrup with label descriptors that are easy to understand and better reflect consumer preferences.

- Allowing the retail marketplace to regulate class distinctions between different syrups and helping scarce regulatory resources to put more emphasis on removing syrups with off-flavours and those that do not meet regulatory requirements from the marketplace.

5. How can producers measure flavour and off-flavour attributes of syrup objectively?

Research is currently being carried out for the development of practical instrumentation to measure significant variance in taste as well as off flavours for pure maple syrup. In the meantime, producers and packers must enhance their abilities to detect differences in the taste of syrup for retail sale and the presence

of off-flavours of syrup to be classified as processing grade. Since the descriptive terminology is quite basic (delicate, rich, robust, strong), there is room for some variance in interpretation, particularly in the mid-range of taste intensities. Producer Associations and Government Regulators or experienced Maple Consultants may provide a third party opinion on the appropriate colour or taste classification of syrup, where this is needed. Those involved in the bulk trade will mostly rely on expert tasters and most bulk syrup produced is already assessed by experts for the presence of off-flavours.

In circumstances where colour is not well aligned with taste attributes due to natural (i.e. metabolism) or other factors, producers and packers will have the option to blend products to achieve the desired taste attributes, provided that Federal and State/Provincial Regulations are respected. If this cannot be achieved, then the syrup must be packed as "processing grade" and sold wholesale or used for personal consumption.

6. How can we handle consumer or processor complaints about improper colour or taste classification?

It is important to remember that all retail syrups will be in the same Grade A category and will continue to be classified by colour. It is anticipated that customer-buyer interactions will work to correct discrepancies in the classification of syrup based on colour or taste. With enhanced training, producers and packers will become better at characterizing syrup with a focus on taste attributes. They should be prepared

to respond to consumer concerns on a case-by-case basis. Taste descriptors in the new system are very basic and will be an indicator of taste. They will not represent absolute distinctions, taking into consideration potential overlap based on producer, packer and consumer perceptions of taste. The main focus will be the significant differences between label descriptors and actual colour or taste attributes (i.e. delicate taste versus strong taste). Regulators will be asked to focus their scarce resources on helping remove syrup from the retail market place which does not meet regulatory requirements or has flavour defects.

7. Will the new system not encourage some producers with poor production standards to retail defective darker syrups as grade A?

Inferior quality syrup is not correlated with the colour of syrup produced (i.e. could be light or dark syrup). A combination of awareness/education, regulatory monitoring, desire to maintain customers and peer pressure will serve to minimize entry of inferior, including off-flavoured, syrups into retail markets. Increasingly, consumers are requesting information related to the producer of the syrup as well as the production facility to help them assess their purchase decision.

8. Will there be costs for implementing the new grading system?

State/Provincial maple producer associations, packers of syrup and educators will have a very important role in raising awareness and edu-

cating consumers and processors on the new system. They will be strongly encouraged to host and participate in maple grading schools and awareness and educational sessions.

Instrumentation to measure light transmittance will change. If colour comparators are used, new instrumentation will need to be purchased. New instrumentation designed to detect off-flavours in syrup may be available in the future. New labels will also need to be printed for the implementation of the new grading system but a transition period will allow producers and packers of syrup to use up their current labels.

9. When will the new grading system be implemented?

Implementation of the new system will take at least two years (2013 maple production season). The main factor affecting the implementation schedule will be the time required for regulatory changes. The IMSI will make every effort to keep the maple industry stakeholders informed of progress towards implementation. While full implementation will take several years, this change will be in place for decades, defining the "pure maple syrup" of the 21st century. The last significant change to maple grades and nomenclature occurred in 1966 (minimum Brix level was increased from 65 degrees Brix to 66 degrees Brix).

10. What is the mission of IMSI and who does the organization represent?

IMSI was founded in 1975. The mission of IMSI is to help protect the integrity of pure maple syrup in the

international marketplace. This includes recommending standards and guidelines for the production and marketing of pure maple syrup and helping safeguard its purity and quality.

IMSI's membership includes most provincial/state maple producer associations, a very good representation of maple packers, maple equipment suppliers and vendors, some maple research institutions and other parties with an interest in the maple industry.

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 Committee
 Telephone: 613-658-2329
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THE 2011 NAMSC AND IMSI MEETINGS TO BE HELD IN MICHIGAN

Come to the 2011 NAMSC and IMSI meetings, hosted by The Michigan Maple Syrup Association. They will be held from Sunday, October 23, through Wednesday, October 26, at the Bavarian Inn Conference Center in Frankenmuth, Michigan. The theme of the conference is Michigan, 2011, MAPLEFEST.

Frankenmuth is located in the rich farm country of Michigan's "Thumb" and is 100 miles from Detroit and 90 miles from Sarnia, Ontario and Port Huron, Michigan. Many of the early settlers in the area were of German descent and their traditions are carried on in the architecture and hospitality of the region.

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Richard G. Haas Memorial Fund

 Richard G. Haas of Hillside Plastics and creator of *Sugarhill*® containers will long be remembered for his years of support of the North American Maple Syrup Council, the Maple Research Fund, and his contributions to the advancement the maple industry.

 Dick Haas began his life's work with the experience learned on the family's Dairy Farm in Southwick Massachusetts. In 1969 he joined Hillside Plastics of Sunderland, Massachusetts and later purchased the business, moving operations north to Turners Falls. His passion was his business and through Hillside Plastics Dick made a significant impact on the maple industry with the development a new line of maple syrup bottles known as *Sugarhill*® containers. In addition, he patented a coating process to help preserve the quality of pure maple syrup in *Sugarhill*® plastic containers. His efforts in the maple industry earned him the NAMSC Special Recognition Award in 1996 and induction into the Maple Hall of Fame at Croghan New York in May of 2000.

 A Memorial Fund in the name of Richard G. Haas has been established to recognize his support of the goals of the North American Maple Syrup Council, the efforts of NAMSC Research Fund and the advancement of the maple syrup industry. The fund will be managed by the NAMSC Maple Research Fund Committee and the use of funds approved annually by the NAMSC Delegates.

 In recognition of Dick and Hillside Plastics long time support of the North American Maple Syrup Council and the NAMSC Maple Research Fund, the proceeds from the memorial fund can be used for one or more of the following:

- Sponsor the **Richard G. Haas Distinguished Service Award** at the NAMSC Annual Meeting for a leading Maple Research Organization, Research Professional or Alliance Partner for work and / or contributions to the maple industry.
- Maple Research, Events, programs, scholarships, publications or sponsorships related to the support and advancement of Maple Industry Research.
- Provide funding in the name of Richard G. Haas for the Annual Maple Hall of Fame Program at Croghan New York.

 Contributions payable to the **Richard G. Haas Memorial Fund** are welcome from all involved in the maple industry and can be sent to:

Joe Polak, Treasurer
North American Maple Syrup Council, Inc.
W1887 Robinson Dr., Merrill, WI 54452
maplehollowsyrop@frontier.com

OR

Michael A. Girard, Executive Director
North American Maple Syrup Council, Inc.
PO Box 581, Simsbury, CT 06070-0581
mgirard@simsicroft.com

The Council Officers and Delegates thank you in advance for your consideration.
Questions and comments should be directed to either Joe Polak or Mike Girard.

Dick Haas December 13, 2010

By Russ Davenport

Dick had really become a brother to me. Sadly the end of an era has happened. The whole maple family will mourn the passing of "Dick" Richard Haas, on Dec. 13, 2010. Dick was an inventor, a production genius, and a friend of the whole maple industry.

From the very beginning Dick knew where he wanted to be. The creation of Hillside Plastics and even more important the creation of Sugarhill Containers, started because Dick was making plastic bottles for the milk his farm produced. This led to the request from Charlie Bacon to make plastic for bottles of syrup. A bottle was formulated and patented to stand at least 180 degrees Farenheight.

Soon because of other molders the need for a new plastic bottle came about. Dick invented the "Sugarhill" syrup container and also the oxygen barrier bottle that has made Sugarhill number ONE in the maple world. I was asked by Dick of Hillside could we make a maple container. I said "Sure". This is when "Sugarhill" was invented and created.

The new Hillside plant in Turners Falls opened in 1993 as the worlds pioneer maple container manufacturer. Not only do they make all the containers for Sugarhill, Bacon and Kress for maple syrup, they also manufacture many other plastic containers like windshield washer, bar and chain oil and many other containers.

Dick was very proud of all this success. We can't blame it all on Dick as the rest of his family, especially his wife Janet, have played an important part in this success. Dick has been a familiar person industry wide. Some fourteen states and five provinces of Canada all know Dick and family as important business friends.

My heart as well as my wife, Martha's heart, goes out to this Pioneer Family of our industry. His accomplishments will be felt industry wide for a long time.

This is just a small token of the appreciation I have for "Dick" Haas. God Bless.

Russ

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THOUGHTS ABOUT DICK HASS

By Bill Clark

Vermont maple producers, as were maple producers everywhere, were saddened to learn of the passing of Richard "Dick" Hass this past December. Dick was one of the best friends that the maple industry every had.

I first met Dick many years ago down in an old tobacco barn in Sunderland, Massachusetts. Dick was using this old barn to produce a new syrup container for the maple industry. (You had to watch out that you didn't bump your head into the six foot high overhead crossbeams).

Plastic syrup jugs were having a lot of problems back then, some thirty years ago. Dick knew that they had to be better and that they could be made better. He spent the next years of his life developing and producing the worlds best plastic maple syrup jug which included the XL coating.

In the early 1990's, Dick and I agreed to a contract for Sugarhill to produce a VMSMA design, XL containers for the Vermont Maple Sugar Makers Association. We closed that contract with only a "hand shake." I suppose that in today's world a "signed contract" would contain a lot of paper with two lawyers signing as witnesses.

Over the years, Dick spent a lot of time and money traveling all over to Maple Schools and Maple Conferences in Vermont and many other maple states. He always knew the "pulse" of the industry and his customers needs.

Dick and his company have been long-time supporters of the North American Maple Syrup Council (NAMSC) and the International Maple Syrup Institute (IMSI).

NAMSC created its Maple Research Fund in 1987 with an attempt to raise its funding from voluntary donations of one cent per syrup container sold. No other company led the way as Sugarhill did in making this a reality. Working with wholesalers, retailers and individual maple producers, Sugarhill generated more revenue for this cause than any other entity in the entire maple world.

Many are saddened by hearing that Dick was laid to rest on December 16th, 2010. I guess I don't see it quite that way. Dick Hass never ever stopped doing something to make the maple industry better. I have no belief that he would quit now. As i continue to fill Sugarhill jugs, I see Dick smiling back at me from every jug I fill. Sorry folks, as far as I'm concerned, Dick Hass lives on forever in maple.



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Technical Sessions 2010 at Stratford, Ontario October 21-23, 2010

Topic: Sanitation of the Maple Sap Collection System

Speaker: Dr. Luc Lugace,
Research Scientist, Centre Acer

Summary: Best management practices recommend sanitation of the maple sap collection system to limit the growth of microbes and their detrimental effects on maple production. Presentation focused on comparison between sodium hypochlorite and isopropyl alcohol. Isopropyl alcohol was found to do a better job lowering bacteria counts. Isopropyl alcohol is approved for use in Canada but not in US.

Topic: Review of Sap Yield Research-UVM Proctor Update

Speaker: Dr. Tim Perkins, UVM
Proctor Maple Research Center

Summary: The presentation compared results of annually-replaceable spout adapters, check-valve adapters, dropline replacement and other strategies to improve sap yield. Spout adapters and check-valves are cost effective, dropline replacement is costly.

Topic: Sap Collection Under Vacuum - What's Next?

Speaker: Dr. Tim Perkins, UVM
Proctor Maple Research Center

Summary: Maple tubing systems have evolved over the past century. Early systems were made of metal and only marginally effective. The introduction of plastic in the 1950's was a major revolution, and led the way for massive change in the industry. Study using mainline and droplines with no laterals showed

very little production difference when using no more than 5 taps per lateral line.

Topic: Recent Advances in Membrane Concentration of Maple Sap and Factors Affecting Membrane Performance

Speaker: Dr. Alfa Arzate,
Research Scientist, Center Acer

Summary: Membrane concentration technology currently used in the sugarhouse includes two types: reverse osmosis and nanofiltration membranes. These membranes consist of very thin films that, under pressure, can separate maple sap from water at a microscopic scale.

Topic: Profile of the largest Maple Operation in Ontario

Speaker: Calvin Gilbertson,
Producer, St Joseph's Island, ON

Summary: This 40,000 tap maple operation employs underground mainlines and uses only reverse osmosis and steam to produce maple syrup. The Gilbertson's have a premier operation that includes a beautiful pancake house and store.

Topic: Maintaining Biodiversity in the Sugar Bush

Speaker: Mr. Ken Elliot, Forestry Specialist, OMNR, Ontario

Summary: Sugar bush managers who choose to retain, maintain or enhance biodiversity features and conditions in their woodlot can increase ecological value and improve long-term health. Elements of structural diversity that sugar bush managers can focus on include: vertically differentiated canopies, variable horizontal diversity, edges, large snags, downed wood, large trees and areas of low disturbance. Some specific features that contribute to biodi-

versity include: native tree species diversity, exotic non-native species, wildlife trees, water and wetlands. Management objectives that include biodiversity will contribute to the health and well-being of the woodlot, the surrounding natural areas and the greater environment.

Topic: An Update of Asian Long-horned Beetle and Emerald Ash Borer in Canada -2010

Speaker: Mary Orr, Canadian Food Inspection Agency

Summary: An Asian Long-horned Beetle infestation was first detected in September 2003 in Vaughn, north of Toronto. Approximately 28,000 trees have been removed to date. Visual inspection of the trees in the regulated area will continue until no signs of attack have been detected for five years.

The Emerald Ash Borer was first detected in Canada in 2002 in Windsor, ON. Currently traps and visual surveys attempt to determine where EAB is present.

Topic: Recycling Maple Tubing - Progress and Potential

Speaker: Ms. Annie McMillan, Agrichemical Toxicologist, Vermont Agency of Agriculture, Food and Markets

Summary: Vermont has 180 tons of maple tubing and mainline available for recycling. Canada has approximately 940 tons and very little has been recycled to date. Disposing of this material in a Landfill does not make economic sense. Recycling options are limited.

Topic: Establishing and Maintaining Orchards

Speaker: Mr. Todd Leuty, Agroforestry Specialist, Ministry of

Agriculture, Food and Rural Affairs, Ontario

Summary: New maple orchards and mature maple orchards can be managed for multiple purposes which may be more profitable than syrup alone. Large caliper sugar maple transplants could be a new industry to significantly reduce the establishment period of new maple orchards. Intercropping using annual or perennial farm crops is common in fruit and nut orchards; this can be adapted to maple orchards where soil conditions are suitable and markets accessible. Understory vegetation can be managed by grazing livestock on a rotational basis. In mature orchards with closed canopies there may be opportunities to produce marketable shade crops. Wild leeks are being investigated as a potential annual crop.

Topic: The Development of Fast-growing 'supersweet' RPM Maples

Speaker: Mr. Michael Farrell, Uihlein Forest, Cornell University

Summary: The Cornell Maple Program is continuing with previous efforts to develop sugar maple trees with increased sap sugar concentration. Thousands of seedlings have been distributed among producers throughout the northeast. The latest development has been a partnership with RPM Ecosystems in Dryden, NY, utilizing the patented Rood Production Method technology to develop extremely fast growing trees. 3000 seedlings have been grown and planted that could be reach tapable size within 15 years and could contain much higher sugar concentration than average sap sweetness from natural sugar bushes.

Topic: Landowner Attitudes

towards Maple Production in the Northern Forest

Speaker: Michael Farrell, Uihlein Forest, Cornell University

Summary: in 2009, Cornell University administered a survey to 2400 landowners in Northern Forest states. The purpose was to determine the opportunities and obstacles for landowners to either start producing syrup themselves or leasing their land to an existing producer.

Topic: Forest Stewardship Council (FSC) Certified Maple Syrup in Ontario

Speaker: Ray Bonenberg, IMSI Director and producer, Ontario

Summary: In eastern Ontario some maple producers will be able to market their syrup as certified by the Forest Stewardship Council (FSC). The FSC is an international certification and labeling system that guarantees the forest products purchased come from responsibly managed forests.

Workshop: Culinary Demonstration-Stratford Chefs School

Speaker: Mark Brown, Piddicombe House, New Hamburg, Ontario

This presentation covered basic, nutritious recipes for an appetizer, soup, salad, entrée and dessert. It emphasized locally grown products and demonstrated that cooking with maple syrup can be affordable for the average family and appeal to all ages.

Topic: Research and Marketing Programs of the FQMP related to Health Benefits of Pure Maple Syrup

Speaker: Genevieve Beland, Director of Promotion and Market

Development, Federation des producteurs acéricoles du Québec

Summary: An overview of the research and marketing initiatives and progress related to documentation of nutritional health benefits of pure maple syrup.

Topic: Characterization and Identification of Antioxidant Polyphenols in Maple Syrup

Speaker: Dr. Mambouh Abou-Zaid, Research Scientist, Natural Resources Canada

Summary: Twenty-four phenolic compounds were isolated from medium grade syrup and identified on the basis of spectral and chemical evidence. They were a) benzoic acid and several hydroxylated and methoxylated derivatives; b) cinnamic acid derivatives; c) flavonoids. Eight samples indicated the presence of many more phenolic substances in the syrups. In view of well-established antioxidant activity these substances possess, it is suggested that it is the complexity of the mixture rather than any one compound that may serve to counter the presence of the high concentration of the sugars in the syrup.

Topic: Maple Sap and Syrup - A Rich Source of Abscisic Acid and Polyphenols with Potential Benefits to Health

Speaker: Dr. Yves Desjardins, Research Scientist, CRH/INAF, Laval University

Summary: Natural sap contains sugar, minerals, oligosaccharides, some proteins, polyphenols and phytohormones. Original results on the content of sap and syrup in phytohormones and especially in abscisic acid (ABA), in ABA-conjugates and its metabolites were presented.

The largest form of sesquiterpine in the sap and syrup was found to be phaseic acid and dihydrophaseic acid accounting for almost 90% of this class of molecules while ABA accounted for close to 10% of this terpenoid in the sap and syrup. Recently ABA and its metabolites have been suggested to act as autocrine cytokine molecules in human granulocytes and were shown to stimulate the release of insulin by pancreatic Langherans Islets. The higher titer of ABA in maple products may explain why they are better tolerated by those suffering from diabetes and metabolic disorders than other sugars.

Topic: Marketing of Agricultural Products - Lessons Learned

Speaker: Mr. Hector Delanghe, Delhaven Orchards, Ontario

Summary: Successes and failures marketing agricultural products over many years.

Topic: E-Commerce Applied to Agriculture and Maple

Speaker: Ms. Linda Grimo, Co-manager, Grimo Nut Orchards

Summary: The Niagra Local Food Coop is an innovative distribution system to market local food to local people.

Topic: Eco-tourism and Value Added Maple

Speaker: Shirley Fulton-Deugo, Fulton's Pancake House and Sugar Bush, Lanark Ontario

Summary: There are many questions to consider before transforming some of your syrup into value-added products. Value added items at Fulton's Pancake House include special events, creative menu additions, maple gourmet products and a unique body and bath line.

Topic: Development of Value-Added Maple Products-New York State Project

Speaker: Mr. Steve Childs, Maple Extension Specialist, Cornell University

Summary: The New York State Maple Confection Notebook is the result of 5 years of maple related research. Part of the project was to develop a simple way of testing the invert sugar level of syrup using the common diabetic meter which is now well developed. A secondary goal of the project was to develop value-added use for dark and extra dark syrup where the invert sugar is too high for making crystallized confections. Products include: Maple marshmallows, Maple meringues, fresh Maple soft-drink, Maple syrup straws, Maple sugar straws, suckers and hard candy made with 100% maple syrup, Maple slushies and maple smoothies. An additional result of the project was the development of a special ribbon to be used on Gold Medal cotton candy machines when maple cotton candy is being made that improves cotton candy quality and output.

Topic: Quality Assurance Programs for Maple-Ministry of Agriculture, Food and Rural Affairs

Speaker: Mr. Paul Bailey, Coordinator of Risk Identification and Management Unit, Ontario

Summary: Best practices were discussed that may be included in a quality assurance program and what proof of quality assurance program implementation is required to establish buyer confidence.

Topic: Detection of Off-Flavours in Syrup Using Spectroscopy

Speaker: Dr. Luc Lagace,
Research Scientist, Centre Acer

Summary: The objective is to develop a new method to detect syrup with off-flavors. A new method based on spectroscopy was developed to assist inspection procedures. Results are promising.

Topic: Detection of Maple Adulteration by Sugars

Speaker: Dr. Nathalie Martin

Summary: The objectives of this study were 1) to investigate the efficiency of different spectroscopic methods for the detection of adulterated maple syrup and 2) to develop a prototype adapted for rapid detection of maple adulteration.

Topic: Use of Air Injection-Collaborative Research Findings and Operational Guidelines for Proper Use

Speaker: Dr. Tim Perkins, UVM Proctor Research Center; Dr. Nathalie Martin, Research Scientist, Centre Acer; Mr. Vernon Wheeler, Producer, Wheelers Pancake House, Ontario

Summary: Effects of air injection on maple syrup production, chemistry and flavor attributes was studied.

Respectfully submitted,

Joe Polak, Secretary NAMSC



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UPCOMING PHOTO CONTEST

Have you toured sugar bushes in Maine? Ontario? New York? Michigan? Vermont? It would be exciting to be able to visit all our maple syrup producing states and provinces but time is limited, especially during the syrup season. But, wait, with your help, there is a way to admire the sugar bushes of the different states and provinces! The Photo Contest, held at the NAMSC-IMSI Annual Meeting (this year in Frankenmuth, Michigan) encourages amateur photographers and, also, allows attendees to view pictures of a variety of maple syrup related activities.

Grab your camera and 'click some pics' of the unique aspects of your maple syrup production. Pictures will be entered in the following categories:

1. Maple Scenes and Visitors to the Sugar Bush
2. Maple People on the Job
3. Youth and/or Old-Timers Participating in Maple Activities
4. Sugar Houses and/or Maple Products

5. Creative Maple Related Photography: could be close-ups, unique approaches and/or digital manipulation.

You may be a 1st, 2nd, or 3rd place winner in any of these categories but conference attendees will all win by sharing views of maple syrup production from Ontario to Nova Scotia and Minnesota to Maine! More details will come in the June Maple Digest and in your conference registration materials.

For further information contact:

Merrie Hammel - Telephone:
989-506-8555 or 989-828-5415
e-mail: mhammel@edzone.net

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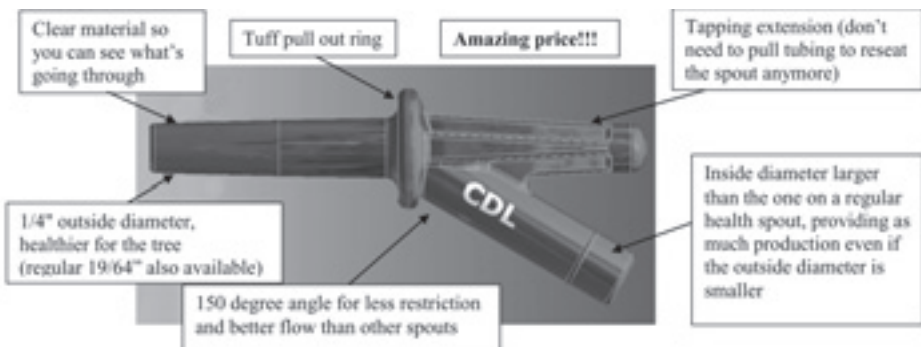
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2010 Sugaring Season Survey

Timothy D. Perkins, Ph.D. - Director,
UVM Proctor Maple Research Center
Underhill Ctr., VT 05490

In mid-April 2010, an invitation to participate in a survey was sent to subscribers of two maple forums, MapleTrader.com (www.mapletrader.com) and the Maple Chatterbox (www.maplechat.com). The survey was designed to get some basic information about the operations of the respondents, to describe various maple-related practices involved with sanitation practices (changing tubing, spouts, etc.) and to get feedback from users about the Leader Check-valve adapter. The survey questions and responses follow. In many cases where numerical responses are given, the numbers following the response are the number of respondents giving that answer followed by the percentage of respondents answering in that category. In some cases, the percentage of responses does not total to 100% due to rounding error. Comments from the author on various parts of the survey are provided in *italics*.

SURVEY INVITATIONS

Total Responses Received: **94**

RESULTS FILTERING

Select No Filtering

Questions 1-7 provide a basic description of the respondents and their maple operations. In general, operations spanned a wide range of sizes and geographic locations, with an average # of taps of 2,388. Respondents came from a variety of places, but New England and New York were most heavily represented. Most producers felt that the season had sap with a lower sugar content, producing syrup with more niter, and that the season was somewhat below average in terms of syrup yield. Slightly over half of the survey respondents used reverse osmosis with the majority of those concentrating to 8-10 deg Brix.

QUESTION 1

Approximately how many taps did you have during the 2010 sugaring season?

Range: 14,365 (35 to 14,400)
Average: 2,388
Median: 1,150
Total responses: 93
Mode: 2000

The total number of taps represented in this survey is slightly over 222,000.

QUESTION 2

Where are you from (State or Province)?

New Brunswick	1	1%
Quebec	1	1%
Ontario	7	7%
West Virginia	2	2%
Connecticut	3	3%
Michigan	3	3%
Wisconsin	3	3%
Ohio	4	4%
Pennsylvania	4	4%
Massachusetts	5	5%
Maine	5	5%
New Hampshire	12	13%
New York	15	16%
Vermont	25	27%
Not reported	4	4%

QUESTION 3

What was your approximate yield in SAP (gallons) per tap this year?

0.1 - 4.9 gal sap/tap	17	18%
5.0 - 9.9 gal sap/tap	21	23%
10.0 - 14.9 gal sap/tap	22	24%
15.0 - 19.9 gal sap/tap	10	11%
20.0 - 24.9 gal sap/tap	14	15%
25.0 - 29.9 gal sap/tap	5	5%
30.0 or more gal sap/tap	4	4%

QUESTION 4

How would you describe your sap yield this year?

Way less than average	27	29%
Less than average	29	31%
Average	24	26%
More than average	10	11%
Way more than average	4	4%

QUESTION 5

How would you describe your sap sugar content (Brix) this year?

Way lower than average	9	10%
Lower than average	40	43%
Average	41	44%
Higher than average	4	4%
Way higher than average	0	0%

QUESTION 6

How would you describe the amount of sugar sand (niter) this year?

Way lower than average	4	4%
Lower than average	14	15%
Average	45	48%
Higher than average	26	28%
Way higher than average	4	4%

QUESTION 7

Do you use Reverse Osmosis? If yes, how high do you concentrate to?

Don't use RO	42	46%
Concentrate to 5-7 Brix	9	10%
Concentrate to 8-10 Brix	22	24%
Concentrate to 11-15 Brix	13	14%
Concentrate to 16-20 Brix	5	5%
Concentrate above 20 Brix	0	0%

The following set of questions describes the sap collection systems of the survey respondents in more detail. The vast majority of producers (90-91%) are now using small spouts (5/16" or 1/9/64"). None of the respondents reported using microspouts. A variety of spout configurations are being used. Nearly three-quarters of producers who use the clear straight-through spouts or two-part spouts (stubby and adapter) replace their spouts each year.

QUESTION 8

What was the size of the majority of the spouts you used?

7/16"	9	10%
5/16"	73	78%
1/9/64"	12	13%
Other	0	0%

QUESTION 9

Were the majority of your spouts –

Clear-straight-through spouts (CST)	3	3%
Metal (stainless)	4	4%
One-piece plastic with a 90 deg bend	31	33%
Two-piece plastic Stubby & Adapter with a 90 deg bend	20	21%
Two-piece plastic (Stubby & Adapter) straight through	1	1%
7/16" Spout with a new adapter	1	1%
Check-valve spouts	34	36%

QUESTION 10

If you use Clear-straight-through spouts or replaceable spout adapters, do you –

Replace them each year	40	73%
Clean them in the woods and reuse them each year	2	4%
Bring them out of the woods and clean/reuse them each yr	8	15%
Replace them after 1-2 years of use	3	5%
Replace them after 3-4 yrs of use	1	2%
Replace them after 5+ yrs of use	0	0%
Not replace them	1	2%

Questions 11-15 are aimed at describing the age of the various components of the sap collecting systems. In general, mainlines are slightly older than lateral lines, and droplines are a little newer than the rest of the tubing system. Relatively few producers regularly change out droplines. Spouts are by far the newest component of the entire tubing system, reinforcing the responses provided in Question 10.

QUESTION 11

How old are the majority of your mainlines?

New this year	12	13%
1-2 Yrs Old	18	20%
3-5 Yrs Old	31	34%
6-10 Yrs Old	23	25%
Over 10 Yrs Old	8	9%

QUESTION 12

How old are the majority of your lateral lines?

New this year	14	15%
1-2 Yrs Old	16	17%
3-5 Yrs Old	37	40%
6-10 Yrs Old	22	24%
Over 10 Yrs Old	3	3%

QUESTION 13

How old are the majority of your droplines?

New this year	22	24%
1-2 Yrs Old	25	27%
3-5 Yrs Old	28	30%
6-10 Yrs Old	15	16%
Over 10 Yrs Old	2	2%

QUESTION 14

Did you replace any droplines this year? If so, in what percentage of your operation did you replace droplines?

Did not replace any droplines (except some repairs)	39	43%
Less than 10%	17	19%
10-25%	9	10%
26-50%	10	11%
51-75%	4	4%
76-100%	11	12%

QUESTION 15

How old are the majority of your spouts?

New this year	45	49%
1-2 Yrs Old	18	20%
3-5 Yrs Old	14	15%
6-10 Yrs Old	13	14%
Over 10 Yrs Old	2	2%

Relatively few bucket producers answered the survey. The majority of producers using tubing were also using vacuum. Over 57% of respondents achieved vacuum levels between 20-25+ Hg.

QUESTION 16

Gravity or vacuum?

Buckets	3	3%
Gravity Tubing	18	19%
Vacuum-Less than 15" Hg	1	1%
Vacuum 15-19" Hg	18	19%
Vacuum 20-24" Hg	38	40%
Vacuum 25+" Hg	16	17%

Respondents indicated that the most common improvement planned for next season (2011) is to add Leader Check-valve spout adapters. One-quarter of producers planned to add more taps. A variety of other approaches are also planned to increase sap yields.

QUESTION 17

What improvements to your sap collection system do you plan to make for next season? (Check all that apply)

Add more taps	56	25%
Add vacuum to a system currently without vacuum	16	7%
Increase vacuum level above what I had this year	23	10%
Reduce # taps on lateral lines (on vacuum system)	23	10%
Use new spout adapters	14	6%
Use Clear-straight-through spouts	2	1%
Use Check-valve spouts	38	17%
Replace some old droplines with new droplines	23	10%
Replace some old lateral line with new lateral line	21	9%
Other	11	5%

The average minimum tree size tapped is about 10" diameter, although the range is very high (it is possible that some respondents in Canada answered in cm). The average diameter producers chose to put in a second tap is 21".

QUESTION 18

What is the minimum size tree you tap (diameter in inches)?

Range:	33 (5 to 38)
Average:	9.7
Median:	10
Total responses:	91
Mode:	10

QUESTION 19

What is the minimum size tree you put a second tap in (diameter in inches, if you only use one tap, put 0)?

Range:	58 (12 to 70)
Average:	21.1
Median:	20
Total responses:	77
Mode:	18

Only 5% of producers reamed tapholes in 2010. About half of those that did ream felt that it helped.

QUESTION 20

Did you ream tapholes this year? If so, did it help?

Didn't ream	89	95%
Reamed didn't help	2	2%
Reamed helped a little	1	1%
Reamed helped a lot	2	2%

The remaining questions deal specifically with the Leader Check-valve (CV) spout adapter. Over 2/3 of respondents tried them. Most of them that did try the CV adapter put them in half or more of their operations. They were tried with both new and old drops.

QUESTION 21

Did you try the Leader Check-Valve Spout this season?

Yes	63	67%
No	31	33%
No Answer	0	0%

QUESTION 22

If you tried the Leader Check-Valve Spouts, what % of your taps did you put these on?

Didn't try them	29	32%
Just a couple	3	3%
5-10%	3	3%
11-25%	7	8%
26-50%	9	10%
51-75%	10	11%
76-100%	30	33%

QUESTION 23

If you tried the Leader Check-Valve Spouts, did you put them on new or used drops?

Didn't try them	29	32%
All on new drops	21	23%
All on used drops (1-5 Yrs old)	15	16%
All on used drops (6+ Yrs old)	9	10%
Some on new some on old drops (drops 1-5 Yrs Old)	11	12%
Some on new some on old drops (drops 6+ Yrs Old)	6	7%

Some producers reported various issues with the usage of the CV adapter. Note that multiple responses were allowed for this question. In particular, some producers had breakage related problems. Leader Evaporator Co. has addressed these issues by a slight modification to the CV adapter design and made a change in the formulation (adding an "impact modifier") for 2011 to reduce breakage.

QUESTION 24

Did you experience any of the following issues with the Leader Check-Valve Spout Adapters? (Multiple responses are allowed for this question)

Didn't try them	30	29%
Spout adapters broke more than usual when tapping	13	12%
Cage broke and ball came out when tapping	23	22%
Ball got sucked down lateral line	10	10%
Balls found in releaser	3	3%
Had to reseat them more than other types of spouts	13	12%
Other	13	12%

The next several questions pertain to any observed changes in sap flow and yield by producers using the CV spout adapter. In general, most producers felt that the CV adapter flowed longer in the season and produced higher yields of sap. Most producers reported that they will continue to use the CV adapter, and increase the percentage of them in their woods. Producers felt the CV adapter provided a variety of advantages, with

increased sap yield being the most common response. 89% of producers felt they broke even or better in terms of increased syrup production with CV adapters. 95% of those producers who tried CV adapters would recommend them to a friend or neighbor who makes syrup.

QUESTION 25

Compared to other spouts in my woods or neighbors wood, in terms of sap yield, do you feel the Check-Valve Spout Adapter –

Didn't use	30	34%
Yielded a lot less than a regular spout	0	0%
Yielded less than a regular spout	1	1%
Yielded about the same as a regular spout	10	11%
Yielded a little more sap (up to 10%)	13	15%
Yielded a good amount more sap (11-25%)	17	19%
Yielded a lot more sap (26-50%)	15	17%
I was drowning in sap (51%+)	3	3%

QUESTION 26

Do you feel that the Check-Valve Spout Adapter –

Didn't use	30	33%
Flowed for a lot shorter time than my other spouts or my neighbors spouts	1	1%
Flowed for a shorter time than my other spouts or my neighbors spouts	1	1%
Flowed about the same amount of time as my other spouts or my neighbors spouts	9	10%
Flowed a little longer (1-2 days) than my other spouts or my neighbors spouts	15	16%
Flowed a lot longer (3-7 days) than my other spouts or my neighbors spouts	14	15%
Flowed after all other spouts had stopped	17	18%
They're still running	5	5%

QUESTION 27

Next season I'll –

Not consider trying the Check-Valve Spout	15	16%
Try the Check-Valve Spout for the first time	16	17%
Stop using Check-Valve Spout Adapters	2	2%
Use them in about the same percentage as this year	7	8%
Increase the percentage of Check-Valve Spouts in my operation	17	18%
Put Check-Valve Spouts throughout my operation	14	15%
I had Check-Valve Spouts in all my operation this year and will again next year	22	24%

QUESTION 28

This year I tapped –

Way too early (more than 2 wks before the sap ran)	1	1%
Very early (about 2 wks before the sap ran)	3	3%
Early (a week before the sap ran)	13	14%
Right on time	43	46%
A bit late (1-7 days after the sap ran)	29	31%
Really late (more than a week after the sap ran)	5	5%
Still haven't finished tapping	0	0%

QUESTION 29

For me, the advantages of Check-Valve Spouts are –

I didn't use Check-Valve Spout Adapters	30	19%
Allows me to tap earlier without losing yield	23	14%
Takes away the uncertainty of when I should tap	20	12%
Provides me more sap	37	23%
Provides a higher income for same number of trees	28	17%
Keeps me from having to change drops or lateral lines	17	11%
Other	6	4%

2011 SAP PRICES

QUESTION 30

In terms of sap yield, did you feel you –

Didn't get your \$ worth out of the		
Check-Valve Adapters	7	11%
About broke even	12	19%
Got my \$ worth	18	29%
Got more than what I paid for them	15	24%
Got way more than what I paid for them	11	17%

QUESTION 31

If a Clear-Straight Through Spout (CST) were available with a Check-Valve, would you –

Prefer the original version that fits a Stubby	23	29%
Prefer a Clear-Straight-Through version Check-Valve	17	21%
No preference	36	45%
Won't try either type	4	5%

QUESTION 32

Would you recommend to your friends who are sugarmakers that they try the Check-Valve Spouts?

Yes	68	72%
No	8	9%
No Answer	18	19%

Several respondents provided specific recommendations for research projects or made other comments. These are not listed here.

QUESTION 33

Do you have any suggestions for research projects we should consider? Be specific. **Text Answers (15)**

QUESTION 34

Do you have any other comments?
Text Answers (15)

Thank you to all the producers from MapleTrader and Maple Chatterbox who responded to the 2010 survey. We hope more of you will consider answering the 2011 survey.

A lot of people have requested that we publish sap prices. What I have found is that sap prices vary greatly depending upon the retail price of syrup.

The retail price of syrup in the Northeast is higher than in the Midwest, hence the price paid for sap is higher in the Northeast. Listed below are sap prices being paid by SOME producers.

Remember these prices are for sap delivered to the sugarhouse.

These prices are intended to be used only as a guide for buying sap and no way intends that they dictate the price for the entire industry.

sugar	\$/gal.	sugar	\$/gal.
1.00	.050	3.40	.665
1.10	.080	3.50	.685
1.20	.110	3.60	.705
1.30	.140	3.70	.725
1.40	.170	3.80	.745
1.50	.200	3.90	.765
1.60	.225	4.00	.785
1.70	.250	4.10	.805
1.80	.275	4.20	.825
1.90	.300	4.30	.845
2.00	.325	4.40	.865
2.10	.350	4.50	.885
2.20	.375	4.60	.905
2.30	.400	4.70	.925
2.40	.425	4.80	.945
2.50	.450	4.90	.965
2.60	.475	5.00	.985
2.70	.500	5.10	1.005
2.80	.525	5.20	1.025
2.90	.550	5.30	1.045
3.00	.575	5.40	1.065
3.10	.600	5.50	1.085
3.20	.625		
3.30	.645		



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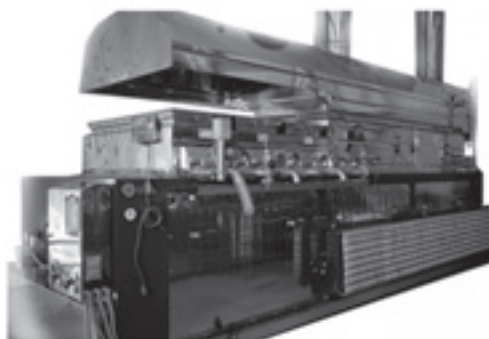


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COMING EVENTS

21st ANNUAL HEBRON MAPLE FESTIVAL

March 12 & 13, 2011 – 10:00 a.m. to 4:00 p.m.

Blizzard date - March 19 and 20

Hebron, Connecticut, Route 66 & 85

Contact: www.hebronmaplefest.com or E-mail: info@hebronmaplefest.com

25TH WARKWORTH MAPLE SYRUP FESTIVAL

March 12 & 13, 2011

Warkworth, Ontario, Canada

Contact: Alice Potter Tel: 705-924-2057 Fax: 705-924-1673

NAMSC/IMSI ANNUAL MEETING

October 23rd - 26th, 2011

Bavarian Inn Conference Center, Frankenmuth, Michigan

For more information contact:

Larry Haigh, 269-763-2210, email: lehaigh@voyager.net or
Debbi Thomas, 989-685-2807, email: debbi1612@hotmail.com

IN MEMORIUM

Richard G. Haas

March 29, 1938 - Dec. 13, 2010

MONTAGUE — Richard G. Haas, 72, of 41 Court Square, died peacefully on Monday, Dec. 13, 2010, at Cooley Dickinson Hospital in Northampton, after a courageous battle with cancer. He was born in West Springfield on March 29, 1938. The youngest son of the late Frederick and Elsie Haas, was a graduate of West Springfield High School and graduated from Stockbridge School of Agriculture with an Associate of Science degree.

Dick began his career on the family farm, Haas Dairy Farms in Southwick, where he used his college education to design and implement the milk processing plant.

Dick, who was surrounded by family when he died, was a loving husband, steadfast father, playful grandfather and generous friend. He will be deeply missed by his wife, Janet; sister, Virginia Galaska of Westfield, and his children: Peter M. Haas of Sunderland and his wife Deborah and their children, Taylor and Jillian; Kathryn L. (Haas) Colby of Barrington, R.I., and her husband Thomas and their children, Amanda and Kimberly, and Gregory R. Haas of Northampton and his wife Beau and their children, Alison and Luke.

After his family, Dick's passion was his business. Dick came to Hillside Plastics in 1969, and later bought the business, which manufactures plastic bottles in Turners Falls. Through the business, Dick made a significant impact on the maple industry, developing a new line of bottles known as Sugarhill Containers, and patenting a coating process to help preserve the quality of pure maple syrup in the bottle. His efforts earned him induction into the Maple Hall of Fame in May of 2000.

Committed to his community, Dick served on town committees, was director emeritus for the Franklin County Community Development Corp., was on the Board of Directors of the Pine Brook Camp and Conference Center in Shutesbury, and served on the Executive Committee of the Board of Directors of Greenfield Savings Bank, since 2002.



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Valve adapters for themselves last season and this is what a few had to say:

"I put 5000 CV in on new drops and 5000 in on 5 year old drops with new stubby and got the same amount of sap (30 gal). Tapped 10,000 with 1 to 5 year old tree saver drop lines and got 17 gal of sap per tap."

"...Health Spouts with adapters produced 17gpt of sap and the CV's gave 25gpt of sap."

"I'm switching the 2nd half of my woods over to CV's next year...I can't see any negative about 250 gallons more syrup."

"My tap holes still have not dried up and I do not have vacuum."

"I figure the CV's made me about \$4.40 per tap."

"...I made 74% more syrup this year than last. The check valve were the only thing I changed to help get more sap."

YOU CAN'T AFFORD TO WAIT, START YOUR CHECK VALVE STORY IN 2011!

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