

Maple Mainline

The University's quality control and marketing programs in Vermont and surrounding regions. These all day meetings are designed to provide education for maple producers of all sizes of scale and experience are open to the public. Classes are taught by scientists, natural resource professionals and sugarbush owners. The meetings also feature a trade show with vendors displaying maple related equipment and a lunch with a maple theme. These meetings are widely perceived to be among the best educational opportunities for sugarmakers in the US and Canada.

Please Note

The enclosed registration form has two parts. Please fill out the appropriate half, depending on whether you wish to attend the Jan 24 meeting, or either the Jan 24 or Feb 4 meetings. Note that the meeting day, schedules are different, that the checks are made out to different organizations, and the forms are sent to different addresses. Thank you!

Registration tables will be set up from 7:30 am through noon, with coffee & donuts for guests. The trade show will also be open at that time.

UVM Extension helps individuals and communities put research-based knowledge to work.

Sat. Jan. 24, Middlebury Union High School
Location: US Rt. 5, just south of the village. Lunch will feature a ham or pork roast dinner with vegetables and mashed potatoes.

Sat. Jan. 24, Randolph Union High School
Location: US Rt. 5, just south of the village. Lunch will be catered by the school's arts program and will feature Maple Bourbon Roast Pork, with all the fixings.

Sat. Feb. 4, Bellows Falls Union High School
Location: US Rt. 5, just south of Bellows Falls. Lunch will feature ham dinner with salad & dessert for the Freshman class & parents.

Pre-Registrations must be received by December 21 (Middlebury) or January 7 (R.U.F. and H.P.). Thank You! Registrations postmarked these dates will be issued a meal if selected and paid for. Lunch for Walk-ins or registrations postmarked these dates will be served on a first come, first served basis. Please help us by registering early.

Special needs: If you require an accommodation to participate in this program, please notify Mary Ann, the manufacturer of the VISA/VA at 802-241-2424.

Please Note: All conference sites are on school property. A strict NO SMOKING policy must be followed.

You are welcome to attend all the various meetings. We have developed a new website page with links to all levels. We sincerely hope this program will be beneficial to you and your maple operation. Thank you for your interest. Evaluations will be provided as you go.

Maple Mainline is a project of the University of Vermont Extension.

A Message From David Marvin, President of Butternut Mountain Farm

Dear Fellow Sugarmaker,

As I am sure you know, the Vermont Maple Industry Council has endorsed a voluntary certification program. We envision a simple, common sense and practical approach to food safety principles for sugarmakers to follow, which will provide consumer assurance and fulfill the growing requirements of those who sell through mass market channels. Our proposed standards can be found at <http://www.vermontmaple.org/sugarmakers.php> This program would be open to anyone, although it will be most valuable to producers of bulk syrup selling to processors who need this certified supply. We think a program conducted by the Vermont Agency of Agriculture and supervised by Secretary Ross and consumer protection Chief Henry Marckres would be ideal since they understand our business and would provide an educational as well as regulatory approach to a certification program. We hope you agree and support this program, which provides as yet more evidence that Vermont maple syrup meets the highest standards in the world and is deserving of our heritage.

David Marvin

Daily Schedule for Lamoille Union and Bellows Falls H.S. —Jan. 21 & Feb. 4

7:30 ~ Registration opens; Coffee and Donuts
8:30 – 8:45 ~ Welcome (Auditorium)
8:45 – 9:20 ~ Quality Assurance (Auditorium)
9:30 – 10:20 ~ Session I
10:30 – 11:20 ~ Session II
11:30 – 12:20 ~Session III
12:20 – 1:20 ~ Lunch
1:30 – 2:20 ~ Session IV
2:30 – 3:20 ~ Session V

Turn in evaluations; have a safe trip home.

Guaranteeing Food Safety ~ Ellie Valentine, Quality Assurance Administrator for Butternut Mountain Farm (Hyde Park) and Henry Marckres, Chief, Consumer Protection, VT Agency of Ag. (Bellows Falls). Learn practical tips and low-cost upgrades to help ensure the safety of your product. Food allergens, appropriate storage

containers for sap and syrup, chemical hazards, and record keeping practices will all be discussed.

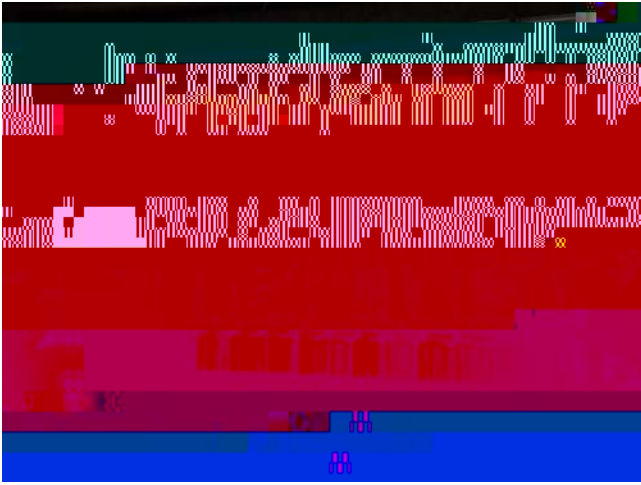
Two Taps Vs. One: a Look at Sap Yields ~ Tim Wilmot, UVM Extension Maple Specialist. Tapping guidelines emphasize restrictions in the number of taps in order to reduce wounding, but what about the potential gain in sap from adding a second tap? This study examined the sap yield under vacuum from one tap vs. two in trees averaging 16”-19” in diameter.

Customer Relations ~ Steve Wheeler, Orleans County Sugarmaker. So you’re working on building your mail order list, and you have a snazzy new website—your focus should be not *only* on attracting new customers, but *also* keeping old ones. Steve will share some tips on how to build relationships with customers and increase your reorders.

Tapping techniques ~ Panel Discussion. Panelists will share tips that increase the quality and speed of tapping, for example: which drill and drill bit works best for you? Do you tap in a pattern, or how do you choose the best place for the tap hole? What do you bring with you when you head out to start tapping. Panelists at one or both meetings will include Tom Branon, Glen Goodrich, Mark Hastings, Mark Isselhardt, Jim Richardson, Doug Rose, Russell Senesac, and Brian Stowe

How to be Successful in Getting a Farm Loan ~ Tom St. Pierre (HP) and Chris Bessette (BF), both of Yankee Farm Credit. What to expect when applying for a loan to finance your maple sugaring operation. The presentation will include a brief overview of the financial information required plus collateral and insurance requirements.

Impacts of Reverse Osmosis on Syrup Quality and Flavor ~ Abby van den Berg and Mark Isselhardt, Proctor Maple Research Center. The use of RO can substantially increase the speed, efficiency, and profitability of processing sap into syrup. However, it is sometimes asked whether the use of RO has any impact on the quality or properties of the syrup produced. Results will be presented of an experiment in which the composition and flavor of syrup produced simultaneously from raw sap and the same sap concentrated to 8% by RO were compared.



The New Maple Grading System and Identifying Maple Off-Flavors ~ Henry Marckres, VT Agency of Ag. A new international maple grading system is expected to be in place by 2013. Henry Marckres will explain how the system will work and all the legal ramifications involved. He will also discuss and pass out the “map of maple-off flavors” which has new descriptors that have been developed to help producers identify possible off-flavors in their syrup.

Update on Current Maple Research ~ Tim Perkins, Director, UVM Proctor Maple Research Center. Several studies at the Proctor Center focus on ways to

Sugarbush Health: Now and in the Future ~ Nancy Patch, Franklin-Grand Isle County Forester. Join a conversation about the complexities of forest management, and ways to get the most out of the forest for long term sap production, as well as maintaining a healthy ecosystem. Stresses in this century are different than what we faced in the past. Learn ways to work with nature to get the best results

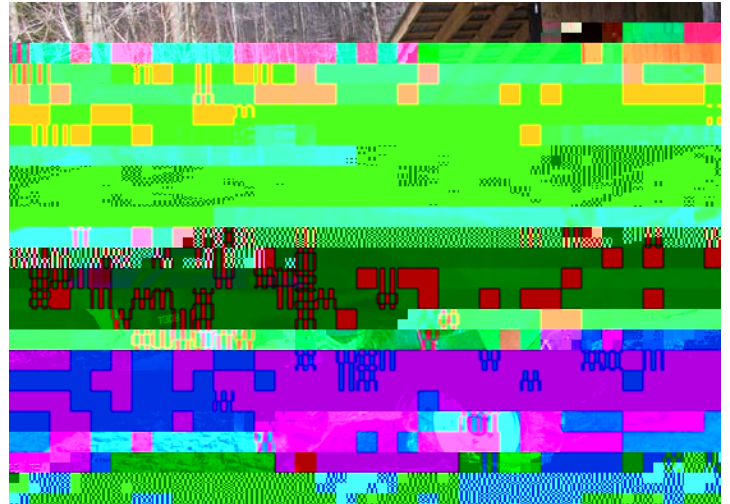
Forty-Six Years of Marketing Bliss ~ Burr Morse, Morse Farm Maple Sugarworks. Participants in this class will learn the pros and cons of building a retail maple business from the bottom up. Burr Morse will address a wide range of customers, from individuals both local and traveling, to tour bus visitors, with an eye toward safety, satisfaction and sales maximization. The best way to learn is from someone who has had plenty of “hands on” experience and Burr will share his 46 years of that, even the mistakes!

Techniques for the Beginning and Backyard Sugarmaker ~ George Cook, UVM Extension Maple Specialist. A 2 hour presentation; Part 1 will cover topics from identifying the crop trees in the woods to the selection of the fuel to fire the arch. In the mix, you’ll find sugarbush management, tapping practices, and collection and storage of sap, along with tools, building and equipment needs. Part II will cover the evaporation and processing of sap to the final finishing of maple syrup, including filtering, grading and packing and a discussion of off-flavors

Installing a Vacuum Tubing System ~ Dave Butler, Sugarmaker and Installer from Lamoille County (Hyde Park Meeting) and Dan Crocker, Owner of Sidelands Sugarbush, Windham County (Bellows Falls Meeting). Learn more about collecting sap using modern techniques. In these presentations, two sugarmakers with many years of experience in the woods will share techniques and materials that work for them, as well as techniques that they are not in favor of.

Cleaning Evaporators ~ Panel Discussion. What materials work best for cleaning the evaporator? How often should you use them? A panel of sugarmakers will talk about methods they use to clean pans and other components of the boiling system.

Boiling Techniques and High Sap Concentration ~ Glen Goodrich, Washington County sugarmaker. Firing technique, sap level, defoamer use, niter control, draw off methods—Glen will discuss these and other important components of evaporation in making a superior product. The presentation will also cover concentration of sap using RO and special boiling techniques necessary for processing high concentrate. **Bellows Falls Only**



Lee Davis of Underhill moving wood chips to feed his evaporator.

Daily Schedule for Middlebury H.S. Jan. 14

7:30 ~ Registration opens; Free Coffee and Donuts

8:30 – 9:00 ~ Welcome (Auditorium)

9:30 – 10:45 ~ Session I

11:00 – 12:15 ~ Session II

12:15 – 1:30 ~ Lunch & Trade Show

1:30 – 2:45 ~ Session III

3:00 – 4:15 ~ Session IV

Marketing Your Products ~ Tim Hescoock, Shoreham Sugarmaker. Tim will speak to techniques, strategies and experiences in successfully selling a wide variety of maple products through the web and a print catalog.

Modern Vacuum Systems ~ Speaker TBA. As technology changes, most vacuum systems are not as current as they once were. Presenters will show the most modern technology and best practices of installation and operation of a modern vacuum system.

R/O Systems ~ Speaker TBA. The cost/benefits of a reverse osmosis machine are clear, but which one is best for you? Once it's purchased, how do you use it effectively? Learn how to choose, install and care for the equipment.



Tim Wilmot

UVM Extension Maple Specialist

A Message from Jacques Couture, Chairman-elect of the VMSMA

After almost two years of work and planning by a committee representing all three Vermont Maple

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Information for Vermont Maple Producers:

Recycling: Several Vermont solid waste districts are now accepting maple tubing as part of a