

# Maple Producers Association of Nova Scotia



## INSIDE THIS ISSUE:

Presidents Report	2
What is Happening With your MPANS	2
Disastrous Fire	3
Report From Ver- mont Maplerama 2006	3
Classifieds	4
Directions to Fall Tour	4
Upcoming Events	4

## Nova Scotia Maple Industry 2006 Summary

Sixty commercial maple producers made 116,940 litres of pure maple syrup in 2006 from 324,825 taps. The average production of pure maple syrup was 0.36 litre per tap. The yield in 2006 ended up being better than in 2005 (0.29 L/tap) and 2004 (0.30 L/tap). In 2005 and 2004, the yields reported were the poorest in Nova Scotia since 1975. The earliest boil reported was on March 7<sup>th</sup> and the latest boil reported was on April 26<sup>th</sup>.

Of the syrup produced, 93% was sold as syrup, to consumers at the camps, to retail outlets, or to packers/shippers. The remaining 7% was used to make

other maple products such as maple cream, maple butter and maple sugar. Of the maple produced in 2006, 18.75% was sold to consumers at producers'



sugar camp or home, 36% was packaged and sold to retail outlets, 31% was sold to Nova Scotia packers/shippers, 13.5% was sold to packers/shippers outside NS, and 0.75% was saved for household use. As of

the middle of July, 12.5% of maple produced in 2006 was left unsold.

The production in Nova Scotia appears to have been worth \$1,170,500 at the farm gate. The average price received at the farm gate per litre as reported in 2006 was less than in the past few years. As I see it, there are two main reasons for this. The first reason is that as time goes by, a smaller percentage of the syrup produced is sold at producers' camps directly to consumers. As well, a smaller percentage of the syrup is converted into other maple products.

## MPANS Fall Maple Tour (See Last Page For Directions)

The annual **MPANS Fall Maple Tour** will be held in the Collingwood area of Cumberland County, **September 30, 2006**

**9:30 am:** Registration at Collingwood Community Hall: \$20/person includes lunch.

**10:00:** Leave for Wyvern Farms Limited maple camp in Wyvern. Tour camp and woods.

**11:45:** Travel back to Collingwood Community Hall for lunch.

**1:00 pm:** Presentation by Sharon Noel, CFIA, Dartmouth: Nutritional Labeling, why nutritional labeling is important, why maple producers need to do this, and how it will affect producers.

**2:30:** leave for Austin Darragh's maple camp in Wyvern. Tour maple camp and woods.

**4:00:** Leave for home.

## Presidents Report



Wow! Summer has almost passed us by and fall is upon us. Hope you have all had a nice summer and are nearly sold out of maple products and looking ahead to next season's production. It is that time of year when we need to be planning on setting up tubing systems, repairing old ones and trying to get a jump on other maintenance required before winter. Never enough time it seems.

The MPANS Executive has been corresponding over the summer and recently met at the AgraPoint office in Truro looking at various projects and directions for the Association. With the guidance and a lot of hard work from Dale McIsaac, we are moving forward on several projects that we are hoping will be of benefit to all producers, big and small.

We are struggling with smaller numbers of members in the Association and there is more work to be done to keep up with all the change that is upon us. We have accomplished a lot over the past few years and that is resulting in great benefits for all producers. We need your support to help keep the Association strong and viable.

The Fall Tour has been on our agenda lately and we have a great day planned in Collingwood on September 30<sup>th</sup>. It will be a great opportunity to get out and see some old friends and learn something from other producers' ideas. We have also been planning for the MPANS Annual Meeting for later in January 2007.

Kevin McCormick

*"Over the past few years, MPANS has been able to apply for some assistance to do projects and has received some funding"*

## What is Happening With Your MPANS

MPANS has applied for and received assistance from both AgriFutures Nova Scotia and the Agri-Food Development Fund. The assistance is for the following projects:

- Help with the costs for an official delegate and alternate to attend the NAMSC/IMSI Annual Meeting in Green Bay, Wisconsin.
- Help with the costs to bring speaker(s) to MPANS Annual General Meeting.
- Design & Develop Code of Practice & Fact sheet.
- Hire a consultant to do a Cost of Production Study & Report.

Over the past few years, MPANS has been able to apply for some assistance to do projects and has received some funding. However, the maximum assistance approved this year is 75%, so MPANS must come up with the other 25% (\$3587.50).

In the past, MPANS was able to get assistance to do some of the promotion of the maple industry and maple products. However, for this year and probably for future years, there will be no assistance to help with general promotion costs such as advertisements in local and provincial newspapers and on radio. MPANS will have to pay 100% of these costs. Promotion is expensive. Unless MPANS can raise additional funds from member dues, it will be able to pay for fewer advertisements each year.

For most years since 1995, membership dues were between \$1100 and \$1300. This year, membership dues were down to \$750. This compares to promotion costs in 2006 of \$3375. MPANS will not be able to promote and advertise and do as many projects in the future if it cannot raise more funds.

## Disastrous Fire

In July, I had been walking through Award's operation with an equipment supplier and friend from Quebec. A few days later, I was sitting in the same spot in an excavator with nothing but rubble left around me of what was once one of the most modern maple operations in Nova Scotia. It was really hard to look at.

The operation belonging to Avard and Jean Bentley was struck a devastating blow when an apparent lightning strike caused a fire which took out their complete processing facility in mid August. The remains were found by a couple ATV riders a day after the spectacular early morning storm.

Avard has been busy with blueberries but has decided to rebuild and try to be up and running for the spring. With this in mind we are looking for your support and are going to be calling on you to participate in a work weekend. The date is yet to be decided, but please be on the look out for a notice in the near future.

*“nothing but rubble left around me of what was once one of the most modern maple operations in Nova Scotia.”*

## Report From Vermont Maplerama 2006

August 4<sup>th</sup>- 5<sup>th</sup>, 2006

This year's maplerama was held at Mt. Ascutney Mountain Resort in eastern Vermont. Mt. Ascutney is a ski resort. The mountain is 3,150 feet in elevation and is not part of a mountain range, but is an extinct volcano.

Those attending from Nova Scotia were Harold Langille, Brandon Millen, Brian Allaway, Brian William Allaway, Susan McIsaac and Dale McIsaac.

From 3:30 until 4:15, Tim Wilmot, Extension Maple Specialist with the University of Vermont Extension, conducted a seminar on 'Maximizing Sap Production'. He spoke about research and studies into such topics as the effects of high vacuum, varying the timing of tapping, spout sizes and fertilizing. New research will look into when tubing systems should be replaced for the best cost/benefit.

From 4:15 until 5:30, Brian Stowe of the Proctor Maple Research Station gave a presentation entitled 'Harvesting More Syrup per Tap'. He talked about what we can control in a sugar bush such as tapping, use of vacuum, and tubing washing. Brian also handed out 4 pages of "Sugaring Season Data Yearly Summary at the Proctor Maple Research Center". At the center, they want to make at least 0.5 US gallons/tap. Brian had a breakdown of the 2004, 2005 and 2006 seasons, the yields, hours of labour per gallon produced, sugar content, season duration, tapping dates and hours, vacuum schedule, R/O usage, washing, grades produced, price received, energy costs, etc. These are things that I think that MPANS should be collecting in NS for a cost of production study.

We visited on the bus tour on Saturday August 5<sup>th</sup>:

- Bourdon Maple Farm: 3800 taps; production varies from 800-1,200 US gallons per year. Don is retired and restores Stanley Steamer cars and produces maple products.
  - Twin Brook Farm: 5,000 taps, almost all on vacuum. Annual production is about 1,000 US gallons.
  - Edmunds Maple Hill Farm: 3,500 taps producing 900-1,100 US gallons per year; use 20-22 psi of vacuum; 40% sold retail; sugar woods at 1,800-2,000 foot elevation.
  - Maxhams Vermont Maple Syrup: 700 taps on pipeline and vacuum, producing ~175 US gallons; 80% sold retail 20% bulk. Price received at the camp is \$34 US gal.
  - Van Alstyne Family Farm: 44 acres, 4000 taps; annual production 475-1,150 US gallons; 25% retail; pipeline buried 3-4 feet across open field to sugarhouse.
- Peter Harrington: evaporates with high pressure steam; 16,000 taps on vacuum; makes stainless steel spouts.

The production per tap for the camps we visited while on the tour ranged from 0.2 US gallons/tap (0.76 litre/tap) to 0.3 US gal/tap (1.14 litres/tap). The average was 0.245 US gal/tap (0.93 litre/tap). The production in NS of 0.36 litre/tap in 2006 compares very poorly to the average of these maple operations in Vermont. The average sugar content of the sap as reported at the meeting and tour sounds very similar to the sugar content in NS. Therefore, the volume of sap that we receive in NS must be low compared to that in Vermont.

A closing barbeque was held in the town of Ascutney after the tour.

## Classifieds

### Kevin McCormick Sales and Service

-Complete line of maple supplies,  
equipment, tubing and packaging

-supply and installation for the  
hobby producer to professional

902-597-2645 (H)

902-694-0145 ©

[www.maplepower.ca](http://www.maplepower.ca)

## Directions to Collingwood Community Hall

**From New Brunswick and Amherst:** Take Highway 104, Exit 6. At end of ramp, stay right towards River Philip & Collingwood Corner. Continue on this road 14 kms to Collingwood. In Collingwood, take a left towards Williamsdale & Wentworth. After 200 meters, Community Hall is on the left.

**From Truro:** Travel on Highway 104. Take Exit 8. At end of ramp, turn right towards Collingwood. Travel 18 kms. As you enter Collingwood, the Community hall is on the right.

## Upcoming Events

### MPANS Annual Fall Maple Tour

#### When

September 30, 2006

#### Where

Collingwood, Cumberland County, NS

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### North American Maple Syrup Council & International Maple Syrup Institute Annual Meeting

#### When

October 18<sup>th</sup>-21<sup>st</sup>, 2006

#### Where

Regency Suites & KI Convention Centre, Green Bay, Wisconsin

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### Maple Producers' Association of Nova Scotia Annual Meeting

#### When

January 20<sup>th</sup>, 2007 from 10 am– 4 pm

#### Where

Dr. Carson & Marion Murray Community Centre: Springhill, NS