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Maple Producers Association of Nova Scotia



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NS Maple Industry Summary 2007



In 2007, 60 commercial producers made 120,500 liters of pure maple syrup from 326,200 taps in Nova Scotia. Each operation that participated in the survey had at least 500 taps and the average taps per operation was 5,437.

The average yield in 2007 was the highest since 2003. A few producers reported the best production that they ever had, whereas other producers reported a disappointing season. Even though the 2007 season in Nova Scotia seems to have been a mostly positive one, preliminary reports from many other maple producing provinces and states would seem to indicate a lower than average production.

The season in NS was quite long. The first boil reported was on March 10th and the last boil reported was on April 24th. In many cases, lots of sap

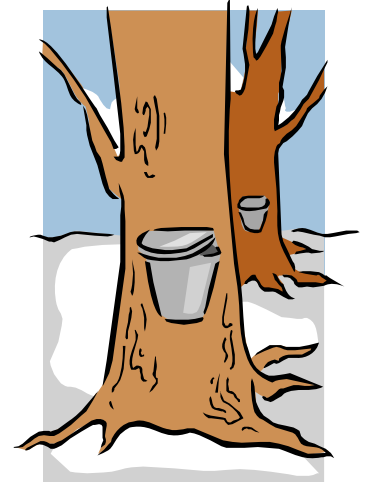
was collected but the sugar content was quite low, meaning energy costs and time spent boiling was quite high. Syrup produced was darker than it has been the past couple of years but the flavour was good in most instances.

Thirteen Percent of the maple products produced in 2007 was sold at producers' camps. Nineteen percent was sold to retailers, 65% was sold to packers and other producers both inside and outside Nova Scotia, and 2.5% was sold to Farmer's Markets and maple festivals. About 0.5% was saved for household use. Approximately 13% of the production was not sold as of the end of May and will be used to service markets until the 2008 season.

Over the past few years, there has been a shift in how the maple crop is sold in Nova Scotia with a

higher percentage being sold bulk to packers and other producers both inside and outside Nova Scotia. This has meant that a smaller percentage of the crop is sold retail at the camps and a smaller percentage is sold by individual producers to retail outlets. Prices charged for maple products sold directly to consumers at the camp were reported to be slightly higher in 2007 than in 2006.

Dale McIsaac, P.Ag.



Presidents Report



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It is hard to believe that summer is almost over. For some reason it seems to get shorter each year. Hopefully everyone has had some time to spend with friends and relatives during these summer months. I know many of you would be working very hard during this agriculture season and I hope that this will be a good one for you and your family.

I would like to encourage everyone to attend the up-coming Fall Tour. Our Committee under the direction of Jason Haverkort is planning an interesting day for all who attend. Why not bring the employees who work for you during maple season. They may enjoy the day and learn something at the same time.

This year's poor crop in the maple world is having an effect on the maple syrup bank. The surplus maple held in storage by the Quebec Maple Federation was lowered quite substantially last year. It went from approximately 60 million pounds down to its current estimate of 35 million pounds. With the poor crop of 2007, it can be expected that this reserve will again be lowered considerably during the year. The Maple Federation has plans to increase the quotas enforced on Quebec producers to reverse the trends of the past two years. The plan is to have a reserve of about 30 million pounds to even out the highs and lows of the yearly maple production.

This may be a good time for producers in NS to consider expanding. We can always use more home grown syrup right here in our own province. The new initiative launched by the NS Dept. of Agriculture in August called "Select Nova Scotia" is to encourage residents to utilize more home grown products. In addition, with the unknowns of climate change it may be wise to add a few additional taps each year to act as a cushion for years when production is down.

See you at the Fall Tour

Brian Allaway

What is Happening With Your MPANS

A year ago, I reported that MPANS had put together applications for assistance to carry out a couple of projects during the year ending March 31st, 2007. MPANS was successful in getting assistance to help send a delegate and an alternate to the North American Maple Syrup & International Maple Syrup Institute Annual Meetings & Conference in Green Bay Wisconsin and to develop and print a Code of Practice for maple producers in NS. Assistance has been received from the AgriFood Industry Development Fund of the Nova Scotia Department of Agriculture, and from Agri-Futures Nova Scotia administered by the NS Federation of Agriculture. The help given by both of these organizations over the years is greatly appreciated.

Kevin McCormick and MPANS Special Projects Committee has put together an application to AgriFood Development Fund for assistance to develop seven Standard

Operating Procedures (SOPs) that producers can use as templates to write their own SOPs. As well, MPANS hopes to get assistance on the costs of sending delegates to the NAMSC/IMSI Conference in Canton, Ohio from October 21 -24, 2007 and to the 'Celebrate Our Forests' Conference in Fredericton, NB from October 1 – 3, 2007.

MPANS Directors and Committees have been busy over the summer. Jason Haverkort and his committee has been busy planning a very educational *Fall Maple Tour scheduled for October 13th*. Registration will take place starting at 9:30 at *Dickinson Brothers sugar camp beside Hwy # 2 in West Brook, Cumberland County* (between Amherst & Parrsboro). Look for details and directions elsewhere in this newsletter.

Dale McIsaac, P.Ag.

2007 Nova Scotia Fall Maple Tour

Saturday, October 13th

West Brook, Mapleton & Rodney areas of Cumberland County

9-10 am: Registration (\$20/person) at Dickinson Brothers sugar camp, West Brook.

10-11:15 am: Tour Dickinson Brothers processing and retail operation. Proper filter press operation will be demonstrated.

11:30 am: Noon meal at Mapleton Community Hall (cost is included in registration)

There will be a meeting directly after the meal where a change in the MPANS fee structure will be proposed and discussed. As well, Christine Moore, Program Coordinator, Programs & Business Risk Management, Nova Scotia Department of Agriculture, will discuss programs that maple producers in Nova Scotia may be able to access.

1:30 pm: Visit to Kevin McCormick's new sugar bush to see and hear about the cleaning/thinning that has been done to prepare for tubing installation. There will be an opportunity to visit another camp owned by Kenny & Drew Hunter in the same vicinity.

4:30 pm: Leave for home.

Directions to Dickinson Brothers Sugar camp

From TCH 104 west from Truro and east from Amherst, take Exit 5 to Springhill on Highway 142 for 6 km. At stop sign/light, turn left on to Highway # 2 up hill to centre of town (1km). At stop sign, turn right, stay on Hwy #2 through Springhill to Southampton (~21 kms). In Southampton, turn left at stop sign towards Parrsboro. You are still on Hwy # 2. Continue ~5 kms. Dickinson Brothers sugar camp is on the right of Highway # 2 in West Brook, Civic # 7799.

From Truro driving west on the TCH, you can also take Hwy # 2 at Glenholm to Parrsboro (~70 kms). In Parrsboro, bear right (still on Hwy # 2) towards Amherst. Continue to West Brook (~20 kms). Dickinson Brothers Sugar Camp is on the left.

From Amherst, you can also take Exit # 4 off TCH, travel south ~3 km on Hwy # 2 towards Springhill & Parrsboro. At intersection, bear right onto Highway 302 towards Parrsboro. Continue for ~25 km. In Southampt- ton, keep right towards Parrsboro on Hwy # 2 for ~5 km. Dickinson Bros. sugar camp (Civic # 7799) is on the right of Highway # 2 in West Brook.



Notice to members:

At a MPANS Directors' Meeting in Truro on May 1st, 2007, there was discussion about the MPANS fee structure. At that time, a motion was put forward and carried unanimously that at the fall Tour on October 13th a recommendation be made & discussed that the annual MPANS fee structure be changed to a base fee of \$25 for all memberships plus ½ cent for each tap.

Example 1: a producer with 5,000 taps would pay \$25 + \$25 (5,000×0.005) = \$50/yr. Under the old fee schedule, that same producer would have paid \$30/year for membership.

Example 2: a producer with 2,000 taps would pay \$25 + \$10 (2,000×0.005) = \$35/yr. Under the old fee schedule, that same producer would have paid \$25/year.

This motion of change in dues structure will be discussed by members just after the noon meal at the Fall Tour on October 13th.

Report from Vermont Maple Technology Expo

On July 27th & 28th, we attended the Vermont Maple Technology Expo in Essex Junction, near Burlington. We had a choice of which sessions to attend. Sessions that we attended were: Types of Vacuum; Sap Flow Mechanism; The Art of Evaporation; R/O; and Achieving High Sap Yields.

Sessions that we were not able to attend were: How Big is Your Footprint; Pricing Maple for Profit; Running a Fair; Filter presses; Organic Certification; Global Climate Change; Sap Flow mechanism; Food Allergens; and Packing & Shipping.

On Saturday, Glen Goodrich put on a demonstration on proper tubing installation; there was a maple grading school; there was a workshop on making maple candy & cream and a workshop for beginning sugarmakers.

Some of the most interesting points made at the sessions were:

- Spout extensions are being used. Extensions are thrown away after each season, and then replaced before next season. Producers are using more of these and are having good results. Health spouts are mainly used.
- During the season, vacuum pumps run continuously. The producers may lower the vacuum some during a cold spell. Operations run 17 to 27 inches of vacuum. One producer thought 22 inches of vacuum was ideal.
- The vacuum system is used at the end of the season to drain the sap lines. One point that we found interesting is that some producers don't wash the lines and do not throw away the first sap flow.
- Producers go into their woods every day during the season looking for leaks and to do repairs.
- Average large producers make 0.33 US gal. (1.24L) of syrup per tap and some are making 0.5 US gal. (1.89L) syrup per tap.
- When new collecting lines are installed, they are putting no more than 5 taps per lateral line. They try to keep each lateral line to no more than 100 feet.
- Only one lateral line should go into a saddle on the mainline.
- The grade of the mainline should not be too steep. The grade should be at least 2% but not more than 6%.

Lateral lines are replaced after 10 years.

The Vermont Maplerama 2008 is scheduled for July 24 – 26 and will be hosted by the Orange County Maple Producers Association & UVM Extension.

Gloria & Harold Langille

Congratulations to Brian Brown who has been chosen the Woodlot Owner of the Year for the Central Region of Nova Scotia. Brian operates a 2500 tap maple operation on this lot in Windham Hill, Cumberland County, and has the potential for many more taps. A Forestry Field Day to honour Brian and his woodlot will be held on September 22nd. You will be able to see his maple operation along with his Christmas tree stand and many other woodlot activities he carries out there. There will be displays, demonstrations and lots to see and do. The field day gets underway at 10 am. Lunch will be served on site.

Kevin McCormick

Upcoming Events

Brian Brown Sugar Woods

When

September 22, 2007

Where

Windam Hill, NS.

New York Maple Tour

When

September 23-25, 2007

Where

Farmers' Museum, Cooperstown, NY.

For more information call 607-547-2536



Celebrating our Forests Conference

When

October 1-3, 2007

Where

Fredericton, NB

The program for the first 2 days will consist of seminars, the last day will consist of a tour to maple camps in the Florenceville, NB area.

MPANS Annual Fall Maple Tour

When

October 13th, 2007

Where

West Brook, Mapleton & Rodney areas of Cumberland County

NAMSC & IMSI Combined Annual General Meeting

When

October 21-24, 2007

Where

Crown Plaza Quaker Square Hotel and Convention Centre, Akron, Ohio

For more information please visit: <http://www.ohiomapleproducers.com>

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INFORInc. invites you to:

Celebrating Our Forests / Maple Fest 2007

Hugh John Flemming Forestry Centre
Fredericton, New Brunswick
October 1-3, 2007

A three-day event consisting of conferences, field trips, exhibits, competitions, entertainment and more for woodlot owners, Christmas tree producers, and maple syrup producers.

For more information or to register visit our website: www.infor.ca.

Hoping to see you in October!



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July 10, 2007

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IMPORTANT NOTICE

**Consultation on the Deregulation
 of Maple Syrup and Maple Sugar Container Sizes
 from the *Maple Products Regulations***

1. Description of the Proposed Change

The Canadian Food Inspection Agency (CFIA) proposes the deregulation of all maple syrup and maple sugar container sizes, prescribed in the *Maple Products Regulations* (MPR), by repealing sections 10.(3), 10.(4) and SCHEDULE V.1 of these regulations.

The current container sizes prescribed in these provisions of the MPR are the following:

Maple Syrup			Maple Sugar		
250 mL or less (sizes in whole numbers)			does not exceed 125 g		
375 mL	19 oz liq. (540 mL)	1 L	250 g	500 g	1 kg
500 mL	750 mL	1.5 L	375 g	750 g	
any whole-number multiple of 1L			any multiple of 1 kg		

2. Objective

This measure would allow the trade, in or outside Canada, of maple syrup and maple sugar packed in all containers sizes, according to MPR requirements. Manufacturers must, however, ensure that all other applicable regulations are respected, for example, provincial or foreign countries.

Maple syrup and maple sugar are sold more often as high-quality products. They are being manufactured at large and small scale operations. Originality and innovative container presentation to the consumers is a way to differentiate these products from day-to-day products. Other advantages include access to all sizes, including the popular 14 oz liq. size, fancy sizes, and containers made of innovative materials, already available in different sizes for other food products.

3. Comment Submission

Please submit your comments on this proposed change to the undersigned by November 12, 2007. As necessary, include any justifications and alternate solutions. Non-submission of comments will be considered as support to a complete deregulation of maple syrup and maple sugar container sizes.

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