



The *Tapline*

July 2003

Quarterly publication of the Indiana Maple Syrup Association

IMSA Gearing Up for the Indiana State Fair August 6-17

*Syrup is packed and ready to go!!
New cookbook to be unveiled*

Plans are shaping up for activities at the IMSA's sugarhouse in the Indiana State Fair's Pioneer Village. The Indiana State fair opens Wednesday August 6 and runs through August 17.

The syrup is packed and ready to go, and thanks to the efforts of Mary Juillerat and her committee, a new and expanded edition of our cookbook will be unveiled at the fair.

To further promote maple products for Hoosier producers, brochures and a map showing the location of IMSA members around the state will help direct people on to local sources of Indiana maple syrup.

There's a job for everyone

Spending a day at the fair to help staff the sugarhouse is a great way for you to support your maple syrup association.

Syrup makers who like to "meet and greet" have a great time with folks who stop by to see the demonstrations, ask questions, and sample our finest syrup. In the meantime, others can help at the sales counter or restock the shelves. A good turnout of volunteers means that we can also schedule some time for everyone to visit the rest of the fair.



This collecting barrel and sled believed to date from the late 19th Century will be on display at the sugar shack during the Indiana State Fair. The barrel is owned by IMSA member Jack Gaby.

New item to be exhibited

The sugar shack is a popular stop in the Pioneer Village, as visitors enjoy a taste of real maple syrup, ask questions and view the exhibits that include an evaporator, buckets, spiles and photographs. This year's display will include a 19th Century wood gathering tank exhibited by IMSA member Jack Gaby.

How to sign up

We recognize that summer is a busy time, so, in appreciation for your help, IMSA will arrange for a gate pass and one meal voucher for all members who pre-register and help out for a full day at the fair. Check the work schedule enclosed with this issue and contact Steve Deatline, IMSA's Public Relations Director and coordinator for the fair. If you are already scheduled for a day, contact Steve to reconfirm your date and arrange for your pass and voucher. If you have not yet signed up, select your day to work and send your completed registration form to Steve. He can be reached at 765-874-2170, 7773 S 100 East, Lynn, IN 47355 or email him at deatline@globalsite.com.

'Notes from your President

Thanks!

Editor's note: Phil Hanner, president of the Indiana Maple Syrup Association, finally got his big break. Unfortunately it wasn't a break for the Presidency of the US or any other organization, but a break of his lower left leg when he tangled with an industrial sized rototiller. The result was a compound fracture that required 3 surgeries in 7 days. Phil's leg is now healing with some new hardware, borrowed skin, and lots of physical therapy. Phil says a hearty "thank you" for all the calls, cards and letters of encouragement he has received over the past several months. – from a report by Doug Hanner



Phil Hanner, President,
Indiana Maple Syrup
Association

By now all syrup producing equipment has been cleaned and stored away for another year (either that or you are way behind on your chores)! From what I have heard from talking to other producers around the state, some wished they had not gone to the trouble of opening up their sugar camps this spring, and others experienced just the opposite. (See Jeff Settle's report)

I'll have to admit, here in Blind Horse Hollar, Salt Creek Township, Jackson County, Southern Indiana, U.S.A. Doug and I experienced a record year in production. In talking to other producers down in this area of the state, we weren't alone. Mother Nature cooperated very well for us.

This year the IMSA membership has proven to be a group that works well as a team. Even though some of us were laid up with accidents and surgeries, IMSA members pitched in and packed a record 450 gallons of syrup at this year's canning day at Rockville.

We again appreciate the hard work of all those who helped and the hospitality of folks at the Teague & Williams Sugar Camp who hosted this event for us. Both of these functions, Canning Day and State Fair, have allowed the IMSA to grow closer together.

This makes the president's job much easier, and we sure do have fun while we're at it. Thanks, again, for helping out with the jobs that are necessary to keep the association strong.

PGH (aka - G.W.)

Highlights of the June Board Meeting

The board met during Canning Day on June 14 in Rockville.

Treasurer Kenneth Shipley reported that we have \$12,600 in the treasury.

The board approved the purchase of meal vouchers, gate and parking passes, and shuttle passes for IMSA members who work at the sugar shack during the fair. The association will purchase multi-use badges to identify IMSA workers at the sugar shack.

Steve Deatline will again be coordinating the schedule of workers.

The board approved donation of four pints of maple syrup to be part of four gift baskets of Indiana products to be given away at the state meeting of the Indiana Soil and Water Conservation Districts.

The board commended Mary Juillerat for the outstanding job she has done on the IMSA cookbook.

The next meeting of the Board of Directors will be Monday, August 4, 2003 in connection with set-up day at the 2003 Indiana State Fair.

Syrup for Fair Prepared in Record Time

Some 35 IMSA members, directors and friends gathered on Saturday, June 14 at the Williams and Teague Sugarhouse near Rockville to can syrup for the 2003 Indiana State Fair.

With many skilled hands available, the 450 gallons of syrup needed for the fair were all packed in half-pints, pints, quarts, half gallons and gallons by late afternoon — the earliest finish in recent memory.

Our thanks go to all who came to help.

The work of our canning volunteers makes it possible to have plenty of syrup available for our friends at the fair, and it provides the funding for much of the work of the IMSA.

Special thanks also go to the folks at Williams and Teague Sugarhouse for providing the facilities and Ken Shipley for the extra canning equipment.

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Board of Directors, Indiana Maple Syrup Association Directors are elected for 3 yr terms at the annual meeting of the IMSA held the first week of December. Directors elect the officers of the board.

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765-569-3704

Syrup Canning Day June 14, 2003



We're on the last case of jugs!!

Our thanks to the Hoosier syrup makers who joined us for this year's IMSA canning day.

Jared Brickley
Roy & Pam Childers
Tom Cook
Steve and Rosalie Deatline
Jack Gaby
David Hamilton
Tom Hammack Family
Doug Hanner
Don and Louise Jewell
Mike Kelley
Wayne Kessler
Chris Leedy
Doug & Julie Mark along with
Tucker Mark and Austin Mark
John R Miles
William & Kim Owen
Beverly Pestel
Rufus Purdue
Chris Rahe
Zeb Rouse
Kenneth Shipley
Garry and Nancy Sink
Lawrence Smith
Florence Williams
Todd Wirth
Larry and Ilse Yoder

Canning Day is a time for working hard and enjoying a good visit with other Hoosier syrup makers.



Pam Childers fills some of the pint containers that will be sold at the fair.



Zeb Rouse keeps a steady hand as he fills the jugs



Dave Hamilton (left) and Jack Gaby visit as they fill and cap the jugs.



Would you believe it?! We had to “water down” our syrup.

Newly packed syrup gets a cooling spray from the garden hose.

Cookbook Ready for Fair

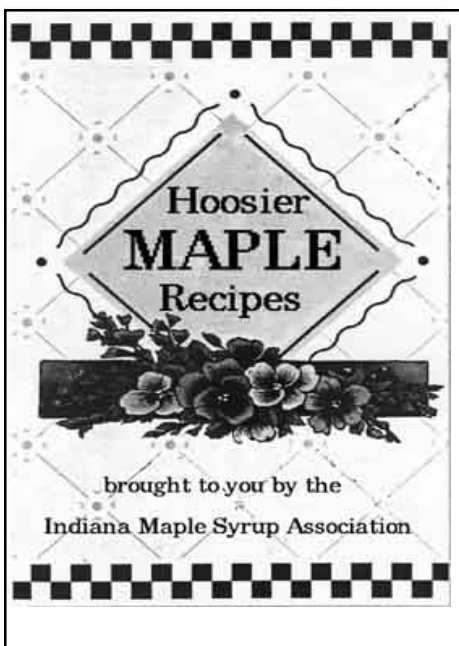


Mary Juillerat, has completed her work on the Indiana Maple Syrup Association's cook book, and it will be ready for sale at the 2003 Indiana State Fair. Nancy Sink, and Dee Dealine assisted her on the project.

Mary assembled some 250 recipes and then did the type setting and layout to create the book that also includes photos and information about the Indiana Maple Syrup Association.

Every Hoosier syrup maker wants to say a big "Thank You" to Mary for all the thought and effort she has put into this project.

The October issue of the Tapline will include information for IMSA members who wish to order copies for sale at their sugarhouse.



Results from 2003 Survey of Indiana Maple Producers

Jeff Settle, Supervisor for the Indiana Division of Forestry's Utilization & Marketing (U&M) Program has compiled the results from the responses to his survey distributed to producers earlier this spring. Following is his report.

Shortly after the close of the 2003 Maple Syrup season, 177 questionnaires were sent to all known producers of maple syrup in Indiana. 82 individuals promptly responded to the questionnaire resulting in a 46% response rate compared to a 43% response rate in 2002.

For the sake of comparison of similar climatic regions, the results were broken down per two major regions. The dividing line chosen was U.S. Route 40 bisecting the State into a Northern region and a Southern region. 18 questionnaires were returned from the south region and 64 came from the northern region.

Of the producers that responded to the questionnaire, 80% of these folks produced syrup in 2003, a sharp increase from 27% reported in 2002. 14 producers from the southern region and 52 producers from the northern region reported production in 2003.

Almost 30% of the states' total syrup production of 5136.5 gallons was accounted for by three large producers. Northern producers accounted for 3733.5 gallons compared to 4449.7 gallons in 2002 while southern producers generated 1402 gallons, a noticeable increase from 456 gallons reported in 2002.

There are fifty-three counties in the state that have at least one active maple syrup producer. Washington County is home to our State's largest producer. Elkhart County was once again the county with the most reported sugar camps – 29.

The average opening dates were 2/27/03 and 2/14/03 for the north and south respectfully. The average closing dates were 3/20/03 for the north and 3/13/03 for the south. The overall state average for the opening date was 2/26/03 and the closing date was 3/19/03.

The average amount of sugar water

(sap) needed to produce a gallon of syrup was 42.2 gallons in the north and 42.1 gallons in the south. The state average was 42.1 gallons of sap to produce a gallon of syrup. The average amount of sap needed in 2003 to produce a gallon of syrup may not be wholly accurate, as quite a few producers do not accurate records of sap inflow. The average amount of syrup produced per camp was 79.2 gallons, down from 104.4 gallons reported in 2002.

Most sugar water was produced at the producer's own sugar bush(es), although a state total of over 8,700 gallons of sugar water was purchased from outside producers.

Almost 36,000 taps were utilized in 2003, an average of 437 taps per producer. Of those 36,000 taps, almost 42% of the state's syrup production was accounted for via producers using buckets for sugar water collection.



Over 15,000 buckets were used in 2003 for collection purposes. The amount of sugar water collected by buckets accounted for total syrup production of 2758 gallons in the north and 312 gallons in the south region. 50 Indiana maple syrup producers used an average of 303 buckets in their collection operations.

Buckets remain more popular in the north region. The largest single producer utilizing buckets hung over 1550 buckets in the northern region and 450 buckets in the southern half. Several producers reported using plastic bags and tubing in addition to buckets for the collection of sugar water.

Although plastic sap collection bags have decreased somewhat in popularity since their introduction, eleven producers used 3672 collection bags. Producers using bags set on the average, approximately 333 taps. Exceptions are present though with one individual using over 2200 bags for collection.

Sap bag collection accounted about 12.5 of the total syrup production, which is up from 8% reported in 2002. On a regional basis, those using plastic sap collection bags were split pretty evenly between the two regions.

Six northern producers using 3212 bags collected produced 440 gallons of syrup and five southern producers using bags produced 204 (up from 21 in 2002) gallons of syrup in 2003.

A number of producers are trying tubing for sugar water collection and are slowly changing over as terrain, dollars and results allow. Statewide, 14 persons (10 in the northern region and 4 in the south) used over 9000 feet of tubing for collection purposes in 2003. Those using tubing produced 1597 gallons of syrup.

This is a large increase from the data reported in 2002 (483 gallons). This amounts to 114 gallons per producer.

The statewide average price received for a retail gallon of syrup was \$32.23. The average per gallon price was slightly higher in the south region at \$34.33 versus the north average of \$29.87 per retail gallon. The average statewide price received for a quart of retail syrup was \$10.53. Statewide wholesale average gallon price was \$26.50; there was little variation in wholesale gallon prices per region.

The statistics gathered via our 2003 maple syrup production questionnaire most likely will not reflect the true income generated from Indiana's producers. The statewide reported syrup income for 2003 (multiplying the average \$/per gallon X reported production) is slightly over \$165,550.

However, if one appreciates that which was consumed via the producers' family, given away, or simply not reported, the calculated dollar figure may very well conservatively grow to about \$200,000.

Assuming this figure to be realistic, the average dollar return per tap hole

is \$5.57 which is only .60 less than reported in the 2002 maple syrup producers survey.

Sales do not appear to be a limiting factor for Indiana maple product producers; rather the inability to produce enough syrup due to the unusually warm winter was the greatest impediment to finding our maple fortunes.

Prime tapping conditions center on below freezing temperatures of an evening with a fairly fast thaw in the mornings which normally allows for good syrup flow. This year's survey indicated (through comments) very separate conditions for the north and the south. 60% of the surveys returned from the north indicated below average conditions while 50% of the respondents from the south indicated above average conditions. Most of the northern comments stated there wasn't enough thawing in the mornings. It appears the south experienced ideal conditions of cold nighttime temperatures and a good thaw in the morning.

Overall, greater than 90% of the produced syrup is sold at a retail level. Of those reporting sales, over 32% state that at least a portion of their production is given away or consumed domestically; of course these same producers tend to be smaller in scope and production.

Packaging preferences show the majority favoring retail sales in gallon containers, fewer favoring quarts, with remainders sold in smaller units. A few producers offer maple sugar, creams, candies, cookies, etc., but apparently these maple products do not account for substantial percentages of any one producer's sales.

We are all aware that each sugar bush has unique characteristics and that no two bushes produce alike. Although Indiana is a relatively small geographic area, the variation in weather is significant as evidenced by prior years.

For the most part, respondents stated this year was a below average season, due to reasons discussed previously.

For example, data from the last maple syrup production survey (2002) indicated total volume of 4906.5 gallons produced; about 5% less than produced this year.

Fifty-one respondents stated they would like to be listed in the Indiana Maple Syrup Producers Brochure.

As time and funds permit, we are hoping to prepare an updated brochure. Additionally, we believe it would be beneficial to have "Indiana generic" maple syrup articles on hand for the barrage of requests from reporters for local newspapers and other media come next February, 2004.

I sincerely thank all the maple producers for their prompt questionnaire responses. I have updated our maple database and will continue to be a contact for Indiana maple products.

Please remember the data compiled in this report will be only as good as the data received. To be able to more accurately report maple syrup production figures, a higher response rate will be needed.

Although my time is limited for personal visits to your operation, I do welcome your calls and inquiries on all facets of maple production.

Special forest products such as maple syrup contribute substantially to many rural folk's income while offering wholesome therapy at the same time.

Comparison of Hoosier Maple Syrup Production in 2002 and 2003		
	Gallons Produced	
	2002	2003
North	4450	3734
South	457	1402
Total	4907	5136
Buckets	3418	3070
Bags	387	644
Tubing	978	1597
	Number of Taps	
	2002	2003
	30,731	35,887
	Average Price per Gallon	
	2002	2003
	\$32.77	\$32.23

Join Us at the Fair

Make plans now to take part in the Indiana Maple Syrup Association's Pioneer Village Demonstration at the Indiana State Fair August 6 - 17, 2003

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			2003		1	2
3	4 Set Up Day All Directors	5	6 Kenny Shipley, Don & Louise Jewell, Dave Hamilton, Rufus Purdue	7 Steve & Dee Deatline, Billy Mangus, Lowell Williams, Dale & June Forrester	8 John Teague, Ron & Carroll Burnett, Dave Hamilton, Rufus Purdue, Doug Hanner	9 Steve & Dee Deatline, Kenny Shipley, Jack Gaby & Grandson, Bill & Kim Wojcik
10 Chris & Linda Leedy, Steve & Dee Deatline, Doug & Julie Mark	11 Florence Williams, John & Deloris Smith, Dave Hamilton, Rufus Purdue	12 John & Deloris Smith, Gary & Nancy Sink	13 Farmer's Day Chris & Wesley Leedy, Dave Hamilton, Rufus Purdue, Kenny Shipley	14 John Teague, Steve & Dee Deatline, Lowell Williams, Gary & Nancy Sink	15 Mark & Donna Mathews, Gary & Nancy Sink, LarrySmith	16 Phil & Doug Hanner, Florence Williams, Dave Hamilton, Gregg Yapp, Chris Rahe
17 Close-up Florence Williams, Kenny Shipley, Gary & Nancy Sink	18	19	Indiana State Fair			23
24	25	26	27	28	29	30
31 Remember, income from syrup sales at the fair finances most of the cost of speakers and our annual meeting. Be sure to do your part.						

Already a number of members have indicated when they'd like to help run the sugarhouse at the 2003 Indiana State Fair. 'But you know it's quite a task to sugar if you're short handed, even as a demonstration. Check the dates when we're a bit short on help, talk it over with family and friends, then pick your day to visit the fair and volunteer some of your time at the IMSA sugarhouse in Pioneer Village.

Complete the registration form below and return it to Steve Deatline and we'll send you a confirmation of your date, your assignment for the day, and all the information about entering at the fair.

Yes, sign me up for the Indiana State Fair on August _____

Name(s) _____

Address _____

City _____ State _____ Zip _____

Phone _____ e mail _____

Send your completed registration to

Steve Deatline, Fair Coordinatiior, IMSA
7773 S 100 East
Lynn, IN 47355 765-874-2170 deatline@globalsite.net

Helpful Information for You

NAMSC & IMSI Annual Meeting Coming in October

The 2003 joint annual meeting of the North American Maple Syrup Council and the International Maple Syrup Institute will be held October 22-25 at the Howard Johnson Motor Hotel in Truro, Nova Scotia.

The program will feature educational and technical presentations on maple production as well as tours of area sugarbushes. Syrup from member producers will be judged in international competitions.

Registration information is available by writing to

NS Maple
60 Roosevelt Avenue
Truro, NS
Canada B2N 1B6

Completed registrations and payment must be received by September 30.

Website for the Indiana Maple Syrup Association is
<http://www.indianamaplesyrup.org>

Join Us for the Indiana State Fair August 6-17



The 2003 annual meeting of the Indiana Maple Syrup Association will be held Saturday, December 6, at Fowler Park in Terre Haute, IN. A program and registration form will be included in your October issue of the *Tapline*.

The Tapline
Indiana Maple Syrup Ass'n
805 S. 7th St
Goshen, IN 46526

