



# The Tapline

December 2002

Quarterly publication of the Indiana Maple Syrup Association

## Sugarmakers Learn about Value-added Products

Terry Deloughary, producer from Bark River, Michigan and maker of specialty maple products was the featured speaker at the annual meeting of the Indiana Maple Syrup Association held at the Elkhart County Fairgrounds in Goshen, Indiana on Saturday, December 7. Deloughary taps about 5000 trees at his sugar bush near Escanaba in the Upper Peninsula, and he fires his evaporator with wood chips.

He spoke to about 85 producers who gathered for a day of talks, a business session and exhibits by dealers and manufacturers.

In the morning session Deloughary shared his favorite techniques for making quality syrup. "You all recognize this," he commented as he held up a large skimmer. "What's it for?" "To use!" he exclaimed. He went on to explain that he favors frequent skimming to remove the niter and caramelized sugar that gets trapped in the foam to lessen the chance for it to flavor the syrup. That helps to produce a light, delicately flavored syrup.



Terry likes to use wood chips for an even, relatively inexpensive heat. He has his own chipper, and where possible, he chips wood at or below 14% moisture. A stoker auger delivers a uniform supply of chips as a fan forces air through the grate. Deloughary uses reverse osmosis to concentrate the sap, and the resulting boil quickly brings the sap close to its final density before it is transferred to a separate finishing pan.



Terry Deloughary makes a batch of maple cotton candy for those attending the IMSA meeting in Goshen, IN. Deloughary was the featured speaker at this year's event. - photo L. Yoder

The speaker noted that frequent skimming can increase the chances of accidental burns from the steam. He uses specially insulated gloves with long cuffs that protect his arms and even permit him to reach into the boiling sap.

Mr. Deloughary's afternoon session focused on value added maple products. He finds that items such as maple cream, maple sugar, maple cotton candy, and maple pecan brittle are increasingly popular.

Deloughary prepared a batch of maple cream under the video projector as he spoke. He boiled the syrup until it reached 22 degrees above the boiling point of water. He skimmed frequently. If foam containing caramelized sugar is allowed to mix into the cream it will give the batch a dark color and bitter taste. Then he covered the pan with a wet towel as he reduced the heat and gradually stopped the boiling. After about one minute he placed the pan into cold water and cooled it as rapidly as possible to 70 degrees without agitating or disturbing the syrup. That meant not even disturbance from the bulb of a thermometer. Instead Deloughary waits until he cannot detect any when he brings his hand near the concentrated syrup.

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## 'Notes from your President .....

### *Looking to the coming year*

The year 2002 came to a close, and with it came our traditional roaming annual meeting. This year we held it in the Northern District on December 7 at Goshen, IN. A hearty big "thank you" goes out to our IMSA Secretary, Mr. Larry Yoder, and his cohorts, Donna and Mark Matthews of the Northern District for doing an outstanding job as our hosts. The kind of teamwork that went into this event certainly makes the president's job easier.

Our special guest, Terry De Loughary, brought to the membership some outstanding value-added information. There was something to challenge, encourage, and motivate everyone listening.

I appreciate the dealers that took the time bring their displays for us to browse through, and travel the miles they did to share with our people. Apparently it was worth while for them judging from the number of pickup trucks seen loading merchandise throughout the day. Their participation in the door prize event always contributes to days' fun as well.

Now, we maple producers in Indiana are getting ready to plan our '03 production season. In looking at the calendar, I realize that here in the southern part of the state, we have about 6 weeks before those long days of cooking late at night will be here. I know they are tiring, but making maple syrup is one of those trades that wells up within the heart, and drives us to aspire for more volume, better quality, lighter grades, more efficiency, and... just the right weather conditions to enable us to have the best season ever.

Our 2003 State Fair schedule is almost complete, and only a few slots are left – so don't miss out. Contact me, or any one of the directors, to reserve your ticket - and your experience - at the Hoosier Sugar Shack, downtown Possum Hollar. (Thanks, Doug, for your assistance in this schedule maintenance.)

Dee Deatline is managing our cookbook to be published and available at the fair as well. If you have any maple recipes to share, get them to Dee by February 1, 2003. (Thanks, Dee, for helping out with this project.)

Holiday seasons are a great time for family and friends to grow closer with quality fellowship. I hope each of you had a great holiday. I also hope that you allocated time for going to your house of worship and giving thanks to our Maker for blessing us with such a great nation, a land of opportunity, and most importantly, the good tidings of great joy brought to us on that first Christmas.

Thank you board of directors, for helping me get through the past year as president of the IMSA. It has been my privilege to serve. I look forward to serving this organization again in the coming year.

GW



Phil Hanner, *President, Indiana Maple Syrup Association*

## Hamilton Represents the IMSA at National Meetings

Dave Hamilton represented Hoosier maple producers as delegate to the 2002 meeting of the North American Maple Syrup Council held October 20 -24 in North Conway, New Hampshire. The Indiana Maple Syrup Association is one of 19 state and provincial maple syrup associations that is represented on the North American Maple Syrup Council.

Some 300 people attended the 4-day event that included business meetings for both the North American Maple Syrup Council and the International Maple Syrup Institute. The sessions also included presentation of technical papers, production reports, reports by state associations, field trips, poster sessions, and manufacturers' exhibits.

Hamilton represented the IMSA in the business sessions and presented the annual report on Indiana maple to the delegates.

Dave also gave a slide illustrated report about the national meetings during the December annual meeting of the IMSA. He described the research being funded by the NAMC and recommended that Indiana participate in the national report on syrup production.



*Part of the collection of antique sugaring equipment at Charles Stewart's sugar house, one of the stops on the NAMSC field trip – photo D. Hamilton*

### 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.

Steve Deatline (2003)  
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## Directors Elected During Annual Business Meeting, Board Elects Officers for 2003

Members of the Indiana Maple Syrup Association took several actions during the business session at our annual meeting.

Dave Hamilton, Central District; Chris Rahe, Southern District; and Chris Leedy, Northern District were re-elected to the board of directors of the Indiana Maple Syrup Association for three-year terms.

The membership heard and approved the secretary's minutes from the 2001 meeting in Gaston.

Kenneth Shipley, treasurer, reported that as of November 30, the association has a balance of \$7,900 in the checking account along with a certificate of deposit for \$20,000. Thanks to strong sales at the 2002 state fair, we are in good financial shape for the coming year.

The report was approved.

### *Board of Directors Meet*

The board of directors met immediately after the afternoon general session. In accordance with the bylaws, the board of directors elected officers for the Indiana Maple Syrup Association from among the elected board of directors.

Officers for 2003 are Phil Hanner, president; Chris Rahe, vice president; Larry Yoder, secretary; and Kenneth Shipley, treasurer.

The board also reviewed the design of the IMSA's private label that was used at the 2002 Indiana State Fair. There will be several improvements before the 2003 order is placed.

The board also named a committee of Larry Yoder, Chris Rahe and Dave Hamilton to review the present arrangements for the IMSA's web site and report at the April meeting.

The next meeting of the Board of Directors will be Saturday, April 12 at 9 am in the conference room of Reynolds Farm Equipment, Fishers, IN

Agenda will include orders for labels and containers and selecting a site for the 2003 annual meeting.



*The board of directors re-elected Phil Hanner to serve as president for 2003 — photo L. Yoder*

## Marcland Introduces New Draw-Off System

Marcland manufacturing has announced introduction of a barometrically compensated draw-off system that automatically adjusts the draw-off temperature to compensate for changes in the barometric pressure. The automatic unit can sense changes in temperature as small as 0.1 deg F and barometric changes down to 0.01 inches of mercury. The company is currently offering the unit at a reduced price to introduce it to sugar makers.

Changes in barometric pressure change the boiling point of finished syrup, and it is important to determine the boiling point of water regularly. The system Marcland has introduced does this monitoring automatically for the producer. Prices and further information are available from Marcland at 220 River Rd, Schroon Lake, NY 12870 (518) 532 7922.

## Shipley Recovering

Kenny Shipley, IMSA treasurer, underwent surgery in Indianapolis on January 16 to repair vertebrae in his neck that were damaged in a fall last summer. Kenny is presently recuperating at home, and we wish him a speedy and complete recovery.

*Value Added (continued from p 1)*

He then began to constantly stir the syrup. While he did this, the audience was able to view a video of the same process in Mr. Deloughary's sugarhouse. When he first began to stir the demonstration batch, the syrup appeared dark and glassy. As he stirred, it became lighter and stiffer and it lost its shine as it turned into maple cream.

Members of the audience tasted some on English muffins and agreed that it was outstanding.

The speaker cautioned about using syrup with a high content of invert sugars. These are formed when sap or syrup ferments. Maple cream made from syrup with significant amounts of invert sugars will remain "soupy" and fail to set up.



*Mary Douglass, Phil Hanner and Doug Hanner take their turns stirring the demonstration batch of maple cream — photo L. Yoder*

Similarly, Deloughary finds that maple sugar, the original form of maple sweetener from the Native Americans, still has an important place. He boils his syrup until the actual temperature reaches about 295 degrees. He then removes it from the heat and stirs vigorously and continuously until it granulates. He crushes the lumps and then sifts the batch to separate the fine sugar from the coarser particles. He sells the latter in shaker containers as maple sprinkles.

Among other maple confections Deloughary described were chocolates with maple cream centers. He cooks syrup to about 27 degrees above the boiling point of water and makes a stiff maple cream that can be worked like heavy dough. He then

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Members who attended the 2002 meeting listen as Terry Deloughary describes his techniques for making cream and candy. — photo L. Yoder

dips these balls or sticks of cream in melted chocolate.

And if those delights weren't enough, our speaker introduced us to maple-pecan brittle. He salts and roasts select raw pecans for about 10 minutes at 325 degrees F in a well buttered pan. The nuts are placed in their final position so they just in the meantime he concentrates syrup until it boils at 300 degrees, and then he adds butter and sifts in baking soda. He quickly pours this preparation over the pecans on the sheet and allows the confection to harden.

Mr. Deloughary's finale was the preparation of maple cotton candy. This requires a mix of maple sugar and finely granulated sugar. As the machine spins, centrifugal forces throw the solid sugar against a heating element in the rotating head. The sugar melts and flies out into the familiar cottony strands. This was the first taste of maple cotton candy for many in the crowd.

The demonstration session was like a two-ring circus, because IMSA member Dale Forrester from Colon, MI was at the other end of the demonstration table showing us his favorite approaches to candy making as well. He uses techniques similar to those of Deloughary to produce maple cream and maple sugar.

Both demonstrators emphasized the added income that can come from preparing items from syrup. Further, these items are popular for special occasions such as Christmas and Valentine Day when customers usually do not think of syrup as a gift or treat.

"Maple cream sold at \$8 per pound will bring you \$68 per gallon for your syrup," Deloughary noted, "and maple sugar sold at \$9 per pound will get you \$72." Producers can even sell at wholesale to other outlets and still come out favorably.

Last year the Deloughary Sugar Bush sold about 5 tons of maple cream to customers all over North America.



Speaker Terry Deloughary explains the set-up for his maple cotton candy machine — photo L. Yoder



Dale Forrester demonstrates his techniques for pouring sugar molds during the afternoon demonstration sessions — photo L. Yoder

Members who wish to contact our speakers may reach them at

Terry Deloughary  
N17934 Eustis Rd  
Bark River, MI 49807  
(906) 466 2305.  
[www.maplecream.com](http://www.maplecream.com)

Dale Forrester  
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Colon, MI 49040  
877 334 4741

## Photos From Our 2002 Annual Meeting



*Annual meetings are a great time to visit with friends ...*

*... and learn about the latest developments in the maple industry.*



*It's a good time to talk with dealers .....*

*...and perhaps even win a door prize.*





Our thanks go to the exhibitors who supported the Indiana association with their attendance and donations to the drawing at the 2002 annual meeting.

Don Dodd  
Dodd's Sugar Shack  
1654 Dodd Road  
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Website for the IndianaMaple Syrup Association  
is <http://www.indianamaplesyrup.org>

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## For Sale

Tom Fortenbery of RR1 Box 312  
Rosedale IN 47874 (765) 832 3960  
has a 4x14 ft wood fired evaporator,  
steam hood, gas fired finishing pan,  
collecting tanks tubing, and the usual  
items associated with sugaring. All is  
for sale and in excellent condition.

Tom Cook, (269) 684 7836 has a 5' x  
14' wood fired evaporator for sale.

## Special Thanks to...

Mark and Donna Matthews for their  
help with arrangements for the 2002  
meeting and opening their sugarhouse  
for post meeting tours

Dick and Sue Snider for opening  
their sugarhouse for post meeting  
tours

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the 2002 meeting

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