

**MAIL ORDER
PRICE LIST 2002-2003**

Syrup of the Month	A-12	\$86.00
Mixed Case of 12 Birch Boy and Private Reserve	A-10	\$72.00
Birch Boy 8 ounce:	B-1	\$8.00
Birch Boy 24 ounce:	B-2	\$13.95
100% Pure Birch:	B-3	\$16.00 Call for availability
Alcan:	B-4	\$16.00 Call for availability
Bear Bait	B-5	\$7.00
Blueberry	F-1	\$10.00
Highbush Cranberry	F-2	\$8.00
Russ-American Cherry	F-3	\$8.00
Cranberry-Cherry	F-4	\$8.00
Cranberry Spruce Tip	F-5	\$8.00
Crabapple	F-6	\$8.00
Currant	F-7	\$10.00 Call for availability
Strawberry	F-8	\$10.00 Call for availability
Cherry Birch	F-10	\$10.00 Call for availability
Spruce Tip	F-11	\$8.00
Elderberry	F-12	\$10.00
Everybody's Rhubarb	H-1	\$8.00
Skaguay Rhubarb	H-3	\$10.00
Strawberry Rhubarb	H-8	\$8.00
Alaskan Birch Maple	M-1	\$10.00 Call for availability

Ask about special discounts for case-lot orders (12 bottles) of same kind.

Guide to Ordering and Services

CUSTOMER SERVICE:

Call Toll Free (877) 769-5660 Mon.-Sat.

Alaska 9am-6pm	Pacific 10am-7pm	Mountain 11 am- 8pm	Central 12-9pm	Eastern 1-10pm
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Fax orders same number 8am to 8pm, 7 days/week.

Write:

Birch Boy Products

P.O. Box 637

Haines, AK 99827

Fax: 1-907-767-5660

SATISFACTION GUARANTEED: Our products are of outstanding quality and we know you will be delighted with your selections. If for any reason you or those who receive your gifts are not completely satisfied, we will gladly replace your purchase or offer you a full refund.

SHIPPING: We ship by United States Postal Service, Parcel Post within Alaska, Priority Mail elsewhere.

AVAILABILITY: Occasionally a tremendous demand will deplete our stock of a particular product. Use production months indicated in product descriptions for best availability. We will notify you at once if an item is out of stock and will send the item as soon as it is produced or make any substitutions you request. Or if you prefer, we will cancel the order. NOTE: Prices are subject to change without notice.

GIFT ORDERS: Our syrups can be packaged at your request in our birch bark or wooden fruit baskets trimmed with ribbon. Gift Baskets: \$4.00 per basket. Your personalized message will be enclosed with each gift order. Use the Gift Order section provided on the order form.

RETURNS: All returns must be authorized by calling us. Shipping charges on returns are non-refundable.

MAILING LIST: You will remain on our mailing list until you request that your name be removed. We never sell or make our mailing list available to others.

How To Use Our Shipping Chart

If you want us to figure your shipping for you, call our toll free number 1-877-769-5660 to place your order. We will tell you the shipping charge and the exact amount of your total order. Shipping charges are based on weight (how many bottles) and how far it has to go (postal zone from us). A small handling fee is included to cover protective over-packing.

SHIPPING CHART

If you are placing your order entirely by mail, you'll need to use our shipping chart. Shipping costs for syrup orders are figured by the total number of bottles you want sent. When you have made your selections and filled out the order form, read down the chart column labeled "Number of Bottles" and then across until you find the column your ZIP code is in. The amount shown in this column is the shipping cost.

Your ZIP code is represented by the first three digits. You will find it grouped in the same column with neighboring ZIP codes. The farther away from us, the higher the postal zone. We are Zone 8 to most of the continental United States east of the Rockies. The best rates are Priority Mail for all destinations outside Alaska and Parcel Post for neighboring communities.

Number of Bottles	Local	Zones 1, 2	Zone 3	Zone 4	Zone5	Zone 6	Zone 7	Zone 8	
1	\$4.63	\$5.03	\$5.06	\$5.13	\$6.40	\$6.55	\$6.90	\$7.25	
2	\$5.23	\$5.78	\$6.12	\$6.22	\$9.55	\$10.00	\$10.95	\$11.85	
3	\$5.49	\$5.95	\$6.52	\$6.65	\$10.80	\$11.35	\$12.50	\$13.65	
4	\$6.73	\$7.11	\$7.88	\$8.01	\$12.40	\$12.55	\$13.80	\$14.80	
5	\$6.96	\$7.83	\$8.48	\$8.64	\$13.95	\$14.45	\$16.30	\$18.25	
6	\$7.16	\$8.13	\$9.03	\$9.24	\$15.50	\$16.50	\$18.80	\$21.70	
7	\$7.24	\$8.26	\$9.24	\$9.50	\$17.25	\$17.65	\$20.05	\$23.40	
8	\$7.42	\$8.54	\$9.60	\$10.00	\$17.80	\$20.00	\$22.55	\$26.85	
9	\$7.50	\$8.66	\$9.72	\$10.25	\$18.55	\$20.66	\$23.75	\$28.55	
10	\$7.58	\$8.77	\$9.89	\$10.46	\$19.35	\$22.25	\$25.00	\$30.30	
11	\$7.73	\$9.01	\$10.22	\$10.88	\$20.85	\$24.55	\$27.50	\$33.70	
Case of 12	\$7.80	\$9.10	\$10.37	\$11.07	\$21.80	\$25.65	\$28.75	\$35.45	
ABOVE RATES ARE FOR PARCEL POST TO ALASKA ----- AND PRIORITY RATES ZONES 5 THROUGH 8									
ZIP CODES	99827	998	999	995 - 996	838, 997 970-972 980-986 988-992	590 - 592 594 - 599 833 - 837 955 960 973 - 979 993 - 994	572 593 821 987 692 693	565 - 567 574 - 588 803 - 805 814 - 820 822 - 832 840 - 847 889 - 901	910 - 918 930 - 954 956 - 959 961 - 966 700 - 802 806 - 813 850 - 885

Wilderness Plants and Cultivars Used for Our Gourmet Syrups.

The Rose Family (Rosaceae)

Strawberry (*Fragaria*). Perhaps the sweetest of all the wild berries, the wild beach strawberry (*F. chiloensis*) is found throughout Southeast Alaska, sometimes in large patches. Related garden varieties grow especially large and sweet in Upper Lynn Canal.

Brambles (*Rubus*). These members of the raspberry genus are known for their tart, delightful flavor and high pectin content that make them great for jelly and thicker syrup. The species suitable for syrupmaking are the red raspberry (*Rubus idaeus*), the thimbleberry (*R. parviflora*), and the salmonberry (*R. spectabilis*).

Apples (*Malus*). An important food and trade good of coastal aboriginal groups, the native yellow crabapple (*Malus fuscica* or *diversifolia*) and related domestic crabapples thrive where sweeter apples cannot.

Roses (*Rosa*). Southeast Alaska has two roses whose pomes are used for syrup and jelly: the prickly rose (*Rosa acicularis*) and the Nootka (Sitka) rose (*R. nutkana*).

Serviceberry (*Amelanchier*). The blue-black saskatoon (*A. florida*) has sweet and mild pomes that make a delicate purple syrup.

Rowan (*Sorbus*). Sitka mountain ash (*S. sitchensis*) is probably the most colorful native tree in Southeast communities. The closely related European mountain ash (*S. aucuparia*) has successfully become established in the wild. Natives and Europeans have long eaten the pomes and made jelly from the pectin-rich juice.

Cherry (*Prunus*). Originally from Siberia, our pie cherry (*P. cerasus*) was cultivated by Russian settlers of Sitka, capital of Russian America. It has adapted so well to Southeast Alaska, it is sometimes mistaken for a native plant.

The Heather Family (Ericaceae)

Blueberries and Huckleberries (*Vaccinium*). Southeast Alaska has at least five species of native blueberries and huckleberries. By far the best tasting is the fruit of the Alaska early blueberry (*Vaccinium ovalifolium*), which make a syrup that just might be the best. Another tasty species is the red huckleberry (*Vaccinium parvifolium*).

Lowbush Cranberries (*Vaccinium*). Lingonberries (*Vaccinium vitis-idaea*), known to Alaskans as lowbush cranberries, have a long history of use by Alaskan Natives and Europeans.

The Honeysuckle Family (Caprifoliaceae)

Alaskan Highbush Cranberries (*Viburnum edule*). Alaskan pantries are not complete without jars of tart highbush cranberry preserves.

Red Elderberry (*Sambucus racemosa*). The original inhabitants of Southeast Alaska steamed red elderberries for their juice which also makes a distinctive dry wine.

The Gooseberry Family (Grossulariaceae)

Red Currant (*Ribes triste*). Of the six or seven species of currants found in Alaska, the red currant is most valued for its excellent flavor and high pectin content.

The Birch Family (Betulaceae)

Western Paper Birch (*Betula papyrifera*, var. *commutata*). Of the three varieties of paper birch used for syrupmaking in Alaska, the Western paper birch is the only one that grows in Southeast Alaska, primarily near Lynn Canal from Juneau to Haines and Skagway. Wherever birch grow in the world, its sap has been collected for drinking. Syrup made from evaporating the sap from this tree is dark and intensely flavorful. About 150 gallons sap make one gallon pure birch syrup.

The Maple Family (Aceraceae)

Douglas Maple (*Acer glabrum* var. *douglasii*). Sap from the Douglas Maple, the only Acer growing to tree size in Southeast Alaska, is high in sugar content, three times more concentrated than birch sap. About 40 gallons of sap are needed to make one gallon of syrup. Douglas maple syrup is considered by maple syrup experts to be second to none.

The Pine Family (Pinaceae)

Sitka Spruce (*Picea sitchensis*). High in vitamin C, spruce tips are a favorite ingredient in Alaskan beer and tea. Southeast's evergreen hemlocks *Tsuga heterophylla* and *T. mertensiana* also have good tasting spring tips.

The Knotweed Family (Polygonaceae)

Garden Rhubarb (*Rhuem rhaponicum*). This Siberian transplant shoots up in yards, along sidewalks, and in nearly every garden. Rhubarb has gone native in many areas of Southeast Alaska and has a long history of use by both Native groups and other residents. Wild members of the related *Polygonum* genus grow in Southeast Alaska and are used much like garden rhubarb, particularly the wild Alaskan rhubarb.

Syrups from the Wild and Rare

If you are looking for berry syrup preserves from Alaska's pristine wilderness, we have them! We make all our syrups from wilderness plants and heirloom cultivars that have gone native. We gather everything by hand in the woods, sunny hillsides, or homestead gardens and cook it with the best sugar available. We don't add water or anything else, and don't buy our berries from the store. This is the real thing -- products you can't find anywhere else!

For the past 10 years, we have been making gourmet syrup and living our lives around the seasons of Alaskan plants. It's a lot of fun, but as pioneers of Alaskan birch syrup making and originators of Alaskan gourmet fructose syrups, we take syrupmaking seriously and make only the best for our customers. Many of our syrups are produced in very small batches and are rare even by our standards.

Southeast Alaskan Syrup Plants

Of the more than 100 plants native to Southeast Alaska that are used for food by Alaskan Natives and other residents, only about two dozen species are suitable for commercially produced syrups and preserves. Birch Boy Products selects species that grow in abundance, can be sustainably harvested, appeal to the general population, and have a long history of common use.

Most of these appropriate wild plants are fruits or berries that are happily domesticated or which have domesticated relatives consumers are already familiar with. These wild plants can sometimes compete in the marketplace with commercially grown cultivars of the same species because the wild ones usually have more flavor, are grown without chemicals, and have an interesting history.

Starchy wild plants and really sweet berries are very rare in Alaska; so sugar or saccharine carbohydrates from cultivated plants must usually be added to make sweet preserves like syrup.

Fructose -- A Healthy Alternative

All our syrups except Pure Alaskan Birch Syrup and Alcan Birch/Maple syrup are thickened with fructose to the standard syrup state of 67 percent carbohydrates by weight.

We chose fructose because it is the predominant sweetener found naturally in honey, most fruits, and birch sap. The fructose we presently use is made from corn and is more expensive than sucrose, or table sugar; but it is a healthy alternative that allows us to avoid adding preservatives. Some of our syrups have so much natural pectin they would gel if made with sucrose.

The carbohydrate fructose is actually one building block of sucrose or table sugar. Our syrups are a little sweeter than those made with sugar, so a little goes a long way.

Useful as a "sugar free" food, our fructose-based syrups are converted to bloodstream glucose more slowly than sugar or glucose foods. For this reason, fructose cannot be used to counteract an insulin reaction. Check with your health care professional for individual guidance.