



## Vermont Maple Sugar Makers' Association

P.O. Box 662, Lyndonville VT 05851

Phone: 802-777-2667

[www.VermontMaple.org](http://www.VermontMaple.org)

### **Request for Proposals Retail Packed Syrup for 2025 Big E Booth February 27, 2025**

VMSMA is seeking interested members who would like to sell their syrup to the Association for use in our 2025 Big E Booth in Springfield, Massachusetts. Our booth is open from September 12, 2025 through September 28, 2025. Below we've shared the timeline and specifics and we ask that interested members share their interest through our [online form](#) by May 2, 2025. After we review information from all interested members, we will reach out about shipping us a pint of your syrup. We'll need these pints in hand by May 15, 2025.

**Questions?** Please reach out to Allison Hope (802-222-6132) or Mike Christian (802-349-6795)

#### **Requirements for purchased syrup:**

- Please indicate which grade you are interested in selling to VMSMA (check all that apply on our form). We anticipate purchasing one grade each from three different members.

#### **VMSMA expectations of seller:**

- Be a current VMSMA member;
- Pack syrup for the Big E in VMSMA-labeled plastic containers.
- Syrup must be of high-quality and meet state regulatory requirements. The Big E Committee will be taste testing syrup from interested sellers in May.
- Seller must take back what VMSMA does not sell at the Big E. Once we put a VMSMA name label on the container, we own it. Containers that have not been labeled will be returned at the end of the fair, for credit against our invoices.
- Retail packed syrup must be palletized in appropriate heavy duty cardboard boxes (by size of container) for transport to the Big E. Pickup location must have access for a tractor trailer to load pallets. Transport is provided by Carpenter's and they generally pick up product the Monday prior to booth opening.
- VMSMA retains the right to pick barrels of syrup from the seller's supply for Big E sales. Representatives from the Big E Committee may also choose to taste every barrel of syrup it buys for the booth.
- VMSMA will give preference to sellers who are Sugarhouse Certified through VMSMA's program.
- Big E sales are one of VMSMA's largest fundraisers and an important part of how we fund our work to benefit the entire Vermont maple industry. For transparency across supplies and grades, we will set a wholesale price ceiling for each size container in May, before decisions about suppliers are made.
- Suppliers will invoice VMSMA by October 31, 2025 and payment will be made via ACH bank transfer or check within 15 days of receipt of invoice.

*Vermont Maple...the Official Flavor of Vermont!*



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### Recent Sales Data:

We don't track syrup sales by grade, but below you'll see the sales by container size for the 2023 & 2024 Big E.

	2023 Unit Sales	2024 Unit Sales
Gallon	157	167
Half Gallon	326	336
Quart	1,020	1,058
Pint	1,335	1,430

### 2024 Order Data:

The orders generally don't fluctuate too much from year to year, so last year's order is a good gauge of what might be expected in 2025.

	Golden Delicate	Amber Rich	Dark Robust
<b>Pint</b>	112	656	485
<b>Quart</b>	96	518	455
<b>Half Gallon</b>	42	140	156
<b>Gallon</b>	16	60	76

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