



Vermont Maple Sugar Makers' Association

P.O. Box 662, Lyndonville VT 05851
Phone: 802-777-2667
www.VermontMaple.org

Request for Proposals Retail Packed Syrup for 2024 Big E Booth February 6, 2024

VMSMA is seeking interested members who would like to sell their syrup to the Association for use in our 2024 Big E Booth in Springfield, Massachusetts. Our booth is open from September 13, 2024 through September 29, 2024. Below we've shared the timeline and specifics and we ask that interested members share their interest through our [online form](#) by March 4, 2024. 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 10, 2024.

Questions? Please reach out to Allison Hope (802-777-2667) 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 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. Representatives from the Big E Committee will also need to taste every barrel of syrup it buys for the booth.
- Seller must take back what VMSMA does not sell at the Big E.
- Retail packed syrup must be palletized for transport to the Big E. Pickup location must have access for 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 seller's supply for Big E sales.

Vermont Maple...the Official Flavor of Vermont!



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- A member who is Sugarhouse Certified through VMSMA's program is preferred (but not a current requirement)
- Big E sales are one of VMSMA's largest fundraisers; wholesale prices (including packing in VMSMA containers) must be reasonable and within VMSMA's current budget.

2023 Sales Data:

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

- Gallon 157
- Half Gallon 326
- Quart 1,020
- Pint 1,335

2023 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 2024.

1. Golden Delicate
 - a. Pint 112
 - b. Quart 96
 - c. Half Gallon 42
 - d. Gallon 16
2. Amber Rich
 - a. Pint 656
 - b. Quart 518
 - c. Half Gallon 140
 - d. Gallon 60
3. Dark Robust
 - a. Pint 604
 - b. Quart 492
 - c. Half Gallon 168
 - d. Gallon 76