



“The Tap”

Periodic News and Notes from the
**Vermont Evaporator
Company**

It's Time to Tap! Grab Your . . . Pencil Boxes?



Greetings, friends! The time that we've all been waiting for is here. It's. Time. To. TAP! According to my colleagues at the Orange County Maple Producers Association, tapping has traditionally been a Town-Meeting-Day task - here in Vermont - that would put you out on your wood-and-leather snowshoes during the first days of March. No more. Today's producers beat the heavy snowfall and warming climate by tapping in January. So, especially for those of you in Zones 5 and above, it's time to get out there! Internet how-to resources abound, of course, and we will not pretend to be tapping experts here. But you should know that beginner sugaring courses - even internet courses you can complete in your PJs - are popping up everywhere. Why, we're about to meet some folks from the University of Vermont's Extension Service who do just that - teach sugaring! So, bust out your backpacks and pencil boxes and check your local University or google search engine for the right course for you and yours. It's time to go to maple school!

Why OUR Customers are the Best!

Well, we've suspected this for a while, but it's time to call it - our customers are the BEST! Not ONLY do you share our enthusiasm for our products, our business and the hobby we share, but what you add to our endeavor is so much more than dollars and cents. Whether it's engineering advice, ideas for product development or funny sugaring stories you've offered, we love it. We've even gotten gifts! So thank you for your advice, the duck eggs, the maple syrup and the free marketing consultation! We appreciate it and are putting it ALL to good use (yum)!

VEC Insiders: Buy Now! Modest Price Increases Ahead

We'd like you to be among the first to know that on February 1, we'll be increasing prices a titch to account for some increases in our material and shipping costs. So if you've been thinking about making a purchase, now's the time! Saplings are \$795, are in stock, and can be shipped anywhere maples grow within the week for \$100. Get your orders in by January 31 to get these rates! And no matter how you are sugaring this year, be safe, have fun, and keep in touch!



*The Vermont Evaporator Company “Sapling,” available now at
www.vtevap.com*

Evaporate Something Good™