

CDL's Way

Sugaring Guide - Fifth edition | 2025

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CDL

SUGARING
EQUIPMENT



Dear Readers,

I hope your sugaring season met your expectations! It is with immense joy and great pride that I welcome you to this edition of CDL's maple syrup industry magazine. Over the past five years, our magazine has established itself as an essential communication tool, allowing us to share our knowledge, reach our customers, and generate excitement around the maple industry.

Our industry is experiencing significant growth, driven by sustainable development values and the increasing adoption of new technologies. These innovations will help expand the maple sector and strengthen our position in the market. Thanks to you, we have built a strong and engaged community, ready to take on the challenges of tomorrow.

We firmly believe that maple syrup deserves our full attention and admiration. We never tire of discussing it, and we are convinced that there is always more to discover and share. Together, let's continue to promote our industry and celebrate the wonders of maple.

As we mark the fifth year of this publication, we want to sincerely thank each of you for your loyalty and continuous support. Your commitment inspires us to push boundaries and innovate to bring you the best possible content. This magazine allows us to stay connected with you and make our voices heard in the maple world.

Thank you for being part of this journey with us. Together, we will continue to write the history of maple and uphold the values that are dear to us.

With my warmest regards, I wish you an enjoyable read!

Vallier Chabot

Co-Owner and
General manager of CDL



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By Anne-Sophie Couture-Goulet
Marketing and communication Director

CDL: CONSTANT EVOLUTION IN SERVICE OF MAPLE SYRUP PRODUCERS

Since its beginnings, CDL has grown alongside maple syrup producers, adapting to the challenges of the trade and the demands of a rapidly evolving industry. Thanks to its commitment to innovation and continuous improvement, our team develops high-performance solutions that simplify the work of producers and optimize their operations. Aware of the changing realities of the market, we continually strive to combine efficiency, profitability, and adaptability to industry shifts. I had the opportunity to speak with one of CDL's co-founders to better understand the journey so far.

INNOVATING TO SUPPORT THE EVOLUTION OF THE TRADE

In the past, maple syrup production relied on energy-intensive methods and equipment that required significant maintenance. Today, technological advances have improved efficiency and made daily operations easier for producers.

"We've always aimed to do better. Back then, the standard was to use gas and oil to boil maple sap, and that required a lot of resources," explains Jean-Marie Chabot, co-founder and father of CDL's current co-owners.

CDL has since developed high-efficiency evaporators, advanced filtration systems, and heat recovery technologies that optimize every stage of the maple syrup production process. With solutions like electric evaporation and the use of biomass, we offer producers more options tailored to the realities of their sugarbushes.

"Now we use more efficient equipment and environmentally friendly resources like wood pellets, optimized burners, or more efficient vacuum pumps," says Jean-Marie.

OPTIMIZED SUGARBUSH MANAGEMENT

Keeping a sugarbush healthy is essential for ensuring steady, sustainable production. CDL designs equipment that maximizes sap collection while simplifying sugarbush management, always considering the real-world needs of producers.

Thanks to improved collection systems, smarter pump station management, and integration of specialized equipment, producers can strike a balance between productivity and effective maintenance of their sugarbushes. By staying attuned to field realities, CDL continues to refine its solutions to meet producers' expectations.



Jean-Marie Chabot, co-founder
of CDL Sugaring Equipment

AN INDUSTRY IN MOTION

The maple syrup industry is evolving quickly, and CDL keeps pace by continuously investing in research and development. Equipment improvement, integration of new technologies, and process optimization are central to our commitment to producers.

"Our commitment goes far beyond technological innovation: we strive to build a sustainable industry that bridges past and future generations. This way, new producers inherit exceptional know-how and a world-class industry, all while preserving the invaluable legacy passed down by their predecessors. Preserving this continuity is essential to honoring our craft and ensuring it has a bright future," says Jean-Marie.

CDL's evolution is built on a blend of performance, innovation, and close support for producers. Every advancement is designed to tackle the real challenges of maple syrup production, while adapting to field realities. Our ambition remains the same: to provide producers with reliable, high-performing equipment that meets the demands of a constantly evolving market.



By Anne-Sophie Couture-Goulet
Marketing and communication Director

A PASSION ROOTED IN THE SABOURIN FAMILY: MAPLE AS A LEGACY

Nestled in the Laurentians, Érablière Du Cœur Sucré beautifully embodies the harmony between family heritage and innovation. What began as a personal challenge quickly evolved into a true story of passion and perseverance, carried by a united family whose know-how has been passed down from generation to generation.



Thanks to the unwavering commitment of François Sabourin's mother and the active involvement of his children, this sugarbush has earned an enviable reputation, combining respect for traditional methods with the integration of new technologies. Dive into the heart of this family adventure where every drop of maple syrup tells a story of effort, determination, and love for nature.

When a difficult turning point marked her life, Émilienne Desrosiers, François's mother, could have chosen to step back or sell her land. Yet, driven by unshakable determination, she boldly decided to venture into maple syrup production. "I needed to give meaning to our future and build something solid for my children," says Émilienne. Starting from almost nothing, she acquired her skills in the field, overcoming challenges with exemplary resilience.

Bit by bit, the passion for maple took root in the family, and even today, at the age of 82, Émilienne remains the pillar of the business. "She's the one who manages product processing and runs the sales counter. You could say she still has the final say on quality!" laughs François. Her dynamic presence and expertise ensure high-quality artisanal production, honoring traditions while embracing modern innovations.

With a sales counter that welcomes both regulars and curious visitors in search of authentic flavors, François's mother happily shares her love for the craft. "Every satisfied customer is a victory for us," adds Émilienne with a smile.

Photos credits: Annik Perron

A MAPLE LEGACY PASSED DOWN THROUGH GENERATIONS

In the Sabourin family, the passion for maple syrup production has been handed down from generation to generation. First cultivated by François's mother, this know-how was taken up with dedication by him, and then passed on to his son, Tristan.

"My grandmother is a meticulous woman who leaves nothing to chance. In our family, there's no room for cutting corners, if someone tries, she steps in right away!" says Tristan. More than a key figure in production, she's also a true mentor to the younger generation, sharing her expertise with patience and rigor. Still actively involved, she keeps a close eye on the CDL Intelligence monitoring system and continues to influence the sugarbush, even though her son François now owns it.

Tristan, 18, represents this new generation ready to evolve the family business by integrating new practices. Eager to enhance his knowledge, he pursued a maple syrup production program at the Centre de formation agricole de Saint-Anselme in Bellechasse, 350 kilometers from home!

"I always knew I wanted to stay in the maple world, but I also wanted to understand every detail of the craft to



Émilienne Desrosiers,
François's mother, in their
sales counter



Tristan Sabourin,
François's son

make real improvements to our operation,” he explains. Through this training, he gained advanced skills in vacuum collection systems, evaporation optimization, and high-end equipment maintenance. His learning wasn't just theoretical: thanks to on-the-job internships, he applied his knowledge in the field, discovering new methods that could benefit the family sugarbush.

Today, he applies this expertise to optimize operations with a constant focus on improvement and innovation. While adopting new technologies, he remains committed to preserving the values and authenticity that have built the Sabourin family's reputation. “Our greatest pride is seeing this passion carried on by the third generation,” his grandmother says emotionally.

TURNING TO 4.0 TECHNOLOGY

Érablière Du Cœur Sucré continues its commitment to innovation by optimizing production and energy efficiency. For the 2024–2025 season, they installed a 4.0 stainless steel system with an insulated tank and dynamic mixer. This state-of-the-art equipment ensures precise temperature control and optimal syrup homogenization. The upgrade was completed by their CDL Saint-Jacques representative, Michaël Legault.

These additions enhance an already impressive setup, including the fully electric and automated Master-E evaporator, purchased alongside their modular heRO concentrator. This technological duo allows for precise, automated production management, optimizing every step from 30 Brix concentration to final processing.

“Automated osmosis significantly reduces the time we spend on washing and adjusting, giving us more flexibility, explains François. Even though it requires precision, its automation ensures maximum efficiency.” This advancement allows the family to focus on continuous improvement while easing their daily workload.

The integration of these technologies also improves management across their two sugarbushes: 5,000 taps at the original site and a major 2015 expansion with the purchase of a 20,000 tap operation, totaling 25,000 taps. And their story doesn't end there! François's son, Tristan is developing a new 7,000 tap project, pending quota approval, with plans to expand to 10,000 in the coming years.

“Automation is essential for us, adds François. As a surgeon, I need to monitor our sugarbush remotely. With advanced monitoring systems, I can

step in immediately if needed, even when I'm not on site.”

The shift to intelligent monitoring began in 2016 with the expansion of their second sugarbush. “We were among the first to adopt this new forest management approach, François recalls. At first, it was tough, we had to reposition sensors and adjust parameters, but with CDL's incredible support, we persevered. Now, we couldn't do without it!”



François looking at his CDL
Intelligence system

Thanks to a perfect balance between tradition and modernity, the Sabourin family continues writing their story, one sugaring season at a time. One thing is certain: this family-run sugarbush still has many great years ahead!



SECURING THE FUTURE OF SUGAR BUSHES: 5 KEY PRINCIPLES TO KNOW

In maple syrup production, we often talk about syrup quality, equipment performance, and market challenges. However, sustainable forest management is just as essential. So I asked myself: how can we maintain the health of a sugar bush, avoid common mistakes, and adapt practices in the face of environmental change?

To better understand these issues, I spoke with Jeannot Beaulieu, forester, experienced maple syrup producer, and recipient of the *Provincial Forestry Merit* award in 1993 and 2013 for the Bas-Saint-Laurent region. For over 40 years, he has implemented thoughtful strategies for the stewardship of his sugar bush. Sitting in his sugar shack, we discussed essential practices to ensure the longevity of this precious resource.



Jeannot and his family at the presentation of the Provincial Forestry Merit Award

Jeannot Beaulieu is a true craftsman of the forest, having built a legacy that is both sustainable and inspiring. Honored with the *Provincial Forestry Merit* award, a distinction recognizing exceptional commitment to forest management and sustainable development, Jeannot has combined expertise and vision through exemplary management of his forest properties. With over 1,300 hectares of forest and a sugar bush with 44,000 taps, he embodies the balance between responsible exploitation and knowledge transmission.

1. ENCOURAGE SUGAR BUSH REGENERATION

"A sugar bush is an ecosystem that evolves with or without us," Jeannot emphasizes. As producers, we wound our maple trees every year when tapping. Contrary to popular belief,

letting a forest grow naturally does not ensure its longevity. Trees must be kept in optimal growth to heal quickly from the annual tapping wounds. Without proper management, overcrowded stands intensify competition for resources like light and nutrients. When competition among maples increases, their growth potential is limited. Many studies show a direct link between tree size and sap yield per tap. Maximizing growth each year can therefore increase the amount of sap per tap.

Since 1985, to ensure optimal growth of his maples, Jeannot has practiced targeted thinning according to his forest's needs. He observed that while the total number of trees may decrease, the remaining ones grow stronger, healthier, and more productive.

2. RECOGNIZE WHEN INTERVENTION IS NEEDED

How do you know if your sugar bush needs intervention? Jeannot recommends looking for these indicators:

- **Excessive density:** When trees are too close together, growth slows and vigor decreases due to competition for light and nutrients.
- **Poor healing of tapping holes:** A healthy maple tree closes its old tap holes within a few years. If not, it's a sign of poor growth. A 1/4" spout hole should close by the following year if the tree is growing well.

Jeannot also points out that forest management is a daily effort. When heading into the woods, he always brings a small pruner. Whenever he spots a young maple, he takes time to observe and select one to favor. He then trims a few branches to ensure a future tapping area free of defects. Pruning early ensures a high-quality tap tree later on.

3. INTERVENE AT THE RIGHT TIME

The timing of forest operations is just as critical as the method. Ideally, interventions should occur between October and February to minimize the impact on the sugar bush.

In summer, maples are actively growing and their bark



The Beaulieu family
in action in the
forest

is more fragile, making them more vulnerable to injury, infection, and disease. Additionally, soft and moist soil can be compacted by machinery, harming root development and forest regeneration.

Conversely, in winter, frozen ground and snow cover help protect the forest by cushioning the impact of forestry equipment, reducing damage to soil and saplings.

Smartly planning forestry work helps preserve maple tree health, promotes regeneration, and optimizes the sugar bush's quality and longevity.

4. MAINTAIN SPECIES DIVERSITY

To preserve a sugar bush's resilience, it's important to maintain companion species such as yellow birch and ash. These trees play a key role in forest balance and biodiversity:

- Yellow birch enhances soil diversity and regenerates well in mineral soils.
- Ash, found in wet areas, stabilizes the environment and supports maple growth.

Official guidelines recommend maintaining 10–15% of companion species in a managed sugar bush to reduce the risk of maple-specific diseases and strengthen the forest's natural balance.

5. CUT SMART

"Before cutting a tree, ask yourself why you're cutting it," Jeannot insists, reminding us that forest management should not be driven by short-term gain, but by the long-term sustainability of the sugar bush. He now favors selective cutting, removing only harmful or unbalanced trees. He

shared a story about cutting down a two-foot diameter maple. Fellow producers who saw it asked, "Jeannot, are you depressed?" He simply explained that if he didn't cut that tree, the five beautiful young maples around it would die. He chose to favor those five trees over one, ensuring the sugar bush's future.

This approach promotes optimal growth for remaining trees and sustainable syrup production over time.

PRESERVING THE SUGAR BUSH FOR FUTURE GENERATIONS

"What we do today in a sugar bush isn't for us, but for those who come after us." This reflection sums up the mindset Jeannot Beaulieu wants to pass on to his children and grandchildren.



Jeannot, accompanied by his
wife Marjolaine, his son Yvan
and his daughter Weena

Managing a sugar bush is not just about maximizing a single year's harvest, it's a long-term commitment to maintaining a healthy, productive ecosystem for generations to come.

"The forest doesn't belong to us; it belongs to future generations. We are cultivating our children's forest today."

1: Rademacher, T. (2023). Les pratiques durables en acériculture : études, observations et réflexion pour des réponses éclairées. Producteurs et productrices acéricoles du Québec. <https://ppaq.ca/fr/blogue/les-pratiques-durables-en-acericulture-etudes-observations-et-reflexion-pour-des-reponses-eclairees/>



By Tommy Chabot
Marketing coordinator

OPTIMIZING SMALL SUGARBUSHES WITH CDL'S SMART SOLUTIONS

For the past five years, our colleague Jonathan Côté, technical advisor, has passionately shared his knowledge in the pages of our magazine. His expertise and field insight have made his voice a welcome and anticipated presence. But for this 5th edition, we wanted to switch things up... and reverse the roles! So this time, it's the marketing team taking the pen to talk about a topic close to our hearts: making technology accessible to all sugarbushes.

At CDL, we believe that every sugarbush, regardless of its size, deserves tailored solutions to improve yield without compromising identity or work methods. That's why we developed the CDL Intelligence system: a real-time monitoring and management tool designed to make producers' lives easier. More than just technology, it's a true partner in maximizing harvest while minimizing losses and unnecessary travel.

BREAKING THE MYTHS: CDL INTELLIGENCE, AN ASSET FOR SUGARBUSHES OF ALL SIZES

Some believe that monitoring tools like CDL Intelligence are only for large-scale operations, but that couldn't be further from the truth! In fact, this tool simplifies daily management, helps identify issues quickly, and optimizes harvest with no added effort.

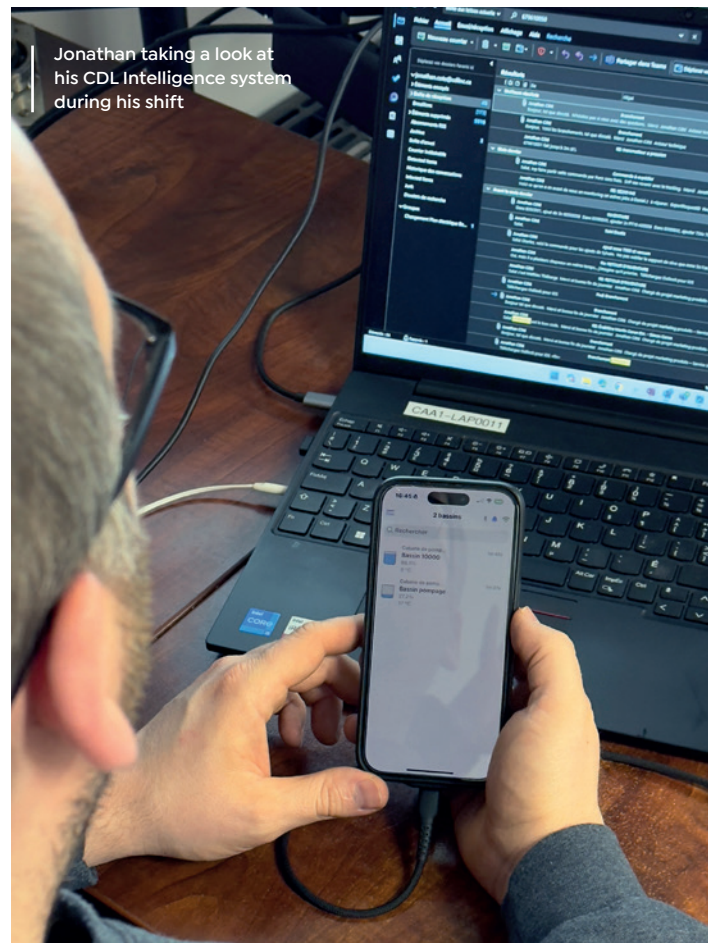
That's exactly what Jonathan Côté experienced. A CDL technical advisor, he also runs a cattle farm and operates the family's 1,500-tap sugarbush with his parents. From the start, he chose to integrate CDL Intelligence into his setup to make management easier. Since all family members work off-site, it was the perfect solution for maximizing control and enabling remote action.

"You can imagine that with a 1,500-tap sugarbush, every investment must be well thought out and evaluated. When the CDL Monitoring system launched about 10 years ago (now CDL Intelligence), we seriously started considering it. After a few discussions, we decided to go for it, hoping it would give us a hand. From year one, it quickly became essential: it helped us boost yields and save time, especially in leak detection and repairs. In our case, the vacuum pump control and water backflow management are now fully automated and accessible remotely. And after 10 years of use, no breakdowns to report. For us, the return on investment came before the end of the second season. That said, each sugarbush is unique, and profitability can vary depending on the setup, needs, and production goals," explains Jonathan.

A TECHNOLOGY DESIGNED FOR MAPLE PRODUCERS

Adopting a smart solution doesn't mean radically changing the way you work, it means optimizing what you already have, one step at a time. CDL Intelligence was designed to be a true ally for producers, adapting to the pace of each sugarbush.

Take, for example, vacuum pump startup. On one hand, a producer has to get dressed at dawn, head out, start up their truck or ATV, and travel to the pump stations to start the



pumps manually, all before even having their coffee! On the other hand, a producer equipped with CDL Intelligence can start the pumps with a simple tap on their phone, whether still in bed, at work, or elsewhere. Even better, the system can handle start-up and shut-down automatically. In the evening, instead of going out to adjust the vacuum, they do it remotely, just before falling asleep, easy and efficient.

Thanks to strategically placed sensors throughout the sugarbush, the software tracks key parameters like tank levels and vacuum pressure. This smart monitoring helps avoid losses and unnecessary interventions while maximizing yield.

One of CDL Intelligence's strongest features is its optimized leak management. Instead of wandering the sugarbush with no guarantee of success, the system pinpoints problem areas and helps prioritize interventions. The result: saved time, less effort, and better performance. Plus, freeze report analysis helps identify trouble spots (reverse slopes, undersized or blocked mainlines, etc.).

By simplifying daily operations, CDL Intelligence becomes an essential ally for producers, offering greater flexibility and helping them balance responsibilities without compromising sugarbush performance.

"With my full-time job at CDL and the farm to run, it was impossible to always be on-site. Today, I can monitor everything remotely and only step in when necessary. Honestly, it's magic!" says Jonathan.

CDL: A TRUSTED PARTNER FOR ALL SUGARBUSHES

Since every sugarbush is unique, we design solutions that easily integrate with existing setups without disrupting production methods. Gradual improvements make it possible to optimize harvest while respecting maple producers' expertise.

"Just because a sugarbush is small doesn't mean it doesn't deserve the best tools. CDL Intelligence helped us optimize our production while freeing up time for our other activities," says Jonathan.

CDL Intelligence is much more than a monitoring system: it's a revolution for both small and large sugarbushes, allowing them to maximize productivity without increasing workload.

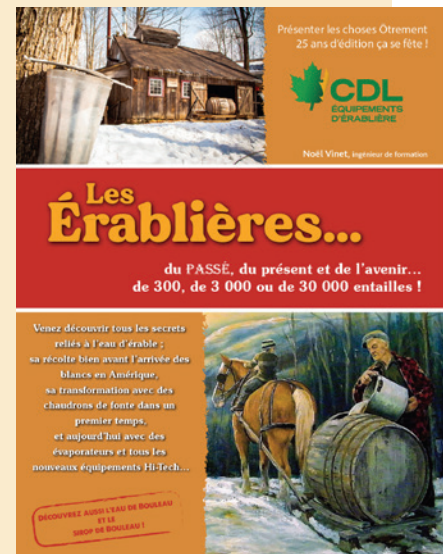
SUGARBUSHES OF THE PAST, PRESENT, AND FUTURE:

A CAPTIVATING JOURNEY THROUGH THE HISTORY AND INNOVATION OF MAPLE SUGARING!

Sugarbushes are an integral part of our heritage, witnessing the ingenuity and passion of past, present, and future generations. In this fascinating book, Noël Vinet, an engineer by training and a passionate maple enthusiast, invites us to explore the evolution of maple sap harvesting and processing, from the ancestral methods of Indigenous peoples to today's cutting-edge technologies.

Dive into the history of traditional sugar shacks, where maple sap was collected in buckets and boiled in cast-iron kettles, producing the rich, amber maple syrup so highly prized.

But this book isn't just about the past, it also highlights modern high-tech equipment, technological advancements, and emerging trends reshaping the maple industry. An entire chapter is dedicated to ongoing innovations, making it a goldmine of information for enthusiasts and producers looking to optimize their operations.



**Whether you are an experienced sugar maker
or a dreamer aspiring to own your sugarbush,
it is an inspiring read!**

GET YOUR COPY TODAY!

- By email: noelvinet@gmail.com
- Online: noelvinet.com
- Available during CDL's Open House on Friday, May 16 and Saturday, May 17, 2025, where the author will host a booth.

*Don't miss this opportunity to immerse yourself
in the fascinating world of maple sugaring and
meet a true enthusiast!*



WHEN THE PASSION FOR MAPLE COMES BACK TO LIFE!

Owner of a dairy and pig farm for many years, Martial Labrecque also once ran a large sugarbush, a demanding endeavor that took up all his time and energy. Faced with this reality, he had to make the difficult decision to stop sugaring seasons at his sugar shack.



Martial in front of his evaporator in action

But the passion for maple sugaring never truly fades... After a few years' break, the desire to dive back into this world caught up with him. Determined, he built a new sugarbush from scratch, using wood harvested from his land. Today, the Labrecque family enjoys a gathering place that moves with the rhythm of the seasons, especially sugaring time, a cherished tradition deeply rooted in their family.

Can you introduce yourself?

My name is Martial Labrecque. I'm 56 years old and live in Saint Bernard, Beauce. I own a dairy and pig farm as well as a 500-tap sugarbush. My wife and I have four children, all of whom are involved in our family's farming and sugaring activities in their own way.

How long have you had your sugarbush?

I operated my first sugarbush from 2000 to 2007. After a break, I started my second sugarbush just a few years ago.

Why did you stop operating your first sugarbush?

Managing the farm and sugarbush became too demanding at the time. Sugaring takes a lot of time and energy, and juggling everything with a full-time dairy and pig farm was hard. So, I chose to dedicate myself entirely to the farm.

What motivated you to start a new sugarbush?

Over time, my two sons took on more farm responsibilities, freeing up some of my time. It was the perfect opportunity to make a long-held dream come true: rebuild my sugar shack.

How did the construction of your sugarbush go?

It took me two years to build my sugarbush, and I did everything myself. From sawing the wood to finishing touches, every plank comes from trees I cut on my land. You can even see old tap holes in some of them! It was important to me that every part of this sugarbush had a story and sentimental value. Everything is homemade... except for the evaporator, of course! My sugar shack has a rustic style, just like me.

What do you love most about maple sugaring?

Above all, I love practicing this passion in a sugarbush I built myself, just as I had imagined since childhood. Boiling anywhere else but at home? Unthinkable! Ever since I was little, I dreamed about my shack, its surroundings, and its materials. Today, that dream is a reality.

Why did you choose a 3/16" gravity tubing system?

I wanted a simple system that wouldn't require technical maintenance or immediate fixes if something went wrong. The farm is already a highly technical and demanding environment. With my sugarbush, I wanted to return to basics: enjoy the moment, listen to the sap gently flow into the tank at sunrise... Plus, this system was a natural fit since my land is steeply sloped.

Why did you choose CDL Maple Sugaring Equipment?

It happened naturally, through word of mouth. In my area, many sugarmakers use CDL equipment and are very satisfied. I've attended their open house events for years, and the enthusiasm around CDL convinced me that if many people trust the company, it must be doing things right.

What do you appreciate most about CDL's services?

I particularly like the closeness with my representative and the in-store training sessions. My rep always takes the time to

answer my questions without making me feel like a bother. The training is very useful. My family and I have attended several and learned valuable tips!

How would you rate CDL's customer service?

I'm delighted with the in-store support and the delivery service. When they delivered my evaporator, the truck couldn't access my shack. The team took the time to transfer the equipment onto my tractor in two trips without ever showing impatience. I felt they wanted to do things properly without rushing. At the store, I'm always treated with respect, even though I don't have many taps.

It seems family plays a central role in your activities. Do your wife and children help with the sugarbush?



The Labrecque family gathered at the sugar shack

Absolutely! Family is at the heart of everything I do, and I'm lucky to share this passion with them. Everyone helps in their way: my wife and daughters handle the product processing for friends and family, while my sons take part in the boiling and tapping. Even the grandchildren and partners get involved, making sugaring season an unforgettable family moment.

You and your family are the faces of CDL's 2025 season campaign. How was the filming experience?

It was a wonderful family experience! The video is beautiful, and it's an honor to be chosen as an ambassador for the 2025 season. What touches me most is that despite my sugarbush's simplicity, no advanced tech, no large-scale production, it was featured. It may seem basic to some, but to me, it's genuinely a dream come true.

What is your greatest pride?

I have many sources of pride, but the greatest is passing down my love of family and maple sugaring to my children, without ever forcing it. What makes me happiest is seeing

Check out the 2025 season video featuring the Labrecque family:

<https://bit.ly/ad-season-2025>



Memory from the filming of the CDL promotional video for the 2025 season

them share this passion and understand what sugaring season truly represents: a time for gathering, sharing, and traditions that live on.

Martial Labrecque's story is one of returning to his roots, driven by love for the craft, nature, and family. His handmade sugar shack, full of memories, reflects a deep and lasting passion for maple sugaring. By choosing to do things simply and authentically, at his own pace, he reminds us that sugaring season is about more than production. It's about gathering, tradition... and shared joy!



Setup, where his tank stands proudly, built by Martial



A STRONGER PRESENCE TO SUPPORT MAPLE PRODUCERS ACROSS NORTH AMERICA!

The year 2024 marks a significant milestone in the growth of CDL Maple Sugaring Equipment in North America. Always driven by the desire to support maple producers with cutting-edge equipment and outstanding service, our company continued its expansion by opening two new stores and growing its distributor network in several strategic states. As a result, our total number of retail locations now includes 45 CDL corporate stores and more than 150 distributors, notably through the BMR/Sollio group in Canada and the F.W. Webb Company in the United States.



Building of the new store in
Hermon, New York State

Historically well established in the Northeastern U.S. with stores and distributors in Maine, Vermont, New York, New Hampshire, and Massachusetts, CDL has extended its footprint far beyond these regions. In 2024, our products and services are now available as far as Virginia, Ohio, Pennsylvania, Wisconsin, Michigan, Indiana, and even Alaska, a major step forward in meeting the growing demand from producers in emerging maple-producing areas.

STRATEGIC GROWTH TO SUPPORT MORE PRODUCERS

Our expansion goes beyond simply increasing the number of points of sale. It is part of a broader vision to support maple producers in their development by giving them easier access to high-performance equipment and responsive after-sales service.

With the addition of two new stores in Hermon and Newfield, New York, and the development of our distributor network, we are getting even closer to producers in regions where maple cultivation is gaining in popularity. From the East

Coast to territories farther west and north, CDL aims to be a key partner for all maple producers, whether they are long-established or just starting out.

The growth of the North American maple syrup industry brings a growing need for modern and efficient solutions. CDL is proud to support producers, whether they are in Virginia, Ohio, Pennsylvania, or elsewhere in North America, by offering innovative equipment that helps optimize their production. Our commitment: is to be a trusted partner, wherever maple producers grow.

A PROMISING FUTURE FOR CDL AND NORTH AMERICAN MAPLE PRODUCERS

Our development reflects our desire to be where producers need us most. Across North America, CDL remains true to its mission: to innovate, deliver quality products, and support producers in the field so they can get the most out of their sugarbush.

The year 2024 marked a decisive step forward, and we are excited to continue this growth to help even more producers reach their full potential. CDL continues to evolve with maple producers, for maple producers.



Memory from the opening
of the new store in Newfield,
New York State



By James Adamski
CDL Wisconsin sales representative

A NEW ERA FOR MAPLE SYRUP: THE RISE OF BIGLEAF MAPLE

For generations, maple syrup has been closely tied to the towering sugar maple trees of Quebec, Ontario, and the northeastern United States, where the sugar maple reigns supreme. However, a new trend is emerging on the West Coast of the United States, particularly in the states of Oregon and Washington: syrup production from the Bigleaf maple.



Bigleaf maple, also
known as Oregon
maple

Also known as Oregon maple (*Acer macrophyllum*), this deciduous tree is native to the Pacific Northwest and presents an interesting alternative to the sugar maple, especially for local producers looking to venture into maple syrup production. Supported by academic institutions such as the University of Washington, Washington State University, and the Oregon State University College of Forestry, this initiative has received government funding to explore the potential of this budding industry.¹

CHALLENGES AND TECHNOLOGICAL INNOVATIONS

One of the biggest challenges in tapping Bigleaf maple is its lower sugar content. While sugar maple sap typically contains about 2 degrees Brix, Bigleaf maple sap has nearly half that amount. As a result, it takes between 80 and 90 gallons of sap to produce just one gallon of syrup, compared to approximately 40 gallons of sugar maple sap.²

However, advancements in maple syrup technology, particularly in the use of reverse osmosis, have helped mitigate this constraint. Reverse osmosis removes a significant portion of the water from the sap before evaporation, reducing both time and production costs. These innovations make Bigleaf maple syrup production economically viable and an attractive opportunity for Pacific Northwest producers.

AN INDUSTRY IN THE MAKING

Researchers and maple producers involved in the project remain optimistic about the potential of this new division. It could help diversify and expand maple syrup production in the forests of the western United States. This new resource could also represent a sustainable development opportunity for the wooded regions of Oregon and Washington.

A PROMISING FUTURE FOR WESTERN MAPLE SYRUP PRODUCTION

The rise of Bigleaf maple syrup reflects the maple syrup industry's evolution and producers' ability to innovate in response to climatic and economic challenges. With the proper techniques and continued research support, this new trend could establish itself as a viable regional alternative to traditional maple syrup.

This new perspective is exciting for maple syrup enthusiasts. It proves that no matter the region or species of maple available, there is always a way to tap into this natural resource and share the passion for maple syrup with the world.



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TUBING RECOVERY AND RECYCLING PROGRAM FOR MAPLE OPERATIONS

Replacing maple tubing periodically is essential to ensure high-quality sap collection and maximize sugar bushes yield. However, managing used tubing has posed an environmental challenge since it first appeared on the market. Sustainable and responsible solutions are now available to address this issue, enabling efficient and environmentally friendly end-of-life management for these materials.

Since July 2023, a recognized stewardship organization, AgriRECUP, has managed the maple tubing recovery program. Its mission is to help tubing manufacturers comply with regulatory requirements while allowing maple producers to recycle their used tubing. Through close collaboration with the maple industry, municipalities, and recyclers, this initiative marks a significant step forward toward the goal of “zero plastic waste” in landfills.

The maple industry has set a new collection record. 2024, there was a 28% increase, going from 572,000 kg in 2023 to 733,000 kilograms. AgriRECUP warmly congratulates and thanks all the maple producers who participated in the program.

To ensure your tubing is accepted and recyclable, please follow these preparation steps:

1. Remove the wire and any metal components.
2. Separate the main lines from the 5/16" or 3/16" lateral lines. Plastic fittings and spouts connected to drop lines are accepted.
3. Ensure the tubing brought to the drop-off point is clean: free of paint, other plastics, or contaminants.
4. Check the interactive map on the [agrirecup.ca](https://www.agrirecup.ca) website to find your nearest drop-off point.
5. Bring your tubing to the drop-off location.

Recycling your tubing is a concrete action for the environment. It reduces plastic waste in forests and landfills while helping to preserve ecosystems. Once recycled, your tubing will be used to manufacture new plastic products, thus reducing reliance on virgin plastic.

Since businesses implemented the new regulation on product recovery and recycling in 2023, maple producers have noticed the addition of eco-fees to their tubing purchases. These fees fund the establishment of drop-off networks, the collection, transportation, and processing of used plastic, and management and compliance costs tied to the regulatory framework.



If you plan to renew your tubing network, consider integrating recycling into your material management strategy. By choosing AgriRECUP's program and contributing to tubing recycling, you're embracing a more sustainable approach that benefits your sugarbush and the environment.

For more information and to view the interactive map of collection sites, please visit:

www.cleanfarms.ca/materials/maple-tubing



Special collaboration by Patrick Damien
Producer, Screenwriter, and Director

Photo credit: BODOÛM Photographie

WHEN REALITY MEETS FICTION!

Director and screenwriter from Armagh, in Bellechasse. I have lived in Montreal for over 20 years, but my roots remain a source of inspiration. In 2015, I released *La démolition familiale*, a feature-length documentary about two teenagers experimenting with demolition racing, which was shown in theaters and on Télé-Québec.

With the short film *Diaporama*, I ventured into fiction, which offers more creative freedom despite a more complex logistics process. Whether documentary or fiction, my goal is to tell a compelling story.

While writing *Diaporama*, I highlighted maple syrup production, a pillar of my regional identity. Bellechasse is the birthplace of maple syrup production and its technology, making it the perfect setting for this story.

In short, *Diaporama* follows the journey of a 35-year-old woman (played by Léane Labrèche-Dor, a Quebecer actress) who, after a career change, seeks a job with a maple syrup producer from Armagh (played by Antoine Bertrand, a Quebecer actor). Her goal is to return to live in her hometown.

Since Léane's character had to go through a job interview with the maple syrup producer, I wanted her to demonstrate knowledge of the latest industry developments. I came across an article in CDL's magazine about maple nectar and watched a report from Radio-Canada. I then incorporated into the dialogue that she was interested in maple nectar. I had not yet planned CDL's involvement as a partner at that time, but I was happy to showcase a Bellechasse innovation.

It wasn't until much later, as filming approached that I reached out to Vallier Chabot, who was very receptive to the idea of collaboration. This allowed me to refine the dialogue by working with Anne-Sophie Couture-Goulet, CDL's Marketing and Communications

Director, and Marika Chabot, who leads the maple nectar project. We followed a process like *Grey's Anatomy*, which consults emergency experts to ensure accuracy in terminology! Additionally, Anne-Sophie ensured that our props team had real maple nectar on set. Over multiple script revisions, this nectar took on a special significance... which you will discover when you watch the film.

While fine-tuning the script, I also had to assemble my team, taking on directing, writing, and production, a role comparable to a manager. Having previously worked with Antoine, who played himself in one of my short films, I asked if he knew how to handle a chainsaw for a scene. He responded with a photo of himself in full gear! As for Léane, this was our first collaboration. I sent my script to her agency on a Friday, and by the following Tuesday, I had her agreement. I was thrilled to have them on board, especially since they are both highly sought-after and selective with their projects. Their presence elevated the film, and their generosity toward the entire crew was exemplary.

This story takes place in Armagh, an inspiring location where I had the municipality's support to access Parc des Chutes, a naturally cinematic setting, and to block a bridge and roads for a scene. Martial Breton and his partner Manuelle Gaudreau provided invaluable help for the sugar shack. Martial, my cousin, had already participated in *La démolition familiale* and inspired the character played by Antoine. We filmed his sugar shack on Rang de la Fourche and one of his maple groves on Rang Saint-Charles. Since his evaporator is from CDL, the collaboration was even more fitting. This team effort brings together actors, technicians, locals, and partners like CDL. A huge thank you to CDL, Vallier, Anne-Sophie, and Marika!

As I write this, we still have one more day of shooting left. Then, we move on to editing, music recording, and sound mixing. A short film like this is typically screened at festivals and sometimes on digital platforms. There is a good chance it will eventually be presented at Armagh screenings or the Maison de la Culture de Bellechasse in Saint-Damien. Stay tuned...



Antoine Bertrand and Léane Labrèche-Dor on set during filming



EVAPORATION IN THE ELECTRIC ERA WITH THE MASTER-E

Maple sugaring is transforming significantly, driven by technological advances that are redefining production methods. As energy efficiency, automation, and consistent product quality become top priorities, more producers are integrating innovative equipment into their sugarbush operations.

Among these solutions, the Master-E evaporator stands out with its fully electric and automated operation, offering a modern and high-performance approach to evaporation. But beyond the technical features, how does this technology fit into the daily life of maple producers?

Through the testimonials of three of our customers who adopted this innovation, we discovered a new way of making maple syrup.

JD MERCIER MAPLE SYRUP FARM, BEAUCE – OWNER OF ONE UNIT



Daniel Mercier, accompanied by his wife and their two sons. He has owned a Master-E since the 2023–2024 season

A former owner of a Christmas tree plantation business, this visionary maple producer has impressively developed his sugarbush. He began at just 14 years old with 1,100 taps and quickly became involved in expanding the family operation. Today, with the support of his sons, he manages a sugarbush with 87,000 taps. His sons also own their sugarbush, continuing the family tradition. The operation spans 2,500 acres and has continually evolved thanks to integrating modern technologies to optimize maple syrup production.

To address energy and financial challenges, he made a

strategic choice by adopting the fully electric and automated Master-E evaporator. This efficient system, designed to operate under vacuum with rapid preheating time, ensures consistent and effective syrup production. Using a 10-membrane heRO concentrator, he drastically reduced his energy costs from an estimated \$15,000–\$20,000 for an oil-fired evaporator to just \$1,450 in electricity per season.

Although there was some initial uncertainty, the customer is now praised for his investment. “At first, we wondered if we made the right choice, but today, we’re blown away by how much it helps us!” he says enthusiastically. He even jokes that it’s a shorter drive from his sugar shack to the store in La Guadeloupe than to go back home! A strong bond of trust has formed with the CDL team, he knows that when he calls his rep Jean-François Robert, he’ll get a clear, reliable answer, and that’s precisely what he’s looking for.

He’s always striving for improvement and is considering adding another 5,000 taps over the next few years. Innovation and passing down his know-how to the next generation are his top priorities. By focusing on advanced technologies and efficient management, he ensures the sustainability and profitability of his sugarbush.

FOREST FARMERS SUGARBUSH, NEW YORK AND VERMONT – OWNER OF 3 UNITS



Michael Farrell, owner of 3 MASTER-E units, the first of which was acquired during the 2023–2024 season

Michael Farrell has been a maple producer for over nine years in Lake Placid city in New York State. With a solid background in forestry, this seasoned producer manages about 150,000 taps spread over multiple properties in New York and Vermont with the partners he works with.

CDL naturally stood out as the best option when he considered investing in new equipment, thanks to its innovation expertise, high-quality equipment, and ability to support large-scale operations. However, a key factor in his decision to acquire three Master-E electric evaporators (two in New York and one in Vermont) was prompted by the U.S. government program offering financial incentives for energy-efficient equipment. These subsidies made the transition to an advanced, eco-friendly solution even more financially viable.

"Switching to CDL's Master-E electric evaporators was a strategic decision. The efficiency, savings, and sustainability benefits have significantly impacted our operations," he says.

Beyond environmental advantages, the Master-E units also led to significant cost savings compared to traditional fuel-based evaporators. After an initial adjustment period, the machines showed substantial efficiency improvements, resulting in smoother operations and a much more satisfied team. The high quality of the syrup produced further confirms that this was the right investment. Moving forward, the company continues to expand gradually, developing new land while focusing on sustainable forest management.

DONALD OUELLET'S SUGARBUSH, BAS- SAINT-LAURENT – OWNER OF 3 UNITS



Donal Ouellet, owner of 3 Master-E units, the first of which was acquired during the 2023–2024 season

Donald Ouellet, a civil engineer by profession, turned his semi-retirement into a true maple sugaring adventure. What started as an 11,000-tap project has quickly grown to nearly 98,000 taps, with ambitious plans to reach 175,000 in the coming years.

Always looking for efficiency and freedom in his work, Donald made a game-changing decision: he chose CDL's Master-E, which offers remote control and simplified management of his sugarbush. Before this transition, he used a pellet evaporator, which required constant monitoring. With the Master-E, he now enjoys much greater autonomy.

For Donald, maple sugaring is more than just an activity, it's a true family story. Today, he shares this passion with his children, Guillaume and Mélanie, who are also his business partners and majority shareholders in the sugarbush. Together, they form a dynamic team fully committed to the development and longevity of the family business.

"We manage the sugarbush as a family, like a real team. While on vacation, my kids handled the fieldwork, and I monitored everything remotely with CDL's Master-E. Peace of mind, even from miles away."

Thanks to their three Master-E evaporators, Donald and his family enjoy a cutting-edge and highly efficient production process. While a few adjustments were needed at the start, CDL's support quickly helped optimize their system. This collaboration strengthened Donald's trust in the company, which he considers to offer service far superior to the competition. He specifically highlights the excellent support of his rep, Daniel Roussel from the Cabano store, whose professionalism makes all the difference in his customer experience.

CONCLUSION

We extend our heartfelt thanks to our customers for their trust and valuable collaboration. Their inspiring testimonials showcase the full potential of the Master-E in a rapidly evolving maple sugaring industry. Thanks to their openness to innovation, they are actively shaping the future of our industry.

Thank you for being part of this great
adventure with us!



By Jean-Michel Chabot
Mechanical engineering technician

WHEN MAPLE SYRUP PRODUCTION ENTERS THE 4.0 ERA

The maple industry is evolving rapidly, driven by innovations that are transforming production methods. Among them, the adoption of stainless steel plumbing marks a turning point for sugarbushes. Offering strength, modularity, and durability, these new fully removable solutions requiring no glue make it easy to adapt setups to producers' changing needs.

Discover testimonials from customers who have recently upgraded their plumbing systems.

DES VIEUX-MOULINS SUGARBUSH, LA GUADELOUPE AND SAINT-HILAIRE-DE-DORSET

Owner of two sugarbushes in the Beauce region, Enrico Bolduc chose to upgrade his installations to optimize his operations. In 2011, he began modernizing the family sugarbush by gradually integrating the innovations offered by CDL. When he acquired a second sugarbush, he continued along the same path, convinced of the benefits these technological advancements provide.



With a strong, trusting relationship with the family behind CDL, he naturally turned to the La Guadeloupe team to meet his needs. The transition to stainless steel plumbing went smoothly, thanks to clear explanations from his sales rep, Jean-François Robert.

"JF explained the benefits of this plumbing, and I said yes immediately. If you make a change, you might as well do it right! The fully removable system is super convenient, it gives us the flexibility to adapt or expand the network based on our needs," he shares.

Always looking for innovations, Enrico is already thinking about further optimizing his reverse osmosis system to automate even more of its operations. If one day, his two boiling centers were

combined into one, he envisions integrating 4.0 technologies like the Master-E to boost efficiency. Thanks to stainless steel plumbing, he would be able to reuse his existing fittings, which would make the transition easier.

DYVECK SUGARBUSH, SAINT-CAMILLE-DE-BELLECHASSE



Passionate about maple sugaring from an early age, Yvan Pouliot fulfilled his dream in 2003 after selling his business. What began as a 6,000-tap sugarbush has grown into a major operation with nearly 70,000 taps spread across six separate lots. For the past 22 years, he has dedicated himself to this work, and his son Éric has been working alongside him for several years, jointly managing the business. Together, they ensure the performance and efficiency of their production, which relies on nine pumping stations transporting sap to the sugarhouse, where their evaporator, the true heart of the transformation process, stands.

Loyal customers of the Saint-Lazare store since its opening, Yvan and Éric trust CDL equipment, drawn in by fast, professional, and efficient after-sales service, particularly provided by their representative, Pierre-Simon Morin. Always on the lookout for the latest technological advances, they recently installed a stainless steel plumbing network and a fully electric and automated Master-E evaporator in their sugarhouse.

"As we'd like to acquire more quotas, the flexibility and modularity of this plumbing system allow us to adapt our facilities as we grow," explains Yvan.

In addition to its flexibility, this plumbing system ensures exceptional durability and optimal performance, key criteria for maintaining high-quality production. Driven by a vision of expansion and innovation, Yvan and Éric have no intention of slowing down. They plan to add 20,000 more taps over the next five years, continuing their growth with the same passion and a constant desire to innovate.

FRANÇOIS BOLDUC'S SUGARBUSH, LA GUADELOUPE



François Bolduc has run the family sugarbush for eight years, proudly carrying his father's legacy. When he took over, the operation had 10,000 taps; with a bold vision and constant pursuit of improvement, he's grown it to 110,000 taps, aiming to reach 120,000 next year. Fully committed to maple production, he focuses on innovation and optimization to manage his setup efficiently. His main sugarbush includes 80,000 taps, plus several family-owned sections managed alongside his significant other, brother-in-law, and sister, bringing the total to 35,000–40,000 taps. In the next five years, he aims to operate 100,000 taps with just a few people, building a model of efficiency that maximizes productivity and reduces downtime.

From the outset, he made strategic technology choices that laid the foundation for a large-scale project. The move to fully stainless steel plumbing was a no-brainer.

"A sugarbush is a demanding environment. Stainless steel is clean, durable, and stable over time. I want infrastructure that will last and guarantee quality syrup year after year," he explains. This choice, backed by advice from his CDL Mégantic sales rep, Loïc Plante, not only helps prevent contamination but also maximizes the longevity of his infrastructure while meeting the industry's rising standards.

His commitment to excellence is reflected in his forward-thinking approach, including integrating an electric evaporator. This technology helps improve energy efficiency while reducing its environmental impact. Every decision is made to transform his sugarbush into a model of innovation and performance, where tradition meets modernity to produce exceptional maple syrup.

MAPLE SPORT SUGARBUSH, SAINT-OURS

In Saint-Ours, Montérégie, Jonathan Laperle, a young successor at Ferme St-Ours, has launched an all-new maple syrup project. Under the banner of Maple Sport, Jonathan, assisted by his father, Louis Laperle, a former industrialist, has developed a plan to ensure the continuity and evolution of Ferme Saint-Ours' maple operation, which spans seven generations. With a sugarbush of 5,500 taps and plans to expand to 10,000 next year, Jonathan is bringing a major project to life: tapping into a family-owned piece of land that had never been used before. By blending respect for tradition with modern technology, the operation aims to be increasingly efficient and future focused.



To support this growth, Jonathan and Louis chose a comprehensive approach by adopting CDL's Vision 4.0. More than just equipment, they embraced fully integrated and automated sugarbush management, allowing them to optimize every aspect of their production. This move toward a modern system didn't come without challenges, requiring a gradual adaptation and close support. From the very beginning, representatives Mario Côté and Guillaume Provençal from the Roxton Falls team were there to advise and guide the promoters throughout the transition.

"Changing our entire process from A to Z was a major challenge, but we were supported from start to finish. Guillaume was incredibly helpful, and CDL's after-sales service gives us fast responses to every question or necessary adjustment," Jonathan emphasized. This successful transition to a fully optimized sugarbush marks a key milestone for them, but it's only the beginning. The team remains eager to embrace the next wave of innovations that CDL will bring to the market, always ready to push the limits of efficiency and modernization in the maple industry.

CONCLUSION

The future of maple production relies on modern, durable, and adaptable infrastructure. By adopting stainless steel plumbing, producers are blending tradition and innovation to build more efficient, scalable sugarbushes ready to meet tomorrow's challenges.



FROM TREE TO TABLE: THE WORLD OF THE WHEELERS

For over 40 years, the Wheeler family has lived by the rhythm of the maple trees, turning their passion into a true legacy where tradition, innovation, and hospitality blend seamlessly. What began in 1978 as a modest project with just a few taps has grown into one of Ontario's largest sugar bushes, driven by a deep love for the craft and a shared family vision.



To better understand what lies behind Wheelers Maple, I sat down with the family's patriarch, Vernon Wheeler, to talk about his entrepreneurial journey, his values, and the hard work involved in building not only a thriving business but also a place where every visitor feels right at home.

At Wheelers, each generation plays an essential role, whether in the woods, at the sugar house, or welcoming guests with warmth. Their sugar bush, pancake house, and museums are filled with history, but what truly sets them apart is their family spirit and generosity in sharing it.

Located in Lanark, Ontario, Wheelers Maple spans over 1,000 acres and features more than 40,000 taps, connected by an impressive 300-kilometer network of tubing. Their scale and expertise are matched only by their commitment to excellence,

sustainability, and passing on maple traditions from one generation to the next.

What role has maple syrup production played in your family's history?

When I was young, I worked with my family on the farm and in maple syrup production. At age six, we moved to a farm with a sugar-bush and a sugar shack. The previous owner taught us how to make syrup. At that time, we collected sap in buckets using horses and boiled it in a slow-evaporating pan in a shack without a floor or electricity. After making syrup the hardest way possible, I swore I'd never become a maple producer, but a few years after marrying Judy, the urge returned. I was working in logging and trucking logs, and maple production fit naturally into the spring thaw when hauling is restricted.

Can you tell us about the early days of Wheelers Maple?

Judy and I started modestly, tapping a few trees and selling sap to a neighbour for a few years. In 1980, we built our first sugar shack. We focused on maple in spring, then returned to forestry and farming the rest of the year. As our four children grew, we tapped more trees. In 1996, we built a new sugar house and a pancake restaurant. Later, we expanded with a Maple Museum, followed by a Forest and Farm Museum.

What does a typical day during sugaring season look like?

It all depends on the weather, but it's always very busy. We juggle syrup production and pancake house operations. During the day, family members serve guests while keeping production going. Nights are short, filled with boiling, bottling, and preparing for the next day.

What are the biggest challenges in maintaining your sugar bush?

You can't control nature, ice storms, high winds, etc., but you can maintain the forest keeping trees healthy. We do thinning for better yield and sweeter sap while avoiding over-tapping or excessive vacuum.

What are you most proud of?

I'm proud to have built a business where our family can work together every day. Seeing my children and grandchildren strengthen their bonds through shared work brings me great pride.

Have there been any technological advances that improved your production?

Absolutely! We aim to integrate as much modern technology as possible without compromising syrup quality. Tubing and reverse osmosis has changed the way we work.

Wheeler's Maple is more than a sugar bush, it's an experience. What inspired you to welcome visitors?

I've always felt it was important to share the gift of maple. By keeping the pancake restaurant open year-round, we allow people from near and far to discover the history of Maple, which dates to Indigenous peoples. Visitors can enjoy a meal with real syrup, tour the sugar house, museums, barn, trails, and playground. We even have an educational mural tracing the history of Maple to the present day.

What do you hope visitors take away from their time at Wheeler's Maple?

I hope young visitors leave having learned something new, and older guests reconnect with cherished memories. It's touching to see how a visit can become a family tradition. Many returning visitors eventually feel like family.

What CDL equipment are you currently using, and how has it improved your production?

At Wheelers, we use several CDL products that help us produce high-quality syrup more efficiently and with less labor. We have a 6'x 18' pellet-fired Sirocco evaporator, two 3'x 8' oil finishing pans, a high-pressure steam R7 evaporator, a 15-inch syrup press, and two 20+ reverse osmosis systems. This modern equipment helps us optimize production while maintaining our quality standards.

What motivated you to choose CDL over other equipment suppliers?

We've been using CDL equipment for years as we've grown. Your team understands our needs and has always provided excellent support.

Are you currently working on any new projects?

Yes! For the 2026 season, we plan to add a second 3'x 8' R7 steam pan. The goal is to operate both in parallel or one at a time, depending on sap volume or cleaning needs. It will also help us avoid late-night boiling. We also plan to install a 12'x 30' silo for sap storage.



Some members of the Wheeler family in front of their CDL equipment

CONCLUSION

The Wheeler family's story is one of resilience, innovation, and a deep passion for maple syrup production that touches every aspect of their lives. From humble beginnings to one of Ontario's largest sugar bushes, their journey is a true tribute to family values and the desire to share their tradition. As they continue to grow, welcome guests, and pass on their knowledge to future generations, we thank them for opening their doors and hearts, and wish them many sweet and successful sugaring seasons ahead!



CDL IN THE FOREST: SOLUTIONS THAT MAKE A DIFFERENCE, MAPLE PRODUCERS WHO BENEFIT

Behind every sugarbush lies careful planning and expert guidance. At CDL, we turn your maple syrup projects into lasting successes through comprehensive support, from land analysis to final installation.

OUR MISSION

To simplify your work, optimize your yields, and provide tailored solutions, whether your project is just starting, expanding, or undergoing modernization.

Dive into the experiences of six maple producers who trusted our expertise. Each one benefited from personalized service, whether it was a full installation, network optimization, or equipment upgrade. While our approach is always turnkey, every project comes with its own specific needs and unique challenges. Discover how CDL met their expectations and helped turn their sugarbush into a model of efficiency.

MAIN LINE AND TUBING INSTALLATION AT MATHIEU AND DENIS THERRIEN'S SUGARBUSH, SAINT-APOLLINE-DE-PATTON



For over 35 years, the Therrien sugarbush has embodied family passion and continuity. Founded in 1989 by Georges Therrien and passed to his son Denis in 2000, the business welcomed a third generation in 2014 when Mathieu became co-owner.

Thanks to their daily commitment, the operation grew from 2,500 to 26,000 taps. Coming from the butcher industry, Mathieu is fully invested in this family business, closely collaborating with his father to modernize the entire network for greater efficiency.

Their old mainline was replaced with an Air-Water system and a buried return, improving both durability and performance. After a detailed site analysis, new lynched mainlines were laid out and installed with 15-year blue 5/16" Flex tubing and SpinSeal fittings, ensuring a reliable, efficient network.

This major project was completed in just one month by a four-person team from CDL Saint-Lazare, led by representative Pierre-Simon Morin. It also included underground piping and a new pump station.

Loyal CDL customers for seven years, Denis and Mathieu have also upgraded their equipment, including an Intens-O-Fire 5' x 16' evaporator. But beyond the products, it's the service that impressed them. "A good sugarbush means good equipment, but most importantly, good service. With CDL, I know I can count on a responsive team when I need them," says Mathieu.

With their redesigned network, Therrien's family entered the 2025 season more efficient than ever, ready to write the next chapter of their family adventure.



COMPLETE FOREST INSTALLATION AT FERME G.E.C, SAINT-FRÉDÉRIQUE



Rocky Lessard entrusted CDL with an ambitious project: installing and optimizing four separate sugarbushes, one of which was developed entirely from virgin forest. This challenge required meticulous planning and on-site work to create a high-performing and sustainable maple network.

Coming from a family passionate about enhancing farmland and forests, Rocky always had a deep attachment to maple. His father started the first sugarbush using buckets, and in 2013 Rocky modernized the operation by installing tubing. Since then, maple syrup production has become a natural extension of their pig farming, with a clear vision: make the most of every forest parcel.

With a dedicated team of four CDL Sainte-Marie experts, over 4,500 taps were installed with precision. From equipment sales and installation to detailed network mapping and complete tubing setup, every step was carried out with exemplary attention to detail. One existing sugarbush was also optimized for better yields.



After thoroughly assessing the needs, Maxime Audet and the Sainte-Marie team recommended black Spinseal main lines combined with 5/16" dark blue 15-year Flex tubing and MaxFlow spouts. This high-end installation ensures maximum performance and increased network longevity. In March 2025, Rocky began his first season with a sugarbush equipped with the best technology available.

"We wanted a reliable and high-performing network, and CDL delivered exactly what we needed. With Maxime and Ghislain Poulin, we know we can count on fast service and unmatched expertise. Their phones are always on, seven days a week, and that makes all the difference," says Rocky.

GPS MAPPING AT FRANÇOIS BOLDUC'S SUGARBUSH, LA GUADELOUPE

Expanding a sugarbush is a major challenge requiring careful planning, precise execution, and trusted partners. For François Bolduc, working with Loïc Plante and the Mégantic team was essential to his project's success.



From the very beginning, Loïc used his mapping expertise to optimize the placement of the main lines, ensuring a structured and efficient network. His thorough terrain analysis led to a strategic layout that eased both management and productivity. Alongside his brother Carl, he played a crucial role in the setup, ensuring a logical, sustainable, and well-thought-out installation.

The groundwork demanded both expertise and active participation in excavation and burial of the collection networks, an essential step to ensure durability and efficiency. Thanks to their responsiveness and rigor, Loïc and his team adapted to the unexpected and responded effectively to needs. "What I appreciate most about Loïc and CDL is their availability and efficiency. Whenever I need help in the field, there's always someone there to respond and find a solution. It's a valuable partnership that lets me move forward with confidence."

Thanks to this technical and human support, François continues to build a forward-thinking maple operation, with optimization and performance at the heart of every decision.

BURIED COLLECTION SYSTEM AT FIVE BROOK MAPLE, NORTON, VERMONT



Driven by a family passion for maple, Maxime Poulin embarked on an ambitious project: developing a nearly 100,000-tap sugarbush in the U.S. After managing up to 30,000 taps in Quebec, he seized an opportunity in Vermont in 2020, joined by childhood friends Alexandre Turcotte and Jean-Nicolas Lessard, who also had similar experience.

Thanks to close collaboration with sales rep Éric Guay from CDL Sainte-Aurélie, a prime virgin forest site was identified in Norton, Vermont. A major highlight of this project is its impressive underground network, designed for optimal efficiency and protection from weather and wildlife. Over 50 km of buried tubing and 600,000 feet of 1-inch pipe were installed over four years. Specialized software guided the strategic layout of pump stations and infrastructure.

The Sainte-Aurélie team played a key role in every phase, from site selection to equipment installation, bringing both on-site and planning expertise.

From the first year, the sugarbush had 20,000 taps, then reached 54,000, 70,800, and now nearly 99,000 ready for 2025. This rapid development proves both the profitability and sustainability of the project.

“Turning a virgin forest into a 100,000-tap sugarbush is more than a project, it’s a huge challenge! Without CDL’s expertise and support at every step, this vision wouldn’t have become reality,” mentions Maxime.



CDL INTELLIGENCE SYSTEM SETUP AT RÉJEAN LACASSE'S SUGARBUSH, LAMBTON



Réjean Lacasse's 8,000-tap sugarbush is a shining example of successfully integrating CDL Intelligence technology. With 27 years of experience and a deep passion for maple, he recently decided to elevate his operations through innovation.

After comparing offers from several competitors, Réjean chose CDL, impressed by the quality of technical support and personalized service. The outstanding professionalism and expertise of sales rep Jean-François Robert from La Guadeloupe greatly simplified the process. His thorough guidance made the monitoring system setup smooth and efficient.



The CDL Intelligence system has transformed Réjean's daily operations with real-time data, boosting both ease and production performance. "Once you start using monitoring, you can't go back!", he says enthusiastically.

This trust in CDL and its representative resulted in an outstanding customer experience. Already convinced by the technology's benefits, Réjean plans to expand its use to further optimize his operations.

OPTIMIZATION AND NEW SETUP AT JEAN-FRANÇOIS PELLETIER AND MAGALIE RIVARD'S SUGARBUSH, EASTMAN



Jean-François Pelletier's maple sugaring adventure began five years ago with the purchase of his first 115-acre lot, which had no existing infrastructure. Thanks to the expertise of Jérémie Lebel from the Shefford team, the land was optimized to accommodate 4,200 taps. Two years later, Jean-François and his partner Magalie Rivard seized the opportunity to purchase the adjacent 62.5-acre lot, where an additional 3,800 taps were installed, again with Jérémie's support. Today, their sugarbush has 8,000 taps in production, with a total potential of over 10,000. The remaining 2,000 taps will be installed following the next quota issuance. "We believed in the potential of this land, even though everything had to be built from scratch, and we're driven by the desire to create a family-run sugarbush that reflects who we are," says Jean-François.

One of the main challenges was rethinking the initial placement of the vacuum stations, a problem that significantly impacted the efficiency of the network. As Jean-François explains: "After a thorough analysis conducted in close collaboration with Jérémie Lebel from CDL Shefford, a passionate expert who genuinely understands and shares the challenges faced by producers, the vacuum stations were strategically repositioned." This overhaul greatly improved vacuum efficiency and significantly enhanced sap flow throughout the system.

The complete redesign also included a fully rethought tubing network, using 5/16" lines and Spinseal fittings installed throughout the sugarbush. "Although we encountered a few challenges at first, the nearby positive recommendations and CDL's outstanding service reputation were key factors in our decision to work with Jérémie," adds Jean-François.

Thanks to these optimizations, the sap collection network is now perfectly adapted to the terrain, ensuring efficient and reliable harvesting. Last summer, over 1 km of underground piping was installed, including a buried water return line, during the upgrade of the existing infrastructure. The CDL Intelligence monitoring system is nearing completion, allowing for real-time monitoring of the new section. Future project steps also include planning

for an expansion to tap an additional 2,000 trees. The couple intends to manage everything independently, with easy access to the various stations in the woods for thorough and efficient technical oversight.

CONCLUSION

Every sugarbush is unique, and it's this uniqueness that guides CDL's on-the-ground approach. Whether for expansion, strategic modernization, or a brand-new start, our team puts its expertise to work to turn challenges into success stories. These inspiring stories highlight the diversity of maple projects and the added value of personalized support.





A FRUITFUL AND LASTING PARTNERSHIP OVER TIME

In the world of maple sugaring, some business relationships go beyond simple transactions to become true partnerships built on trust, years of collaboration, and a shared passion.

Among CDL's many strong collaborations, one stands out, the enduring bond between Tim Eldridge, CDL's longest-serving U.S. sales representative, and Michael Berry, a third-generation maple producer.

For over 15 years, Tim and Michael have worked together, navigating industry challenges, celebrating milestones, and reinforcing the essence of CDL's values: commitment, quality, and innovation. Their story is a testament to how strong business relationships can shape success in the maple industry.



Michael and Tim, a partnership that stands the test of time

BUILDING A FOUNDATION OF TRUST

Tim Eldridge's career at CDL began 15 years ago when he transitioned from selling agricultural equipment to serving maple producers. With a background at John Deere and a deep understanding of farmers' needs, Tim was well-positioned to bring CDL's innovative solutions to the maple industry.

One of Tim's first clients was Michael Berry of Berry's Sugar Camp in Gillett, Pennsylvania. A lifelong maple syrup producer, Michael was initially drawn to CDL because of its personable and knowledgeable staff.

"We bought some supplies from the team in Westfield, and I was impressed with their approach," Michael says. "It wasn't just about making a sale, it was about building a relationship. They cared about our needs and took the time to understand our operation."

From the outset, Tim and Michael developed a rapport that extended beyond business. Their interactions weren't limited to discussing equipment; they shared stories, exchanged ideas, and built a foundation of trust that would sustain their collaboration for years.

OVERCOMING CHALLENGES TOGETHER

In any long-standing partnership, challenges naturally arise, but Tim and Michael have always faced them head-on, turning each one into a chance to grow stronger together. A memorable example was the day Michael's newly purchased evaporator arrived. Coordinating its placement required some quick teamwork and steady hands.

"Mike and I jumped in right away to help guide it in, Tim recalls. It was one of those moments that reminded me how well we work together. We got it into the sugarhouse without a hitch."

Beyond logistical hurdles, Tim has gone the extra mile to support Michael's business, from helping him secure grants to ensuring he had the right equipment at the right time. On one occasion, when Michael urgently needed a replacement pump for his electric extractor, Tim removed a pump from a new extractor in his showroom to keep Michael's operation running smoothly.

"He's not just a salesman; he's a problem-solver. I can count on him to find a solution that makes sense for me," Michael says.

A SHARED COMMITMENT TO QUALITY AND INNOVATION

Michael's loyalty to CDL is rooted in more than just the personal relationship he has built with Tim, it's also about the reliability of the equipment and the company's dedication to continuous improvement.

"The quality and ease of use of CDL's equipment have been impressive, Michael explains. At this point, I don't even look at other competitors. CDL has repeatedly proven that they are the right partner for my business."

Tim and Michael have adapted as the maple industry has evolved, embracing new technologies and innovative practices to enhance production efficiency. Tim has played a key role in introducing Michael to advancements in maple equipment, ensuring he stays ahead of industry trends.

"CDL has done a great job of keeping up with market changes, Tim says. We're always looking for ways to improve efficiency, which Michael appreciates."

THE FUTURE OF THEIR PARTNERSHIP

Reflecting on their years of collaboration, Tim and Michael agree that trust, open communication, and a shared vision for the future have been key to their successful partnership.

"We've grown together in this industry, Michael notes. Tim understands my needs and ensures I get the right equipment and support. In return, I stay loyal to CDL because I know they won't disappoint me."

As Michael looks to expand his operations, CDL remains his first choice for any new investment. His confidence in Tim and the company is unwavering. "I know that Tim and CDL will support me as my needs evolve, he says. That's the kind of partnership you hold on to."

A TESTAMENT TO LASTING RELATIONSHIPS

At CDL, we are committed to building lasting partnerships like Tim and Michael's. Their journey reflects our goal with every client—relationships founded on trust, outstanding service, and an unwavering commitment to quality.

As we honor Tim Eldridge's legacy as our longest-serving U.S. sales representative and recognize Michael Berry's loyalty as a valued client, we are reminded that success in the maple industry goes beyond equipment. It's about people, strong connections, and a shared passion for excellence.

*Here's to many more years
of collaboration, innovation,
and sweet success!*





AT CDL, YOU DON'T JUST FIND A JOB, YOU FIND A TIGHT-KNIT TEAM!

At CDL, we firmly believe that our success lies first and foremost in the people who bring the company to life daily. As a leader in maple equipment manufacturing, we promote a work environment where innovation, collaboration, and passion are at the core.

PILLARS AT THE HEART OF CDL'S GROWTH

CDL was built thanks to the dedication of people who have been present daily, year after year. Many have been part of this journey for decades, contributing their expertise, energy, and vision. Through their voices, we discover a strong team spirit and a company culture where everyone has helped grow something meaningful and lasting.



ALAIN DALLAIRE

Officially at the La Guadeloupe factory since 1991, in the industry since 1983

Alain began in 1983 with a company that was later integrated into CDL. Starting as a tinsmith and solderer, he witnessed CDL's rise from a small workshop to a leader in maple innovation. For him, the Master-E perfectly represents this evolution. He proudly describes a respectful and stimulating environment where everyone can thrive.

CLAIRE GAGNON

At the Saint-Lazare-de-Bellechasse headquarters since 1995

As the accounting manager for Canada and the U.S., Claire helped structure the company's finances and centralize accounting operations. She deeply values the team spirit and the family-like atmosphere that has remained throughout CDL's growth.



CHRISTIAN LABRECQUE

At the La Guadeloupe factory since 1995

Starting as a welder, Christian took on several roles, from assembly to technical service, eventually becoming a quotation expert. He highlights CDL's non-hierarchical culture that fosters collaboration, innovation, and job satisfaction.



DANY LACROIX

At the Saint-Lazare-de-Bellechasse headquarters since 1996

Recruited by Yvan Chabot, one of the co-founders, just like Claire and Johanne, Dany has risen to Director of Administrative Operations for Canada and the U.S. She values her close relationships with clients and teams and takes pride in accompanying CDL through significant growth milestones.



SERGE TANGUAY

Since 1996, now at the Saint-Lazare-de-Bellechasse headquarters

Serge started by maintaining the La Guadeloupe factory. Now Director of Sales for Canada, he climbed the ranks steadily. A witness to CDL's technological evolution, he admires its ability to innovate while staying true to its values.



FRANCE VEILLEUX

At the La Guadeloupe factory since 1996

Starting in the tin shop, France moved into supervisory roles and now leads the billing and orders department. She values the human, appreciative work environment and the daily enhancements of technologies like 4.0 monitoring.





JOHANNE CHABOT

At the Saint-Lazare-de-Bellechasse headquarters since 1998

Once the receptionist handled two phone lines, Johanne saw every stage of CDL's evolution. After working in several departments, she now codes products and praises the team's solidarity and the excitement of the sugaring season.

ISABELLE PLANTE

At the La Guadeloupe factory since 1998

She recalls the early, more artisanal and family-oriented days. While growth brought change, she notes that the team spirit remains firmly rooted in CDL's culture.



MICHEL FLEURY

Officially at the Sainte-Claire factory since 2018, in the industry since 1987

Michel worked for a company later acquired by CDL, giving him early insight into its operations. Now a laser operator, he's witnessed the industry's leap from paper to digital tools. Despite technological advances, he believes CDL has preserved its greatest asset: a healthy work environment where people feel appreciated and supported.



PASCAL POULIN

At the Saint-Honoré-de-Shenley factory since 2001

Beginning as a welder, Pascal is now the factory coordinator. He appreciates the trust given to employees and the chance to contribute as if the company were theirs. To him, CDL grows with consistency and ambition.



MARIE-ÈVE BÉGIN

At the La Guadeloupe factory since 2002

Marie-Ève learned welding on the job, building her expertise through experience. She has seen working conditions improve with new technologies, noting a respectful environment that supports employee well-being.



CÉDRIC THIBODEAU

At the La Guadeloupe factory since 2003

Cédric started at CDL as a laser operator. Now a manufacturing engineering technician, he's worked through every step of the production process. His journey gave him a deep understanding of each link in the chain and the motivating, team-driven atmosphere of the company.



ROB BERKVEN

Officially at CDL Eastern since 2012, in the industry since 2008

Rob joined the team when his company joined CDL. Now, as CDL Eastern's store manager and sales representative in Ontario, he stands out for his field expertise and client trust. He values innovations like the submersible extractor and CDL's teamwork culture.



HOLLY DEMARTINIS

At CDL USA's headquarters in St. Albans since 2009

Holly started as a receptionist when the CDL USA team was still small. She worked her way up to Senior Corporate Accounts and Purchasing Manager. For her, accessible management and a family spirit make CDL genuinely unique.



A PRIDE THAT WITHSTANDS TIME

Over the years, roles and tools have changed, but one thing remains: CDL's soul. Joining CDL means joining a dynamic team where each employee contributes to developing sustainable solutions for the maple industry. We value expertise, commitment, and teamwork while offering opportunities for growth, training, and advancement.



Photo credit : Radio-Canada

THE BELLECHASSE IDENTITY LOGO IS MAKING ITS WAY...

In 2024, I proudly announced CDL's role as the first global promoter of our Bellechasse identity. This trend seems to be continuing in 2025! Like major companies that incorporate their logo on various occasions, the Bellechasse identity logo now appears on our communications and advertising materials.



Our first identity signature aims to distinguish the charter of the *Corporation acéricole identitaire de Bellechasse*, founded in 2020. The second signature highlights our heritage as the Cradle of Maple Syrup Production and its technology. The third, unchanged since 2017, emphasizes our current status as the World Cradle of Maple Syrup Technology.

This last signature was notably showcased on a magnificent banner during the launch of my fifth book, *The History of Maple Syrup Production and Sugar Makers of Bellechasse*, held during CDL's 2024 Saint-Lazare Head Office Open House. It could also be seen on CDL's parade float during the village parades in Saint-Lazare and Sainte-Claire.

In March 2025, the Bellechasse Maple Corporation will inaugurate a new tradition: a springtime event dedicated to showcasing our maple identity. This annual presentation, centered around the ceremonial tapping of maple trees, will allow the public to discover the pioneers who have shaped our history since 1716, an identity officially revealed in 2017. The first edition was a great success on March 21, 2025, at Parc du Massif du Sud in Saint-Philémon!

"CDL is proud to be associated with this initiative as an official partner, thereby helping to promote this unique heritage."— Vallier Chabot, Co-owner and General Manager of CDL





By Neil Cruise
Ontario Sales director

LOOKING BACK AT CONFERENCES AND TRADE SHOWS: KEY EVENTS FOR INNOVATION AND KNOWLEDGE SHARING

In early winter 2025, several events dedicated to maple syrup producers took place across Quebec, Ontario, and the United States. These gatherings, organized in collaboration with various industry partners, brought together producers and experts to exchange ideas on technological advancements, environmental challenges, and innovative practices to ensure the sector's long-term sustainability. They provided valuable opportunities to share expertise and discuss current and future issues in the maple industry.

IN QUEBEC

The Maple Syrup Days organized by the Quebec Ministry of Agriculture, Fisheries and Food (MAPAQ) covered key topics for the maple industry, including tapping practices and their long-term impacts, equipment optimization to improve energy efficiency and profitability, and environmental issues related to resource management and climate change. Experts shared concrete solutions to minimize the ecological footprint of sugar bushes, and various financial assistance programs were presented to encourage the adoption of sustainable practices.



IN ONTARIO

Parallel to the events in Quebec, the Ontario Maple Syrup Producers Association (OMSPA) hosted its regional information days. These meetings in various parts of Ontario provided producers access to specialized presentations, market trend updates, and networking opportunities. CDL was proud to attend these events with an interactive booth where visitors discovered the latest innovations in maple syrup production and engaged with our regional representatives. A prize wheel added a fun element to the experience, offering participants discount coupons that were valid in-store.



IN THE UNITED-STATES

Our presence extended beyond Quebec and Ontario. CDL also participated in similar events in the United States, reaffirming our commitment to the North American maple syrup community. These gatherings offered an ideal platform to connect with American producers, present our cutting-edge technologies, and discuss solutions tailored to their needs.



Thanks to the rich content of the conferences, the quality of the interactions, and the numerous demonstrations offered, the 2025 Maple Production Days organized by MAPAQ and the events in Ontario and the United States confirmed their essential role in industry development. CDL is proud to have participated in these key events!



- ✓ Demo equipment
- ✓ Promotions
- ✓ Expert conferences
- ✓ Hot dogs offered on site
- ✓ Festive & family atmosphere

YOU ARE INVITED

Friday, May 16th
Saturday, May 17th
8 AM to 5 PM

CDL ST-LAZARE
257, rte 279, St-Lazare-de-Bellechasse

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End of Season
CUSTOMER APPRECIATION
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We cordially invite you to join us
at one of our CDL locations
for this special event

- ✓ **Promotions and
meals offered on site!**

Saturday April 26th 2025

8 AM to 2 PM - CDL ROXTON & SHEFFORD

Thursday May 1st 2025

8 AM to 4 PM - CDL THETFORD

1 PM to 8 PM - CDL LA GUADELOUPE

Friday, May 2nd 2025

1 PM to 8 PM - CDL WARWICK

1 PM to 8 PM - CDL ST-JACQUES

1 PM to 8 PM - CDL STE-MARIE

1 PM to 8 PM - CDL HAUT ST-LAURENT

Saturday May 3rd 2025

8 AM to 4 PM - CDL LOURDES

8 AM to 4 PM - CDL MONT-LAURIER

8 AM to 4 PM - CDL PORTNEUF

Thursday May 8th 2025

1 PM to 8 PM - CDL ST-GABRIEL

1 PM to 8 PM - CDL CABANO

Friday, May 9th 2025

8 AM to 4:30 PM - CDL EASTERN ONTARIO

1 PM to 8 PM - CDL WESTERN ONTARIO

1 PM to 8 PM - CDL STE-AURÉLIE

1 PM to 8 PM - CDL SAWYERVILLE

1 PM to 8 PM - CDL ST-QUENTIN

1 PM to 8 PM - CDL L'ISLET

Saturday May 10th 2025

8 AM to 4 PM - CDL CENTRAL ONTARIO

8 AM to 4 PM - CDL LANARK COUNTY

8 AM to 4 PM - CDL MÉGANTIC

8 AM to 4 PM - CDL ACADIE



Visit our website for the complete
schedule: cdlinc.ca/openhouse

1 800.361-5158