



# the Chronicle

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ONE DOLLAR

## Brighton seeks EMS solution

by Joseph Gresser

BRIGHTON — Brighton believes its future as an outdoor recreation destination requires a locally-based emergency medical team, but it has only a couple of weeks to find an ambulance company to serve the community.

Lyndon Rescue, which was providing coverage to Brighton, has told town officials it will close up shop here by August 15. Select board members and Town Administrator Joel Cope are in overdrive trying to find its replacement.

Brighton voters want an ambulance and crew stationed in town, Mr. Cope said in a recent interview.

He said they made their desires clear by voting on Town Meeting Day to pay Lyndon Rescue \$187,000 to provide that service. The asking price for 2018 was almost three times the \$66,324 paid the year before.

(Continued on page twenty-four.)

## Barn pitch Bikers prowl state for bright ideas

by Joseph Gresser

LOWELL — The collection of Harley-Davidsons, Triumphs, Kawasakis and other cruising motorcycles parked in front of the barn at NEKTI Consulting Tuesday morning belongs to one of the least likely motorcycle clubs one is likely to find anywhere.

Road Pitch, according to founder Cairn Cross, is an actual biker club, but one made up of investors and business advisors rather than hard-partying rowdies.

During each of the past five summers the club has saddled up and cruised around the state listening to pitches from people promoting a business idea and hoping for support or good advice.

Each year Steve Mason and Patricia Sears welcome the cruising capitalists to their home (and NEKTI's headquarters) for what they call the Barn Pitch.

This year three entrepreneurs made the case for their businesses. One hopes to sell a product that will improve the flavor of high-end boxed wine, another wants help in producing more backyard sugaring arches, and the third has a product he believes will revolutionize the multi-billion-dollar business of fabricating high-tech materials.

The three presenters were competing for two prizes, one a custom-designed Teddy bear outfitted as a biker, the other a \$500 check and

(Continued on page twenty-two.)

## Glover celebrates Runaway Pond



A reenactment of the town's founding myth, the story of Runaway Pond, entertains hundreds at Glover Day. In the Bread and Puppet telling of the historic event, the town's miller and his wife discover the motivating power of beer. Stephan Cantor, Justin Lander, Howie Cantor, and Dante Letzelter (left to right) performed the story of a tragedy averted on July 28. For more Glover Day photos please see page fourteen.

Photo by Joseph Gresser

## Dairy farmers wait for news about Trump tariff relief program

by Joseph Gresser

If the \$12-billion tariff relief plan announced by President Donald Trump includes between \$1.8-billion and \$2-billion for dairy producers, it could make up for a substantial amount of the damage farmers have suffered since the President embarked on his trade war, said Bob Wellington, Agri-Mark senior vice-president and economist.

Mr. Wellington said Tuesday that such an infusion of money into the dairy economy could mean a \$2-per-hundredweight increase in milk prices, erasing the drop caused by retaliatory tariffs imposed by U.S. trading partners.

President Trump announced the relief plan on July 24, but there has been no indication of how much of the \$12-billion will go to dairy farmers.

"This farm aid proposal caught USDA by surprise and they're scrambling to put a program together," wrote David Carle, spokesman for Senator Patrick Leahy. "They tell Senator Leahy that they won't have details until September."

Senator Leahy said President Trump made the announcement of tariff relief to coincide with a trip to Iowa, where corn, soybean, and pork prices have also been hit hard.

It is clear the USDA does not need Congressional approval to spend the money, which would come from a \$30-billion fund set aside to deal with agricultural emergencies.

As yet only a general outline of the plan has been released. According to that information the bulk of spending will go to farmers to make up for price drops.

A lesser amount will pay to buy surplus agricultural commodities for use in federal supported programs such as school lunches.

Mr. Wellington was enthusiastic about the first part of the program, which he said would be very helpful if it is large enough to cover farmers' losses.

He was more cautious in his assessment of a commodities purchase program. While Agri-Mark is very supportive of federal food programs, Mr. Wellington said, he is concerned the food distribution efforts might cut into the dairy industry's existing sales.

The worst possibility, he said, was that the government would buy excess dairy products and store them, only to sell them after business improves. That could have the effect of reducing prices down the road.

Mr. Wellington dismissed the third part of the program, a plan to find new markets for U.S. dairy products. He said Vermont sells a lot of dairy products to Mexico, Canada, and China.

Vietnam is a burgeoning market, he said, but is not nearly as large as the other three.

Those countries buy non-fat dry milk and other

(Continued on page twenty-one.)



# A good cause and a good excuse

(Continued from page one.)

an invitation to compete in the final pitch competition this fall.

Whoever wins the state competition, held in Chittenden County, receives \$5,000 and serious attention from the investment community.

Mr. Cross is co-founder of Fresh Tracks, a venture capital firm focused on Vermont-based businesses. He started Road Pitch both as a way to help people who were starting businesses and as an excuse to ride around the state with his friends.

The Road Pitch crew doesn't exactly take it easy. Mr. Cross said they spent the night at Jay Peak, rode over to Lowell and planned to travel to Bennington in time for an evening session of pitches.

This year's tour will wind back north in time for a final pitch meeting in St. Johnsbury next week.

Although most of the business owners hope for investment, Mr. Cross said many have been aided in other ways. For instance, he said, some of the Road Pitch crew have been able to show ways to improve a business's performance by, for instance, asking for advance payment from customers.

In this way a person can build the business without selling a piece to investors.

The 2018 crop of barn pitchers came prepared with sharp presentations and interesting

products.

Matt Waddell led with his resumé, which included engineering work for the Subaru racing team, Global Foundry, and Green Mountain Coffee Roasters.

His favorite job, he confessed, was being a ski bum in Colorado.

"The essence of being a ski bum is getting the most out of life on a limited budget," Mr. Waddell explained.

"When ski bumming I realized the value of boxed wine," he said.

"Research," murmured one of the bikers.

Mr. Waddell, whose company is called Bo2x, said he developed a device to improve the flavor of good boxed wine by introducing oxygen to the beverage. He acknowledged the aerating devices exist, but said ones meant for bottles required three hands to operate when boxed wine is involved.

He said he had a working model built by a company that uses three-dimensional printing technology to produce prototypes from engineering drawings.

Mr. Waddell said he hopes to get the devices produced for around \$1 apiece and sell them for between \$8 and \$16. He suggested it also might be possible to license them to producers of high-quality boxed wine.

His ambitions were modest compared to those of Kate Whelley McCabe, who with her husband

Justin McCabe is planning for "world domination."

The McCabes run the Vermont Evaporator Company out of Montpelier.

Ms. McCabe said they decided early after getting to their current home to do some home sugaring using a propane grill and a pan. The result was a \$75 propane bill and less than a gallon of very dark syrup, she said.

Mr. McCabe, an engineer turned patent attorney, decided to build a backyard evaporator using a barrel stove as a model. That version can boil off four to eight gallons of water an hour and handle the sap from ten to a hundred taps, depending on how much time one wants to spend boiling.

She said the business is growing by 25 to 50

(Continued on page twenty-three.)



Cairn Cross of Fresh Tracks, a hedge fund focused largely on investments in Vermont companies, welcomes his fellow motorcyclists to Lowell. Photos by Joseph Gresser

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© Puzzles by Pappocom

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All horizontal rows of nine, all vertical columns of nine, and all the heavily outlined boxes of nine squares must contain all the numbers from one to nine.

Solution, tips and computer program at [www.sudoku.com](http://www.sudoku.com)

The answer is on page 2B.

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Pedicures: Tues. 9-2:30, & Wed. 9-7.  
Robin Ballinger ~ Stylist: Fridays  
by appointment only.

# World domination, a realistic prospect?

(Continued from page twenty-two.)

percent a year as far as the eye can see. Ms. McCabe said she wants to see that growth accelerate.

So far the company has sold arches in 16 states and two provinces of Canada. That is far below the number of states and provinces where sugar is made. When such products as birch syrup, sorghum, and palm sugar are taken into account, Ms. McCabe said world domination is a realistic prospect.

Ms. McCabe said she and her husband are not looking for investors but want three people with knowledge of finance, marketing, and manufacturing to join an advisory board.

Erik Johnson of Syticos, a company based in

Colchester, had a simpler proposition. He asked for a \$2.5-million investment in a start-up producing a cutting tool that he said can disrupt current manufacturing processes.

The tool uses a ground garnet slurry to cut materials precisely to shape. Its technology is based on a new type of nozzle that shoots a high-pressure stream of the slurry through a column of water that serves to protect the nozzle from abrasion.

He said the advantage of the new tool is its ability to cut without the heat of an acetylene torch or plasma tool. It can be used on composite materials such as those used in modern aircraft design, he explained.

The tool also has the advantage of recycling

the abrasive material, which keeps the cost of production low, Mr. Johnson said.

He listed some of his backers, including the president of Hypertherm, a major producer of plasma cutting equipment based in the Upper Valley.

Mr. Johnson said the technology has been proved, but cash is needed to create a full prototype. He said Syticos has patents on the technology and plans to license it to companies in the fabrication business.

He walked away with a Teddy bear and an invitation to the fall competition. Judging by the enthusiastic reaction of the biker gang, he could also find the investors he is looking for long before then.

## Burt Porter sings at Bread and Puppet

Poets Burt Porter and Lindsay Knowlton will present a poetry reading on Sunday, August 5 at 5:45 p.m. at Bread and Puppet in Glover, after the Grasshopper Rebellion Circus and Pageant, in the Paper Maché Cathedral behind the Bread and Puppet Museum.

Mr. Porter taught English at Lyndon Institute for many years and was head of the

English Department there. His poems are in traditional rhythm-and-rhyming style, include many sonnets, and cover a broad range of subjects, from country living skills and hardships to classical mythology, from Northeast Kingdom nature and seasons to Shakespeare's legacy.

Mr. Porter has published six books of poetry, the latest in 2014 is *Rhymes from the North*

*Country*. An accomplished musician on guitar, fiddle, and banjo, he set many of his poems and the poetry of others to music, performing at fairs and festivals all over Vermont. For over forty years he has played at Bread and Puppet's museum open house, and given poetry readings solo and with poets Galway Kinnell and Lindsay Knowlton. — from Bread and Puppet.

**NOTICE**

The Baird Road will be closed from the transfer station to the Baird Pit on Tuesday, August 7th, from 6 a.m. to 3:30 p.m. for culvert replacement.

Please call the Town Garage with any questions at 754-2923.

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**NOTICE:**

The Town of Barton Select Board will hold a public hearing on the Town of Barton Proposed Zoning By-Laws at the Barton Town Clerk's Office, 34 Main St., Barton, VT, on Thursday, August 16, 2018, at 9 a.m. The public is encouraged to attend or submit written comments for the hearing. Comments may be submitted through the Town Clerk's office. Copies of proposed by-laws and a list of the changes from the last proposal are available upon request at the town office or at: bartonvermont.com. Please call 525-6222 with any questions.

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STATE OF VERMONT

SUPERIOR COURT ORLEANS UNIT PROBATE DIVISION DOCKET NO.: 13576-7-85-OSPR

**IN RE: NILES, PERLEY S. TRUST ESTATE OF**

**NOTICE OF HEARING AND ORDER FOR PUBLICATION**

TO ALL INTERESTED PERSONS:  
The following petition/motion has been filed in the Probate Division of the Superior Court:

Motion to allow Account of Trustee, City Council of the City of Newport, for the period of July 1, 2017 to June 30, 2018.

A hearing on the motion will be held at: 9 a.m. on Thursday, August 30, 2018, at the Orleans Probate Division of the Superior Court, located at 247 Main Street, Newport, VT.

If no one appears at the hearing to object, the relief requested may be granted. If you wish to receive notice of future events in this proceeding, you must notify the Court by filing a Notice of Appearance (Form P-148).

It is hereby ORDERED that the notice of hearing as set forth in this Order be published in *the Chronicle*, a newspaper of general circulation in Orleans County.

Dated July 20, 2018.

Robert B. Chimileski, Judge  
Orleans Probate Division

**Low-cost Spay/Neuter Assistance Programs in the Northeast Kingdom:**

- **Vermont Spay Neuter Incentive Program** is available to help Vermonters unable to afford the cost of spaying/neutering cats & dogs for which they provide care. More info at <http://dcf.vermont.gov/benefits/vsnip> or call 1-844-448-7647, or send a self-addressed stamped envelope to: VSNIP, P.O. Box 104, Bridgewater, VT 05034 for an application.
- **Pope-Memorial Frontier Animal Shelter - Feline Spay/Neuter Clinic:** Monthly/bi-monthly spay/neuter clinic for cats. The \$45 fee includes rabies and distemper vaccinations. Call 334-8197 for appointment.
- **Northeast Kingdom Spay-Neuter Program:** Provides a voucher for a spay/neuter procedure at a reduced fee for either a cat or a dog in Orleans or Essex counties, for use at participating local veterinarians. For more info, call 334-7393.
- **Felines & Friends Foundation:** Provides spay/neuter assistance for barn cats, unowned, or loosely owned cats. More info at [FFFVT.org](http://FFFVT.org) or call 323-4793.
- **VT-CAN!** is a stationary, reduced-cost, high-quality, high-volume spay/neuter clinic located in Middlesex, Vermont. More info at <http://vt-can.org>. You can also e-mail [info@vt-can.org](mailto:info@vt-can.org) or call 223-0034.
- **Providing Ethical Treatment for Strays (P.E.T.S.) of the Kingdom:** Focuses on animal cruelty investigation and other animal welfare issues. More info at [petsofthekingdom.weebly.com](http://petsofthekingdom.weebly.com) or 673-3791.

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