

Vermont contributes to the world's  
**MOST SUCCESSFUL TRADING PARTNERSHIP**

Canada & the U.S. trade an average of



**\$1.2** IN BILATERAL  
GOODS &  
MILLION SERVICES

every minute of every day

## PRODUCTION



On average,  
Canadian goods  
sold to the U.S.

**CONTAIN 25% AMERICAN CONTENT**

## JOBS

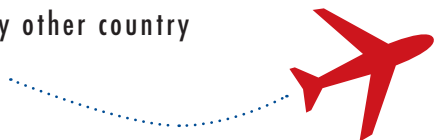


Nearly  
**9 MILLION**  
U.S. JOBS

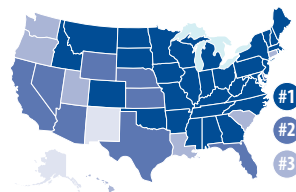
depend on trade & investment with Canada

## TOURISM

The U.S. welcomes **MORE TOURISTS FROM CANADA**  
than from any other country



Canada is a  
**TOP CUSTOMER**  
for **48 STATES**



## CONNECT TO OUR TEAM

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Boston, MA



David Nathan Alward,  
Consul General



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www.washington.gc.ca

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Unless otherwise mentioned, all figures are based on 2016 data in U.S. dollars. Job numbers are from a study commissioned by the Government of Canada (11/2014 release, 2013 data). **Statistics Canada:** 2014 tourism, based on combined same-day and overnight travel (8/2016 release, US\$1.00=C\$1.1045). **U.S. Census Bureau:** goods trade, Canada's export ranking (2/2017 release). **U.S. Bureau of Economic Analysis:** goods and services trade (3/2016 release). **Trade Partnership:** 2015 services exports (1/2017 release). Figures may not add up due to rounding. Produced by the Embassy of Canada in Washington, DC.

CANADA  UNITED STATES  
FRIENDS | PARTNERS | ALLIES

# VERMONT



CANADA IS VERMONT'S  
**#1 CUSTOMER**

**18,900 JOBS** IN VERMONT  
DEPEND ON TRADE & INVESTMENT WITH CANADA



## Protecting U.S. soldiers

Canada-based **Revision Military** designs, develops and manufactures high-performance, military-grade protective equipment — eyewear, helmets and power packs. The company's operations and manufacturing hub in Essex Junction features a Clean Room with molding and coating machines capable of producing millions of technically advanced lenses annually.

Canada 

In 2012, Revision Military opened a second Vermont facility when a manufacturer of Kevlar military helmets decided to close. Revision acquired its inventory, machinery and equipment and saved the plant's 48 jobs.



Injection molding machine

## Global Manufacturing Hub

Ontario-based **Husky Injection Molding Systems** is the world's largest brand name supplier of injection molding equipment and services to the plastics industry, with locations across the world that serve customers in more than 100 countries. The Canadian company, one of Vermont's larger employers has approximately 350 employees at its Milton operation facility. Husky manufactures systems that produce a wide range of plastic products, such as beverage bottles and caps, food containers, medical components and a variety of other plastic parts.

Husky's 700-acre campus in Milton opened in 1998 and has become one of the company's major global manufacturing hubs and a knowledge center for hot runners and hot runner temperature controllers.

## Québec Firm Bolsters Vermont

Canada-based bicycle apparel company **Louis Garneau** invested \$8 million to expand its operations in Derby. The company, which opened its U.S. headquarters in Newport, VT in 1989, employs over 90 people in Vermont. This development is particularly welcome news in the Northeast Kingdom.

## OUR NUMBERS

Canada is Vermont's #1 customer

### VERMONT JOBS

18,900 Vermont jobs depend on trade and investment with Canada

### VERMONT-CANADA TRADE

VT goods exports to Canada..... \$1.2 billion  
 VT goods imports from Canada..... \$2.6 billion  
  
 VT services exports to Canada..... \$84 million

### VERMONT-CANADA TOURISM

VT visits by Canadians..... 1,119,700  
 VT vacation spending by Canadians..... \$170 million

### VERMONT'S TOP GOODS EXPORTS TO CANADA

Paper & paperboard..... \$54 million  
 Cocoa & chocolate..... \$36 million  
 Aircraft..... \$36 million  
 Pasta, breads & cereal preparations..... \$29 million  
 Wood & semi-finished wood products..... \$22 million

### VERMONT'S TOP GOODS IMPORTS FROM CANADA

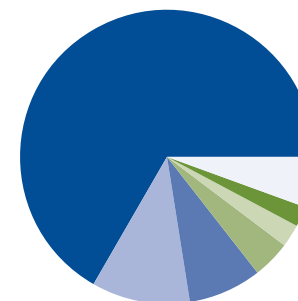
Electricity..... \$505 million  
 Cocoa & chocolate..... \$292 million  
 Fuel oil..... \$206 million  
 Natural gas & other gases..... \$94 million  
 Softwood lumber..... \$60 million

### VERMONT'S TOP SERVICES EXPORTS TO CANADA

Business, professional & technical services..... \$486 million  
 Royalties..... \$104 million  
 Financial services..... \$94 million  
 Telecommunications..... \$22 million  
 Insurance..... \$11 million

Vermont-Canada bilateral goods trade:  
**\$3.8 BILLION**

Vermont  
**EXPORTS \$1.2 BILLION**  
 in goods to Canada annually



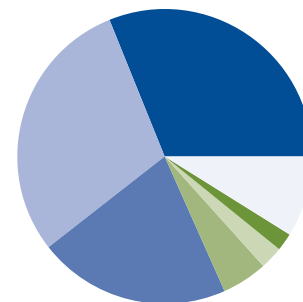
**Exports by industry**

- Equipment & machinery (67%)
- Agriculture (11%)
- Forest products (8%)
- Transportation (4%)
- Minerals & metals (3%)
- Plastics & rubbers (2%)
- Other (5%)

Vermont  
**IMPORTS \$2.6 BILLION**  
 in goods from Canada annually

### Imports by industry

- Energy (31%)
- Equipment & machinery (29%)
- Agriculture (21%)
- Forest products (5%)
- Minerals & metals (2%)
- Apparel & textiles (2%)
- Other (9%)



Vermont sells  
**MORE GOODS TO CANADA**  
 than to its next six largest foreign markets combined