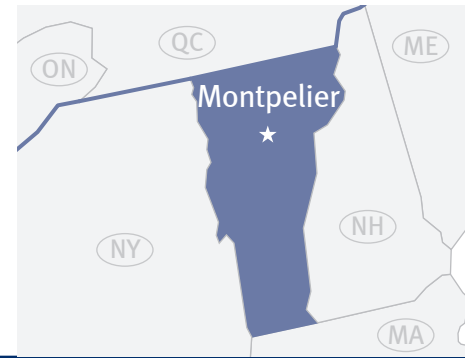


VERMONT

►► Canada–U.S. trade supported 5.2 million U.S. jobs

- Total Canada–U.S. merchandise trade: \$461 billion
- Canada–Vermont trade supported 12,000 Vermont jobs
- Canadians made more than 644,000 visits to Vermont, spending \$89 million.
- Vermont residents made 176,000 visits to Canada, spending \$56 million.



Vermont's Leading Exports to Canada

2005, in millions of U.S. dollars

Electronic tubes & semi-conductors (\$1,370)

Plastics & chemical industry machinery (\$39)

Motor vehicle parts* (\$33)

Crude wood materials (\$26)

Lumber (\$21)

Paper & paperboard (\$19)

Aircraft engines & parts (\$19)

Valves (\$18)

Switchgear & protective equipment (\$17)

Scrap iron & steel (\$11)

**not including engines*

Total Vermont exports to Canada: \$1.8 billion

Vermont's Leading Imports from Canada

Aircraft (\$462)

Petroleum & coal products (\$234)

Clothing (\$159)

Natural gas (\$145)

Electricity (\$137)

Softwood lumber (\$112)

Aircraft engines & parts (\$104)

Office machines & equipment (\$71)

Sugars (\$43)

Metal fabricated basic products (\$40)

Total Vermont imports from Canada: \$3.5 billion

Next door neighbours

Vermont and Canada enjoyed a close trading relationship; cross-border trade reached \$5.3 billion in 2005. The state relied heavily on Canada as a market for its foreign-bound goods, sending 50% of its exports north of the border. \$1.8 billion of Vermont's goods were Canada-bound in 2005, an increase of \$500 million, or 38%, from 2004. Canadian imports to the state grew by 35%, for a total of \$3.5 billion.

The information age

The telecommunications sector played an important role in the Canada-Vermont exchange in 2005, representing 26% of trade. The Green Mountain State imported over \$1.4 billion in telecommunications products from its northern partner, Vermont's single largest import sector.

Planes, trains and automobiles

Vermont more than doubled its imports of transportation equipment from Canada in 2005, purchasing over \$580 million worth of products such as aircraft, motor vehicle parts and trucks. Vermont purchased \$462 million worth of planes from Canada.

Powering up

Vermont relied upon Canada as a secure source of energy importing \$517 million worth of Canadian energy supplies in 2005, including \$234 million in petroleum and coal products, and \$145 million in natural gas, an increase of \$75 million from 2004.

Flourishing lumber trade

Forest products totalling \$77 million represented the Green Mountain State's second largest export sector. The sale of crude wood materials worth \$26 million and lumber worth \$21 million topped the charts as Vermont's largest forest product exports to Canada. Canadian softwood lumber was in highest demand; Vermont purchased \$112 million in 2005.

Harvesting the bounty

Bilateral trade in agricultural products amounted to \$293 million. Sugar led the exchange with sales worth \$49 million. Vermont exported \$6 million worth to Canada, and purchased \$43 million in return.

Vermont–Canada Facts at a Glance:



Top Canadian Employers

- 🍁 The Toronto-Dominion Bank
 - ★ *TD Banknorth*
- 🍁 Husky Injection Molding Systems Ltd.
 - ★ *Husky Injection Molding Systems Inc.*
- 🍁 Ontario Teachers' Pension Plan Board
 - ★ *CFM US Corporation*
- 🍁 98362 Canada Inc.
 - ★ *Maxi Drug Inc.*
- 🍁 Veland Holding Co. Ltd.
 - ★ *Velan Valve Corporation*

State jobs supported by Canada–U.S. trade: 12,000

Vermont Trade

Exports to Canada:	\$1.8 billion
Imports from Canada:	\$3.5 billion
Bilateral trade:	\$5.3 billion
Largest export market:	Canada

Vermont Tourism

Visits by Canadians:	644,000
\$ spent:	\$89 million
Visits to Canada:	176,000
\$ spent:	\$56 million

Ski haven

Canadians made 644,000 visits to the Green Mountain State in 2005, generating \$89 million in tourism revenue. This was reciprocated by 176,000 visits from Vermont residents, who contributed a total of \$56 million to the Canadian economy. 🍁

Canada–Vermont Success Stories

In May 2006, an agreement was signed between the Fédération des chambres de Commerce du Québec and the Vermont Chamber of Commerce, signifying the official creation of the Quebec-Vermont Trade Corridor. The agreement addresses some major issues for Québec's and Vermont's economic development, including transport, road infrastructure, the food-processing industry, R & D, tourism, energy, environment, and traffic flow at the border. The establishment of the trade corridor encourages expansion of business relationships between Quebec and its American partners and addresses the security of the border.

Peerless Clothing Inc., founded in 1919, is the leading manufacturer of men's suits in North America. Its distribution center in St. Alban's, VT employs 300 workers. Equipped with leading edge technology, this Vermont distribution center is able to service all of its U.S. customers within a 24 to 48 hour period.

Founded in 1992, Triosyn Corp. is dedicated to the fight against microbial threats. Triosyn has 50 employees in Vermont who are involved in the development of new technology used to combat chemical and biological warfare. Triosyn has been awarded two major contracts with the U.S. for bio/chemical warfare shelters and air filtration systems. In October 2004, the USAF's Air Force Research Laboratory awarded a \$35 million contract to Triosyn for research and development. 🍁

July 2006

Sources: Merchandise trade and tourism figures are from **Statistics Canada**, converted at the rate of US\$1.00=C\$1.2116. Merchandise trade is customs-based for the year 2005. Job numbers are based on 2001 data from a 2003 study by **Trade Partnership Worldwide** commissioned by the Canadian Embassy. Canada's export ranking is from the **World Institute for Strategic Economic Research (WISER)**. All figures are in U.S. dollars. Figures may not add up due to rounding.

For more information on Canada's trade with Vermont, please contact:

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