Canada is Vermont’s 
#1 CUSTOMER 
for 48 STATES

Vermont contributes to the world’s 
MOST SUCCESSFUL TRADING PARTNERSHIP

Canada & the U.S. trade an average of 
$1.2 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

March 2017

Unless otherwise mentioned, all figures are based on 2016 data in U.S. dollars.

Connecting to Our Team

CONSULATE GENERAL OF CANADA
Boston, MA

David Nathan Alward, Consul General
(617) 247-5100
bostn@international.gc.ca
@CanCGBoston
/CanadainBoston
www.boston.gc.ca
www.canadianembassy.org/vt

EMBASSY OF CANADA
Washington, DC

(202) 682-1740
webmaster@canadianembassy.org
@Connect2Canada
/connect2canada
www.washington.gc.ca

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.
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.

**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