



## Over a Decade of Work with Québec

In 2013 the Vermont Chamber of Commerce signed a Memorandum of Understanding (MOU) with Aero Montreal, a strategic think tank for Québec's \$13.8 billion aerospace cluster, at the 4th edition of Aero Montreal's International Aerospace Innovation Forum in Montreal.

The vision and mission of the MOU and partnership is to create a **VT – Québec Aerospace Corridor** and facilitate the flow of supply chain opportunities between Vermont's aerospace and aviation industry and Canada's \$28 billion Aerospace Industry, which is home to renowned Original Equipment Manufacturers (OEMs), such as Bombardier, Bell Helicopter, CAE, Heroux-Devtek, and Pratt & Whitney. Most Canadian companies source over 50% of their aerospace parts from the U.S.



Vermont, in return, offers Canada access to the state's \$2 billion aerospace manufacturing and supplier base with proven supply chain capabilities in precision machining, maintenance, repair and overhaul (MRO), landing gear, fuel gauging, sensors, sensing systems, and electronics for aerospace and aviation applications. Vermont's close proximity to Canada is also a competitive gateway with access to the North American market and large government contractors in aerospace and defense.

- **2016:** Vermont Chamber brings **23 Canadian aerospace companies** to annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts an **aerospace luncheon** with Aéro Montréal in support of MOU and Vermont – Québec Aerospace Trade Corridor.
- **2016:** Vermont Chamber partners with Vermont Global Trade Partnership and brings delegation of **9 Vermont aerospace manufacturers** to 2016 Aéro Montréal's Aerospace Innovation Forum.
- **2015:** Vermont Chamber brings **25 Canadian aerospace companies** to annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts **aerospace roundtable** with Aéro Montréal in support of MOU and Vermont – Québec Aerospace Trade Corridor.
- **2015:** Vermont Chamber partners with Vermont Global Trade Partnership on **Vermont Manufacturing Delegation to AeroMart Montreal**.
- **2014:** Vermont Chamber's **Aerospace Supply Chain Summit** Featuring Aerospace Corridor and the Aéro Montréal's **MACH Initiative**.
- **2014:** Vermont Chamber brings **online, pre-scheduled B2B supply chain matchmaking** to Vermont for the first time at Annual Manufactured in Vermont Supply Chain Conference & Trade Show and hosts **Canadian partners**.
- **2013:** Vermont Chamber signs **MOU** with Aéro Montréal to build **VT – Québec Aerospace Trade Corridor** via Vermont at Aerospace Innovation Forum, Montreal.
- **2013:** Vermont Chamber's Manufactured in Vermont Supply Chain Trade Show: Showcasing Vermont's \$2 billion aerospace and aviation industry and **Canadian partners**.

- **2013:** Vermont Chamber participates in Planning of Green Summit with Québec Federation of Chambers of Commerce (FCCQ) and EcoTech of Québec.
- **2013:** Vermont Chamber Brings Vermont Delegation of Manufacturers to **Paris Air Show** resulting in \$3.1 million in projected sales (including Canadian aerospace).
- **2012:** Vermont Chamber Hosts Premier Jean Charest of Québec, EXPO Keynote Speaker.
- **2012:** Vermont Chamber Hosts 20 businesses for a **Vermont – Québec roundtable** on supply chain corridor.
- **2011:** Vermont Chamber's Supply Chain Matchmaker, **Supply Chain Opportunities in Canadian Aerospace.**
- **2010:** Vermont Chamber participates in Vermont gubernatorial delegation to Québec with Vermont businesses.
- **2005:** Vermont Chamber Signs Cooperation Agreement with **Québec Federation of Chambers of Commerce (FCCQ)**, The Québec - Vermont Corridor.

## Testimonials

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Our Canadian manufacturing company netted several RFQs (Request for Quotes) at the recent Vermont Chamber's 2015 Supply Chain Conference & Trade Show. Not only does The Vermont Chamber excel at bringing buyers and suppliers together, from both Vermont and Canada, but in our case has ensured a quick and efficient introduction into several key USA manufacturing markets. I can assure you – we'll be back again next year.

*Alec van Zuiden*

CEO & President, Mayor, Ayer's Cliff, Québec  
Zen Metal Technologies | Teck Acoustique, Exhibitor

Sponsoring the Vermont Chamber's recent Aerospace Supply Chain Summit was a natural fit for Deringer. As an international logistics provider, Deringer manages the international cargo movements of many industries and understands each of their specific regulatory and transportation needs—including our automotive, aerospace and aviation customers. This event and sponsorship allowed us to engage with current and prospective clients in a unique, targeted and well-organized setting. It was an excellent opportunity to support the industry and gain brand exposure.

*Lindsey Walker*

Senior Marketing Associate  
A.N. Deringer, Inc.

I very much enjoyed the Conference and found it to be of value for Kaman. It was well organized and well attended. I was surprised with the volume and scope of Aerospace industry that resides in Vermont. Thank you for all your help and great job in creating a high quality Conference. Please keep me in mind for future events.

*John Unghire*

Director- Regional Business Development, Northeast U.S., Canada  
Kaman Aerosystems



# Record of Work and Investment in Québec



## The Opportunity

Link Vermont's \$2 Billion Aerospace Manufacturing & Aviation industry with Canada and tap Québec's \$13.8 Billion Aerospace Cluster for integrated, cross-border supply chain business



## The Solution

Build a VT - Québec Aerospace Trade Corridor



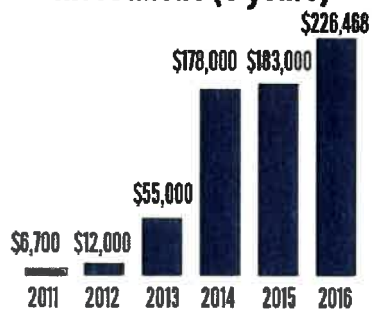
## Highlights

- 2013 Memorandum of Understanding with Aéro Montréal
- VT - Québec Aerospace Corridor Roundtables
- Aeromart Montreal & Aerospace Innovation Forum
- Aerospace Summit & Trade Show Collaboration



## Vermont Chamber Investment & Results Delivered

### \$671,103 Vermont Chamber Investment (6 years)



### 1,394 B2B Supply Chain Meetings (351 hours)

