



International Trade Administration—Fostering Vermont’s **Competitiveness and Job Growth Through Trade**

Helping Vermont companies export, penetrate new markets, and protect their interests abroad.

As the trade promotion arm of the U.S. Department of Commerce’s International Trade Administration, the U.S. Commercial Service (CS) helps thousands of companies—more than 85 percent of which are small and medium-sized businesses—export goods and services worth billions of dollars every year. Located in 109 offices in 48 states, as well as in 124 offices in nearly 80 countries, our global network of trade experts provides U.S. companies with the market intelligence, trade counseling, business matchmaking, and commercial diplomacy they need to succeed in international markets.

Why Vermont companies should export:

- Over 95 percent of the world’s customers are located beyond U.S. borders
- Exporters realize higher employment growth than non-exporters
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business
- Export wages are typically 13–18 percent higher than non-export wages

Export Successes in Vermont

MicroStrain Inc. of Williston, VT, manufactures wireless sensing systems. Due to a rapid increase in export sales, MicroStrain sought CS Montpelier office assistance in understanding and complying with export regulations. Through export counseling and educational programs held and recommended by CS, the company developed a full export compliance system. As a result, MicroStrain successfully realized \$273,000 in sales to Israel.

Revision Eyewear of Essex Junction, a medium-sized manufacturer of ballistic-protective eyewear, contacted the CS Montpelier office for assistance with a sale to Nigeria. The CS counseled the company on Nigerian business practices, payment structures, and export documentation procedures. As a result, Revision Eyewear completed a \$280,000 sale to a Nigerian customer.

ITA Impact on Vermont (FY 09–10)

- CS-Facilitated Export Value: *\$7,246,732*
- Companies Served: 32
- Jobs Supported by Exports: 39
- Top Industries Served:
 - *Education & Training Services*
 - *Travel & Tourism*
 - *Security & Safety Equipment*
- Export Markets: 31
- Active CS Clients: 160

U.S. Commercial Service Vermont

Montpelier
(802) 828-4508
buyusa.gov/vermont

The U.S. Commercial Service supports the President’s National Export Initiative