



FACES *of* TRADE[®]



Bethel, Connecticut

Edward Vlutters

Director, International Division

Industry

Manufacturing

Number of U.S. Employees

450

Years Exporting

10

www.cannondale.com

Cannondale Bicycle Corporation is the leading manufacturer of high-performance bicycles, selling more than 80 models in 70 countries around the globe. The company is widely regarded as the bike industry's leading innovator.

Cannondale has been doing business in Colombia on and off over the last decade, selling high-end bicycles and related clothing and accessories. Edward Vlutters, manager of the International Distributors and director of the International Division, says that passage of a free trade agreement will allow the company to grow its business there. He explains, "**The elimination of trade barriers will allow us to market our products at more competitive prices. Given an even playing field where our products can be sold at reduced tariff rates, I am confident our sales will soar. That translates into more jobs at our factory in Pennsylvania.**"

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