

without customer involvement, and allowing for freight rebates or adjusting for freight differences in some manner.

Details of customs requirements and procedures, and methods of finding common-carriers for transportation appear in the main report, Section V.

Product Markets and Product Acceptance

The overall reaction to Canadian manufactured heating products in U.S. markets is very favorable. Canadian manufactured equipment is perceived to be the equal of, or even superior to, its U.S. counterpart. Assuming Canadian manufacturers conform to practices familiar to U.S. customers, (as reviewed above and discussed in the main report) their products will find acceptance in the U.S.

It remains for Canadian manufacturers to decide whether U.S. markets for their products are large enough and attractive enough to warrant entry. We believe that the markets for most of the products included in this study in the Northeast United States are attractive. In some, particularly prefabricated chimneys and liners, air-to-air heat exchangers, and wood and coal furnaces and boilers, Canadian manufacturers are already participants. The markets for oil, electric, and gas furnace and boilers, and the market for gas and electric water heaters are quite large and stable. Canadian products should find no serious obstacles to entry. Canadian firms are also well positioned with products for the zero-clearance fireplace and the related prefabricated chimney market, although these markets