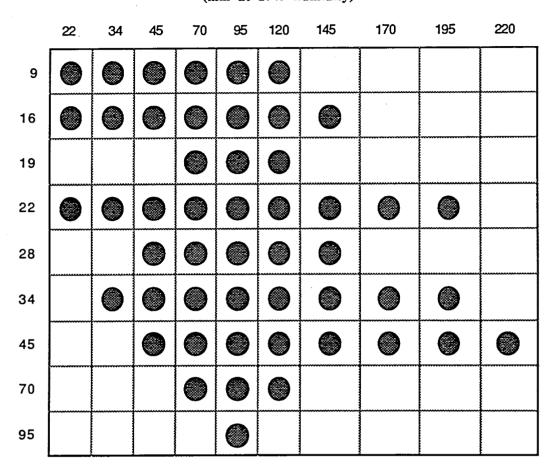
Chart 3
Nordic Sizes:
Most Common Sizes for Planed Lumber
(mm at 17% humidity)



There is more flexibility in the provision of non-Nordic species, since there is not the same market dominance. One of the large uptake areas for such products, where size is critical, is windows. Typical dimensions for window joinery for the four target markets are presented in Chart 4.

## 2.6.3 Grading

The Canadian and U.S. grading systems are understood by trade people familiar with North American products, but trade people are clearly much more familiar and at ease with the Nordic standards. The principal exception is obviously the temperate hardwoods, where U.S. standards have become at least a de facto industry norm. Specific grade standards have also been developed by individual exporters to help in product identification. For example, Canadian exporters

have established company-specific premium grades for hemlock sold to the German market. Grading in terms of structural properties — mechanical stress grading — is also practised in the United Kingdom (e.g., for roof trusses).

The grading system practised by Finnish and Swedish exporters is the industry standard for Nordic species and those that must compete with them. The system is primarily based on the various appearance attributes of the wood. These include knots (nature, shape, grouping and size), resin, wane and colour. There are six basic grades from which five principal commercial export classes are developed. The combinations that flow from this can be and have been used by exporters who want to differentiate their offerings.