

PRODUCT KNOWLEDGE TRAINING

Learn the common features and uses of each product.

PK DESCRIPTIONS

1. Wall/Ceiling Junction



• The trim used where the wall and ceiling meet.

- Common types include cove, crown, bed, attic and picture.
- Available in many different widths, from 1/2" to over 5".
- Several types can be combined for more elaborate trim work.
- Picture molding is placed below the ceiling and traditionally was used to support a wire that held picture frames. Today, they are used mostly decorative than functional.

2. Floor/Wall Junction



• The trim used where the floor and wall meet.
• The most complete is a combination of a base,

- base shoe and a base cap on top. Often, just a base is used.
- Another popular type is the quarter round.
 - Most types are available in many different widths, from 1/2" to over 5".
 - Combination of pieces often depends on the type of flooring in the house or prefer-

ence of the owner.

- The base shoe looks like a quarter round molding, but is not. It is not an even length on both sides.

3. Corner Bead



• Used to protect and decorate the outside corners of an interior wall.
• An alternative to clear plastic corners.

4. Casing



• Sometimes referred to as window or door casing.
• Used around windows or doors for trim.
• Styles include colonial, oval, R2E, ranch and molded.

5. Top of Paneling



• When paneling goes only part way up the wall, it is called wainscot.
• The raw edge at the top is finished with this piece of molding.
• Several styles are available, including wainscot cap, ply cap or Dado cap.

6. Batten



• Used to conceal joints when plywood panels or boards meet.
• Many plywood panels are v-grooved and hide the joint. If they're not, use this trim.

7. Corner Block



• Installed at the corners where two runs of molding meet.
• Makes installation easy, as installer doesn't have to cut a miter joint.
• Styles include rosettes and plinth blocks.

OTHER TRAINING TIPS

Designed to give you confidence on the salesfloor!
This section is for retail skills training specific to this core product category.

FAQs

Q: How do I determine how much molding to buy?

A: Measure the length of the area requiring molding. Round off the number to the next full foot. If you determine you need 33' of molding, you should buy at least 34'. If you

are going to be cutting a lot of miter joints, remember that those cuts create waste. Add 10 percent of the total length to the amount you purchase.

Q: How do I cut vinyl molding?

A: You can saw and nail vinyl molding just like wood.

ADD-ON SALES

- Nail Set
- Wood Filler
- Finish Nails
- Hammer
- Miter Saw
- Glue
- Paint
- Stain
- Eye Protection
- Tape Measure

MORE INFORMATION

- Wood molding is available finished and prefinished, including stained, painted, veneered or vinyl-wrapped.
- Non-wood molding is also available unfinished and prefinished. Materials used include vinyl, styrene and other plastics. They can be finished with paint.
- Popular woods for moldings include

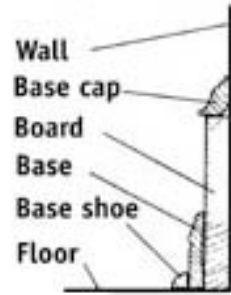
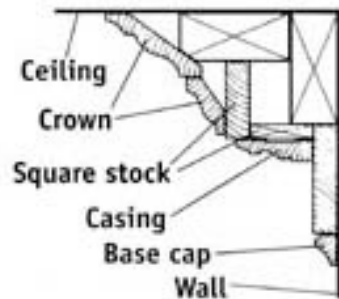
STUDY GUIDE **NRHA** Basic Training Course in Hardware Retailing

Ponderosa and Sugar pine, Douglas fir, Yellow pine, Oak, Cherry and Western Hemlock.

- A length of molding can be one solid piece of wood, or fingerjointed. A finger-jointed molding consists of sort lengths of wood glued end to end. This type is less expensive and less likely to warp.
- Moldings made from particleboard or fiberboard are not resistant to moisture. Do not use them in high-moisture areas such as kitchens and bathrooms.
- Wider moldings tend to make a room look smaller. Avoid wide base moldings unless they are going in spacious rooms. Wide crown moldings tend to make a ceiling look lower.

PRO CORNER

More elaborate crown and base moldings are comprised of a collection of pieces, as shown below.



MERCHANDISING

- Group moldings together by material type.
- If the molding is stored in a warehouse and not on the salesfloor, have samples of each of the types and profiles available for the customer to see.
- This is a good area for special order, especially for customers who want custom moldings made.

ANATOMY OF A TRIMMED ROOM

- A. Ceiling moldings include crown (upper left), cove (upper right) and bed moldings (lower right).
- B. Common wall moldings include cap moldings (left) that trim out the top of wainscot paneling and chair rail (right).
- C. Base moldings include base shoe (far left column), base cap (second column) and base molding (far right).
- D. Window and door moldings include casing (top) and either rabbeted or flat stools (bottom).

