

PRODUCT KNOWLEDGE TRAINING

Learn the common features and uses of each product.

PK DESCRIPTIONS

1. Draw-Cut Trimmer



- Good for a variety of cutting applications.
- Has one stationary lower blade and one moving upper blade.
- Operates by an up and down squeeze of the handle.
- Blades are typically tempered steel.

2. Scissor-Action Trimmer



- Similar to a draw-cut trimmer, but has two moving blades instead of just one.
- Operates with side-to-side pressure, like ordinary household scissors.

3. Leverage-Assisted Trimmer



- Used for a variety of lawn and garden cutting applications.
- Uses a cam located between the handles with an off-centre pivot that increases the cutting efficiency.
- Reduces the effort required to squeeze the

handles.

- Designed for one-handed use.
- Has a safety lock or catch to hold blades together while not in use.

4. Long-Handled Trimmer



- Used for a variety of cutting applications.
- Has long handles to relieve crouching and allows user to stand while trimming grass.
- Some models have a swivel head for more versatility.

5. Hand Edger



- Used for edging thick sod around walks, flowerbeds, trees and shrubs.
- Has a long handle with a sharp, high-carbon steel blade.

6. Rotary Edger



- Comes in single- or double-wheel models.
- In the single-wheel model, a rubber-tired wheel moves along the walk or driveway and turns a cutting blade against a cutting edge.

- Teeth float above the bottom trench to cut grass without being clogged by stones, sticks and other debris.

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: What tools make up a basic gardening set?

A: A basic gardening tool set would include a spading fork, a garden hoe, a watering can, a round-ended shovel, a bow-head garden rake and a pair of garden shears.

A: What is an edger?

Q: This tool provides a vertical cut into the soil to create a clean line between a lawn and a flowerbed, driveway, sidewalk or some other structure. The fastest models are powered models. A non-powered edging tool looks like a shovel with a small blade shaped like a half moon. You can push the blade in with your foot so that it slices off a thin piece of turf, leaving a clean, straight edge of soil along the edge of the lawn.

UPSELLING

- Many trimmers now available have soft ergonomic grips for easier use. Also suggest models with handles made of lightweight materials such as fiberglass.

ADD-ON SALES

- Gloves
- Shears
- Snips
- Shovel
- Cultivator
- Lubricant
- File for Sharpening Blades

MAINTENANCE TIPS

- Sharpen blades periodically with a file or a sharpening stone to maintain a sharp cutting edge.
- Periodically oil blades and hinge points to maintain the tool's easy cutting leverage.
- Store trimmers in a dry location during the winter to prohibit rust.
- Always clean the tools after each use to keep the tool in good working order.

MERCHANDISING

- Merchandise trimmers close to the pruners in a shop-and-compare format.

NOTE: ALWAYS CONSULT YOUR PROVINCIAL AND LOCAL CODES