

## 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-center 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.