

Racal offers protection from dust, spores

FREDERICK, Md. — Racal Airstream now has available for agricultural use the AGH1 Airstream Helmet. The AGH1 system gives the wearer protection against dusts, spores and molds while delivering a continuous stream of cool, clean air.

The AGH1 also provides head,



Airstream helmet

eye and face protection with a comfortable, lightweight helmet and faceshield. The design of the helmet allows for normal conversation, accommodates eyeglasses and can be worn by workers with beards.

The system is powered by a rechargeable nickel cadmium battery pack which lasts for eight hours per charge, and approximately two years continuous use. The air is drawn through a pre-filter by a motor and then passes through a main filter and down over the user's facial area. There is also available a vehicle adapter for operating the system off of a 12 volt battery.

Racal Airstream also offers similar systems for protection against spraying or mixing herbicides or pesticides.

The local agricultural distributor for Airstream products is Schick Farms, R.D. 2, Box 219, Kutztown, PA 19530. The phone number is 215-285-6519.

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Pioneer revamps seed operation

DES MOINES, IA — Pioneer Hi-Bred International, Inc. has announced a reorganization of its seed production and marketing operations in North America.

Nearly all of the changes are above the district sales manager and seed production plant levels, according to President and Chairman Tom Urban. The company will continue to rely on sales representatives and dealers as in the past to service its customers, according to Urban.

In the long run, Urban says, the changes should result in products that fit customers' needs even closer than today, more personal service from the company's field staff and more dependable supplies of seed that provide even better value than at present.


Replacing the five U.S. production-and-marketing divisions and its Canadian subsidiary will be a single new division called

North American Seeds. There will be one production unit headquartered at Johnston, Iowa to manage the 40 seed production plants that produce Pioneer (R) brand corn, sorghum, soybean, wheat and alfalfa seeds.

The marketing of Pioneer seeds and silage inoculant to farmers will be directed by two units, Marketing West office at Johnston, Iowa and Marketing East at Tipton, Indiana. To assure that local needs and conditions are met, the company is dividing North

America into 15 areas. Each will be headed by a Manager of Sales directing the work of District Sales Managers and Agronomists.

"By putting more people close to our customers and involving them directly in deciding how we can best work with farmers, we believe we can ensure the continued success of Pioneer," Urban said. "Farmers are making major changes in the way they do things and we feel that we need to get closer to them to keep up with their needs."



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