

# Cyanamid Relocates Ag Products Telesales Office

WAYNE, N.J. — The TeleSales Department of Cyanamid's Agricultural Products Division has been relocated to Des Moines, Iowa, it was announced by the company here.

This location places the TeleSales Operation closer to its customers and to Cyanamid's Midwest regional office, which is also located in Des Moines.

In addition, the TeleSales Operation has been reorganized and staff size has been expanded to better service Cyanamid's more than 200 Associate AgriCenter™ dealers.

According to Bill Griffith, vice president, agricultural products division, "Quality customer service is an integral part of all our

operations. The relocation and reorganization of the TeleSales Operation supports and strengthens this commitment."

Cyanamid markets its products to more than 2,500 AgriCenters nationwide. Prior to the reorganization, the TeleSales Department supported the field sales representatives, who in turn serviced all the AgriCenters.

According to Leon Troutman,

manager of the TeleSales Department, "Cyanamid took a look at the entire AgriCenter support network and realized that our field sales force couldn't adequately service all the 2,500 dealers for the long term. We identified Associate AgriCenters, which had specialized needs, and developed a new support network including the TeleSales account representatives, to better service them."

As part of the new support network, the TeleSales associates are given extensive training in servicing the technical and business needs of the Associate AgriCenters.

"In addition," said Troutman, "the expanded operation will enable us to return telephone inquiries within one hour, and follow up faster and more efficiently. In addition, the knowledge and

experience gained by the TeleSales associates in these positions will better prepare them when they are eventually reassigned as field sales representatives."

For more information, contact American Cyanamid Company, TeleSales Operation, 4900 University Avenue, Suite 202, West Des Moines, IA 50266, (800) 942-0500.

## MAILBOX MARKET FOR SALE

Renco Preg Alert to test hog, sheep, cattle pregnancy York Co 717-292-4634

78 Ford 3/4T Full-time 4WD, 351, Auto, full size, \$2500 York Co (717) 993-6485 after 6 p m

Remember the Blizzard! Be ready next time, Sears 11 hp lawn tractor with 36" snow blower, chains & deck excellent condition. \$700 00 215-932-2548.

Baler 1H model 46T, always shedded with Thrower, in good condition. \$750.00 Bucks Co Call evenings 215-882-0836

Handcrafted, reproduction phonograph by W. Gillett. Wax cylinder type. Call Mark Smith - 410 398-8156

1946 CJ2A Jeep, original, new top, brakes, rebuilt motor, antique tags; runs well, \$2300 Bucks Co. 215-536-0598

1971 Int 2100 dump truck 33,000 lbs, air brks, 549 5&2, good shape, asking \$1200. Call after 6 p.m. 215-469-6547.

Painted and Restored antique forecart with pole and single trees, mint condition. Steel wheels \$350.00. Harford 410-272-2208.

1982 GS1100GK Suzuki motorcycle, full dress 12,000 original miles, excellent cond \$1695 00 Tioga Co 814-326-4678

Maytag Gas Clothes Dryer \$125, Farmall F-20, Chrysler 1950 Windsor, VW Super Beetle, good engine, pour body, Cumberland 717-249-0514

10 yr. old standard bred gelding 16 hands; flatbed wagon, 2 bottom plow; Wanted - builder's transit and mortar mixer, 717-776-4527.

Weels-Cargo 2 axle utility trailer surge brakes, VG Condition, \$1700 00 Kevin Fehr, 407 Chestnut Ave., Northfield, N J 08225 609-641-5910

16" Scott hand mower, like new 4-hole metal Hog Feeder, 2 large barn ventilators 7" anvil, 4 1/2" Swageblock. Montg. Co. 215-256-9925.

Somerset County, PA - House, cow barn and several buildings, 110 acres, 10 tillable, balance wooded \$160,000. (301) 834-7747.

1974 23 ft Prowler Camper, excellent with awning, swat bar set up for small deep freezer \$4500 00 invested, sell \$2500 00 717-275-4252



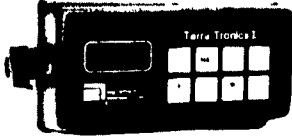
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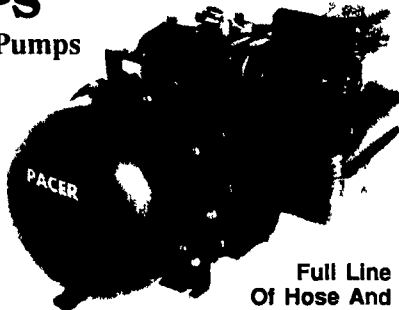
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Closed All Day Good Friday, April 9, 1993

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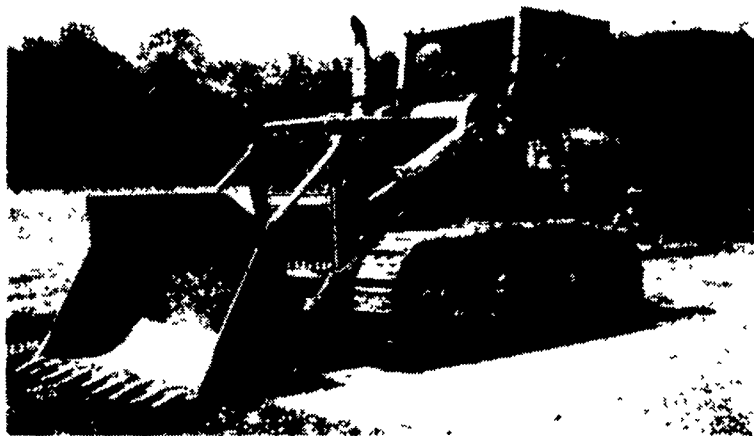
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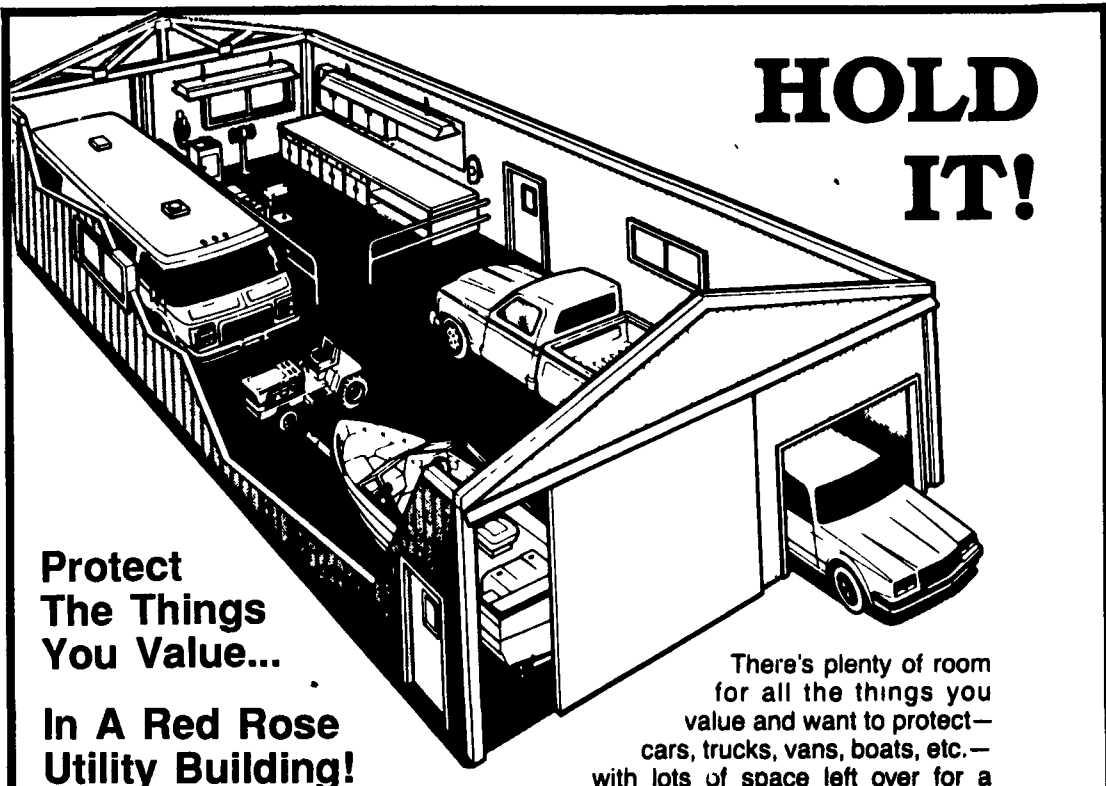
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