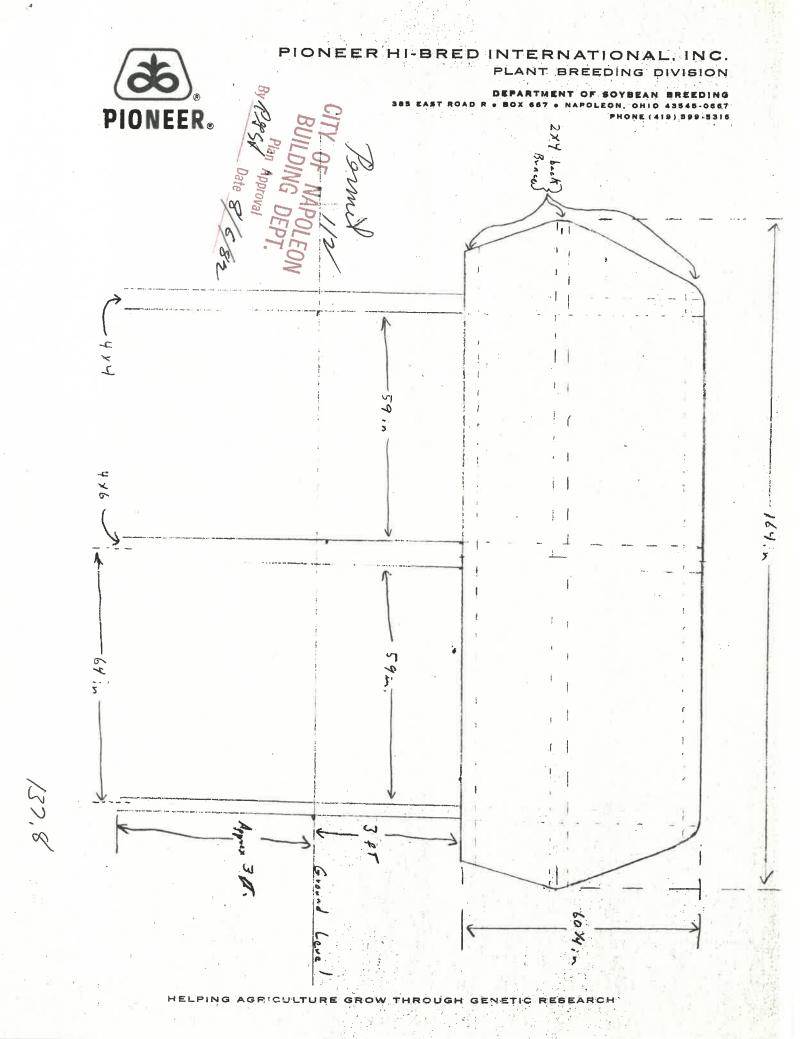
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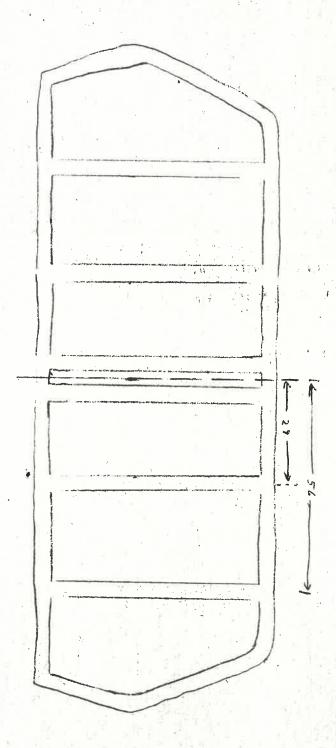
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## PLANT BREEDING DIVISION

DEPARTMENT OF SOYBEAN BREEDING
S95 EAST ROAD R . SOX 667 . NAPOLEON, OHIO 42545,0667
PHONE (419) 509-5316

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## Signage

The two most important functions of signage are identification and communication. As a matter of courtesy and convenience to the public, signs identify businesses; but signs also communicate an image. These are the objectives of the Pioneer sign program — identifying Company operations and reflecting a positive image.

The signs are highly visible and easily readable while remaining simple and unobtrusive. The program covers all operations of Pioneer® and Peterson® brand seed, Microbial Genetics Division, Plant Breeding Division, and the Corporate headquarters. It can also be adapted to the facilities of distributors, subsidiaries, and joint ventures.

The signs can be broken down into five categories as follows:

- 1. Primary Office identification, production plants and research stations.
- Secondary Other research stations not requiring the larger primary sign, highway advertising and other buildings and locations.

- Special situations Atop sizing buildings or silos, on a structure's wall facing heavy traffic, exposition signs, etc.
- 4. Salesman/Dealer
- 5. Field

There are many variable factors in categories 1, 2 and 3 above, such as location, activity, physical layout and surrounding landscape. Because of this, it is impractical to set hard and fast guidelines which will apply to all locations. To maintain the highest degree of consistency and effectiveness, primary, secondary and special situation sign proposals for activities of the Corporation should be submitted to the Corporate Information Department, Pioneer Hi-Bred International, Inc., 1206 Mulberry Street, Des Moines, Iowa 50308.

The basic sign formats for categories 1, 2 and 3 are presented on the following pages along with the sign program guidelines for salesman/dealer and demonstration fields.

