

Bowen and other consumer experts were preparing to observe National Poison Prevention Week, March 21-27. The theme of Poison Prevention Week was "Children Act Fast... So Do Poisons."

Medicines and household hazardous products such as cleaners, polishes and some household pesticides are among the most commonly reported substances in accidental poisoning. Bowen said young children are especially at risk.

"Children under the age of five are in stages of development where they are constantly exploring their surroundings," she said. "It is also common for crawling, climbing and walking stages, parents and other adults should store hazardous household products and medicines out of their reach."

"Children can grab a product and swallow it in the short time it takes to answer a telephone call or doorbell," Bowen warned. "In addition, many household cleaners have a pleasing smell and are packaged in bright, colorful containers. Children love bright items".

Since most people use hazardous products almost daily, Bowen said it is important to take a few simple precautions to guard against accidental poisoning. Store hazardous products in original containers out of the reach of children. Never leave a cleaning product or other hazardous substance unattended while using it.

Refer to medicines by their proper names. Never call medicines "candy" to get children to take them.

Keep tiny batteries for watches, hearing aids and other small items out of children's reach.

Bowen also said to be prepared in case accidental poisoning does occur.

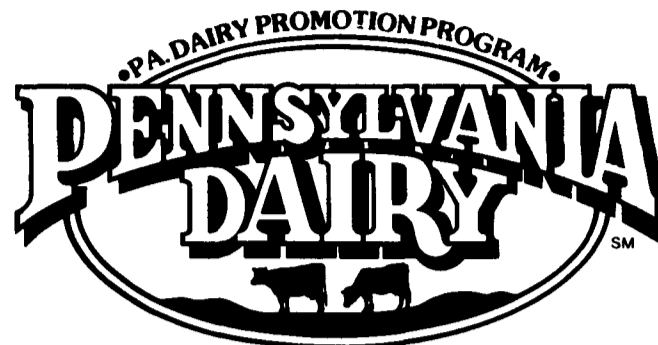
Keep the Poison Control Center number on or near every telephone in the house. To find the number, look under the emergency number section in the telephone directory, or call a pharmacist, hospital or physician.

Keep a bottle of syrup of ipecac in the medicine chest or first aid box. Ipecac is available at pharmacies. But DO NOT USE syrup of ipecac unless instructed to do so

by Poison Control Center personnel.

"It only takes a few minutes to look around your home and take some precautions to prevent accidental poisoning," said Bowen. "It could save someone's life."

For more information on National Poison Prevention Week or preventing accidental poisoning at home, contact the local county Penn State Cooperative Extension Office.



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Landowners Selling Timber

ally volume adjustments are not made, but this depends on the individual sale.

Under contract execution, the prospectus should probably include the specific contract, a certificate of worker's compensation, penalties for contract violations, general liability insurance, and a payment schedule.

An acceptable performance and completion bond, of 5 percent to 10 percent, is usually required within 30 days of awarding the contract.

Recently, I had the chance to follow a timber sale and observe one small step in the entire process of marketing timber — the timber showing.

On this particular sale, the forester mailed 80 invitations and about

a dozen people showed up for the tour of the sale area. An assortment of loggers, industrial foresters, timber buyers and sawmill owners posted for the showing.

After a brief introduction, the forester in charge of the sale read over the prospectus, discussed some of the specifics of the sale and answered questions.

Interested bidders drove out to the proposed sale location where the forester discussed landing location, access, gravel for road-building, culverts and other erosion and sedimentation concerns.

The forester then took the group into the woods and discussed the nuts and bolts of the sale: timber sale and property boundaries, cutting requirements, buffer strips to protect stream channels, location

of main haul road and major skid trails.

In some cases, the forester has the main skid trail flagged before the sale; other times the logger and forester work out the details once the contract is awarded.

On this particular sale, one-tenth of the trees marked for removal had been scaled as "check-trees" and their volume was specified on an attached check tree sheet.

Loggers were encouraged to estimate their volumes and compare them to the volumes determined by the forester.

After a tour of the proposed sale, the group returned to a roadside location for questions and last minute instructions for submitting the bids.

The deadline for sealed bids with a 10 percent deposit was set for 10 business days from the showing.

Of the dozen potential buyers who attended the timber showing, five submitted bids before the deadline. Two additional bids came in late and were not accepted.

The bids were opened on the deadline date and, in this case, the highest bid came from a very reputable logging operator who won the sale.

In most cases, the forester is not required to accept the highest bid and weighs a variety of factors before awarding the sale, including the reputation of the timber harvester and ability to meet the contract specifications.

In this particular sale, the winning bid was \$62,300. The next highest bid was \$42,000 — a difference of more than \$20,000.

Most consulting foresters charge 15 percent of the sale price. In this sale, that came to about \$9,345.

Without the competitive bid process, the landowner might have sold his timber for \$42,000 or less.

Would you spend \$9,345 to make \$20,300?

If you are considering selling timber, it is in your best interest to take advantage of the competitive bid process and use the services of a professional forester to assure wise forest stewardship of your natural resources.