



Junior Fair Livestock Sale

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Monday, Labor Day, 9:00 a.m.

Northwest Ohio Orthopedics Arena

Managing Partner: Hitchings Insurance Agency, Inc.

Sale Manager: Sarah Moyer

Sale office Hours:

Tuesday August 27- 3:30pm- 4:30pm

Wednesday August 28 – 3:30- 4:30pm

Thursday August 29- 3:30-4:30pm

Friday August 30- 3:30- 4:30pm

Saturday August 31- 3:00-4:00pm

Sunday September 1- 2:00- 4:00pm

Sale Order:

Chickens, Turkeys, Market Fowl, Goats, Lambs, Dairy Feeders, Market Steers, Dairy Steers, Calf Club Steers, Beef Feeders, Cross Bred Dairy Feeders, Swine, Gallon of Milk, Rabbits.

There is no break for lunch. Champions for a species are sold first, followed by all others in a species in random order except for Swine which are sold in rotating barn order and Dairy Feeders sold based on the results of the Saturday “Back-to-Farm” Market Sale.

Record Champion Premiums (Year Record Set):

Gallon of Milk - \$10,100 (2013)

Dairy Feeder - \$6,200 (2018)

Steer - Market - \$6,100 (2006)

Market Hog – Barrow - \$6,000 (2018)

Steer - Dairy - \$5,900 (2019)

Market Hog – Gilt - \$5,700 (2015)

Steer – Calf Club - \$5,100 (2007)

Market Lamb – Wether - \$4,500 (2011)

Goat – Boer - \$3,900 (2018)

Market Lamb – Ewe - \$3,150 (2019)

Chicken Pen of Three - \$3,000 (2019)
Turkey - \$2,500 (2018)
Rabbit Pen of Three - \$2,300 (2008)
Goat – Dairy - \$2,200 (2015)
Beef Feeder - \$2,000 (2013)

Exhibitor Information

Gallon of Milk:

One (1) gallon of milk will be sold from the Grand Champion female over all breeds. This money will be divided in half. One half will be shared by all Dairy Exhibitors based on the number of projects exhibited and shall be considered the Market Bid. The other half will be distributed among those not selling any other species and will be considered the Premium Bid.

Weighting Schedule:

The following weigh-ins are Monday, prior to the first day of the fair.

Beef Feeders: following Dairy Steers after Opening Ceremonies

Dairy Feeders: 4:30 p.m. – 6:30 p.m.

Dairy Steers: after Opening Ceremonies (approx 8:00 p.m.)

Goats: 12:00 p.m. – 3:00 p.m.

Lambs: 3:00 p.m. – 6:00 p.m.

Market Steers: following Dairy Steers after Opening Ceremonies

Poultry: 12:00 p.m. – 6:00 p.m.

Rabbit: 9:00 a.m. – 6:00 p.m. (as checked in to barn)

Swine: 7:00 a.m. – 11:00 a.m.

Weigh-in Rules:

1. There will be No re-weighing of Any Animals
2. All livestock projects must receive an A or B grade on the animal
3. Species specific rules:
 - a. Dairy Feeders: less than 350# or greater than 699# are ineligible for Sale Ring and must go Market Bid
 - b. Goats: less than 50# are ineligible for Sale Ring, may go home immediately or be marked Take Home
 - c. Lambs: less than 90# or over 145# are ineligible for Sale Ring and must go Market Bid
 - d. Chicken Pen of Three (3): each pen less than 13lb 8oz or greater than 21# are ineligible for Sale Ring and must go Market Bid
 - e. Turkeys (singular market animals): less than 18# or over 30# are ineligible for Sale Ring and must go Market Bid

- f. Rabbits Pen of Three (3) of uniform animals per pen: any pen with any singular animal less than 3.5# or greater than 5.5# or younger than 10 weeks or older than 12 weeks in age is ineligible for Sale Ring and must go Market Bid.
- g. Swine: less than 215# or greater than 285# are ineligible for Sale Ring and must go Market Bid
- h. Beef Feeders- Acceptable weights will not be greater than 699# are ineligible for Sale Ring and must go Market Bid
- i. All other species not listed above – no weight restrictions for Sale Ring

Animal Destinations (Sale Ring, Market Bid, & Take Home):

- 1. All Market Livestock Exhibitors must go through the Sale Ring once and shall sell only one (1) animal. All animal destinations must be declared at weigh-in. Failure to properly designate Sale Ring, Market Bid, and/or Take Home animals will leave the decision to the discretion of the Sale Manager. If an exhibitor has a second animal of the same species, this animal will go to Market Bid or Take Home. If an exhibitor has animals in multiple species, one animal from each species must go to Market Bid but subsequent animals may go Market Bid or Take Home.
- 2. Exceptions:
 - a. Grand and Reserve Champions will be sold and replace an exhibitors other projects destined for the Sale Ring. See Sale of Champions.
 - b. Exhibitors with single entry in a non-terminal species of breeding animals may select to go Take Home, so long as another entry has been identified for the Sale Ring.
 - c. Any exhibitor with multiple Grand and/or Reserve Champions will be required to take all Champion animals thru the Sale Ring.
- 3. All terminal market animals sold during the Premium Monday Sale are available for Home Bidding with the exception of Rabbits.

Sale of Grand and Reserve Champions

- 1. Champion Swine, Steers, Lambs, & Goats will be removed from the grounds following the trip through the Livestock Sale by the processor designated by the Livestock Sale Committee and will be processed for ODA testing. For any Champion animal not purchased on Home Bid during Monday's sale the exhibitor will be responsible for the processing fees and carcass of their animal and should contact the processor selected by the Livestock Sale to provide a cut order. In this case, the exhibitor will only receive the Premium Bid, no Market Bid, from the sale.
- 2. Champion Rabbits and Poultry will go to the Market Bidder and the exhibitor will receive Premium and Market Bid from the Sale Ring.
- 3. Champion Dairy and Beef Feeders will go the winning bidder from Saturday's "Back-to-Farm" Market Sale and the exhibitor will receive Premium and Market Bid from the Sale Ring.
- 4. Rate of Gain Winners are not considered champions and will follow the same expectations as the other remaining members of the Livestock Sale based on the species.

Other Exhibitor Expectations:

1. Any exhibitor receiving an incomplete on their Livestock Interview will be ineligible to sell their livestock through the Sale Ring. Their projects must go Market Bid.
- 2. There is to be no buyer solicitation on Monday, Labor Day. Only members of the sale committee and/or Sale Office staff may have contact with the Auctioneers while “crying the sale”.**
3. Black chair seating and free refreshments are for our registered buyers. Help us keep them comfortable and keep sale costs down.
4. Any exhibitor not present when their animal is to be sold in the ring shall sell the animal at Market Bid unless arrangements have been made prior to the sale with the Department Superintendent.
5. No representation of placing from any other show or exhibition will be allowed during the sale. Violating this rule will result in forfeiture of the Premium Bid sale and the project will sell Market Bid only.
6. Proof of thanking your buyers will be required for check pick-up. Watch for additional information on this expectation. Also see the section below: Buyer Appreciation Poster Contest
7. Livestock Checks will be distributed in October during the Celebration of 4-H event. Watch for additional information.
8. Exhibitor checks must be deposited or cashed within 90 days of print date or will be voided. A \$30 fee will be assessed to reissue any Livestock Sale check.

Hancock County Agricultural Society Responsibilities:

1. Department Superintendents will provide a Market Buyer or Market Price for their respective species to the Sale Manager no later than Friday at 4:30 p.m., will review the Sale Order no later than Saturday at 4:30 p.m., and will assist with preparing their department for the Livestock Sale. The Department Superintendent is the exhibitor’s primary point of contact for questions.
2. The Livestock Sale Committee, Jr. Fair Board, and Sr. Fair board will assist with preparing the arena for the Sale Day, including by not limited to setting up equipment, tables, seating and refreshments, providing support personnel to the Sale Office including a check-in table sponsor, and arranging the auctioneers.
3. The Sale Office will be responsible for preparing the Sale Order sheets, collecting buyer registrations, clerking the sale, collecting buyer payments, and providing proper data for buyer recognition and exhibitor checks following the sale.

Breakdown of Exhibitor Payout:

1. Exhibitor Checks will consist of Premium Bid, applicable Market Bid, and any Project Donations less the Sale Commission and any applicable Check-Off fees.
 - a. Premium Bid: The amount called in the Sale Ring
 - b. Market Bid: The amount bid for purchase of the actual animal; Market Bid (when applicable) will be listed on the Sale Sheets. The description of Market Bid for Dairy is found under the Gallon of Milk section above. The Market Bid for Feeders are determined by the

“Back-to-Farm” Market Saturday Sale.

- c. Project Donations: Additional funds donated directly to a sale ring exhibitor in support of efforts to complete the project.
- d. Sale Commission is a 6% charge levied on all sales to be used by the Livestock Sale Committee for the associated costs of the sale and future improvements.
- e. Check-offs are fees collected by various species to bring awareness to the species.

Buyer Appreciation Poster Contest:

1. All Jr. Fair Livestock Exhibitors shall display a poster above their pen by the close of the first day of the fair.
2. The poster shall be 14” x 22” only
3. The poster shall consist of a creative and attractive “Thank You” to their previous year’s buyer.
4. Judging will be conducted by the Jr. Fair Office.
5. The top three (3) in each department will be displayed in the show arena on sale day.
6. A ribbon and financial award will be provided to the winners from the Jr. Fair office.

Buyer Information

Visit our website for online Buyer and Group Registrations, Project Donations forms, and additional information.

Feeders “Back-to-Farm” Saturday Sale: August 31, 2024

1. Dairy Feeder and Beef Feeder calves are sold individually. Designation is made to which calves immediately leave the grounds versus those departing after a trip thru the Premium Monday Sale.
2. Payment is required immediately following the conclusion of the sale. Payment of Cash, Check, or Credit Card will be accepted. Credit Card Payments will incur a 3% processing fee.

Premium Monday Sale: September 2, 2024

1. Premium Bidding (White): This is the simplest way to participate in the Livestock Sale. As a Premium Bid Buyer, you are claiming no ownership or interest in the animal and will be responsible only for the final call amount of the auctioneer (the Premium).
2. Premium Plus Home Bidding (Yellow): In this type of bidding, you are claiming ownership of the animal. All animals available for home bidding are terminal (no “Back-To-Home” animals on Monday) and a home bid hauler/processor must already be established at the time of purchase. You will be responsible for the final call amount of the auctioneer (the Premium) as well as the Market Price of the animal listed in the Sale Program.

3. Premiums will be round numbers and the winning bid will be a flat amount. Premium plus the listed Market Price will go directly to the exhibitor minus commission, administrative, check-off, or other fees that may apply.
4. All Buyers will receive recognition in the Sale Ring, local newspaper, and in the following year's fair book publication. Buyers of Grand and Reserve Champions will be featured in our post-fair Livestock Sale feature in the local paper and on our website.
5. Payment is expected on the date of the purchase unless prior arrangement has been made with the Sale Office. Payment of Cash, Check, or Credit Card will be accepted. Credit Card Payments will incur a 3% processing fee.
6. Late Payments (not received within 30 days of the Livestock Sale) will incur a 2% late fee. Failure to settle the Livestock Buyer account before October 30th, 2024 will result in the Buyer being ineligible to participate in the 2025 Livestock Sale.

All Buyers:

1. All Buyers must be registered (either online or at the Sale Office) prior to participation in the Livestock Sale.
2. Buying Groups consist of registered Buyers who wish to consolidate/collaborate their livestock sale buying activities. Each participating individual or organization in the Group will also be registered and assigned a Buyer ID to allow for proper billing.
3. All Buyers who participated in the previous year's sale or newly registered before July 30th will receive a buyer information package on or before August 15. The package will include fair admission information, a schedule of activities, and any updates to policies or procedures.

Bid Allocation Card (BAC):

1. Bid Allocation Cards (BAC) are only eligible for purchase of Grand and Reserve Champions and Gallon of Milk. The minimum bid to participate on a BAC is \$200.00.
2. All participating Buyers must be a registered Buyer and have a Buyer ID listed. Each participating Buyer will be billed the amount listed on the BAC.
3. A registered Buyer must be listed at the top of the BAC and is considered the Head Buyer for the BAC. BACs without a Head Buyer will be rejected at the time of sale. The Head Buyer accepts responsible for Premium bid and will be billed in the event any BAC participate rejects the associated premium assigned from the BAC.

Project Donors:

1. Project Donations provide an option to contribute financially to any exhibitor participating in the livestock sale, regardless of a Donors ability to attend the Livestock Sale.
2. Project Donations will be accepted through September 6th, 2023.
3. Project Donations can be submitted via the online form or in person at the Sale Office during the fair and are accepted in any amount over \$5.
4. Payment is required when the Project Donation is submitted. Exceptions can be made for Premium Monday Sale byers. Payment of Cash, Check, or Credit Card will be accepted. Credit Card Payments will incur a 3% processing fee

5. Project Donors are not considered Livestock Sale Buyers and are not eligible for Grand and Reserve photos.

6. Project Donations are accepted for exhibitors participating in the livestock sale only. Any Project Donations submitted for exhibitors excluded from the sale will be considered a general donation to the Sale Committee and used for future improvements.

The Hancock County Junior Fair Livestock Sale Committee and the Junior Fair Exhibitors
THANK YOU to our 2023 Hancock County Junior Fair Livestock Sale Buyers