

## What Does It Cost?

The cost to the winning bidder is the amount of the successful bid, which is a premium to the exhibitor. The winning bidder is not necessarily buying the animal, rather they are paying the exhibitor a premium for their hard work. The exhibitor then receives market price for their animal from the packer (processor). If the winning bidder wishes to keep the animal for their own consumption, they will pay the packer bid as well as any premium that they bid during the sale.

### Example :

1,300 pound market steer

\$0.58 per pound (\$754) Market Value

You bid \$500 as a premium to exhibitor

You don't want steer— you pay \$500

Packer pays exhibitor \$754

You do want steer—you pay \$1,254

\$500 bid + \$754 market value

### Benefit of PREMIUM Sale Format:

Buyer will not need to calculate their “actual” cost, it will be based solely on market value established through packer bid and the amount set as a premium to the exhibitor through bidding process.

### Designating Processors:

For those buyers who wish to purchase an animal and have it sent to a processor for harvest and packaging, processor representatives will be on site to discuss services and arrange for transportation to the appropriate facility. It is the responsibility of the buyer to make arrangements with the intended processor.

## 2018 Junior Fair Livestock Sales Schedule...

**THURSDAY, AUGUST 9... 11:30 a.m.**

### **Swine Complex**

Market Hog Sale

(Awards begin at 11:00 a.m.)

**SATURDAY, AUGUST 11...**

### **Grubb Arena**

**11:00 a.m.**

Steer Pool

Market Steers & Heifers

Market Lamb

Dairy Feeders

Gallon of Milk

**Jay N. Baird Memorial Arena 12:00 p.m.**

Market Goat

Meat Poultry

Meat Rabbit

Updated 01.24.2018

### **Hartford Independent Fair**

### **Junior Fair Program**

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**Hartford Independent Fair  
Junior Fair  
Livestock Sales**

**2018 Hartford  
Independent Fair**

**August 4-11, 2018**

## GET INVOLVED!

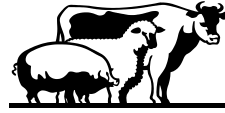
You are invited to participate in this year's Hartford Independent Fair Junior Fair Livestock Sales. The Junior Fair Livestock Sales present the opportunity to you as an individual or business to promote your services while supporting local youth who have dedicated their time and efforts to caring for and learning about a particular livestock species. Through their involvement in the livestock industry, potential future producers are gaining information and experience that will assist them far into the future.

### What is the Purpose of Junior Fair Livestock Auction?

Raising an animal as a livestock project is a valuable experience for 4-H and FFA members. Through these projects, youth learn about agribusiness practices such as record keeping, production costs, labor input, and management. They also develop the work ethic needed to be successful business people in today's livestock world.

When you participate in the Junior Fair Livestock Sales you are supporting the 4-H and FFA youth who participate from Licking, Delaware and Knox Counties. They rely upon the funds received to pay off investment and production costs. Many members will invest their profits to further their education which in turn helps to build our communities.

### How Do You Buy?



The sales are conducted as an auction. Each bidder will be identified with a bidder's number. The sales clerk will identify the successful bidder who will then be announced by the auctioneer. A bidder's number is obtained from the sales clerk the day of the sale at the fairgrounds.

You may bid alone or with another business. By pooling your advertising dollars with one or more businesses you still receive advertisement coverage. A different bidder's number needs to be obtained for each multi-unit group.

If you cannot attend the sales you can make arrangements for someone to bid for you. The following people are members of the Hartford Fair Livestock Sales Committee and will be happy to handle absentee bids or answer questions you have regarding the sales:

#### Ron Thompson, Committee Chair

Sam Barb	Mack Buckenberger
Chip Carpenter	Bill Jacks
Kody McInturff	Jared McLaughlin
Dan Small	Roger Smith
Adam Wampler	

**All buyers are encouraged to pay for their purchases the day of the sales.**



### Packer vs. Custom Processing:

The highest bidder has the opportunity to indicate if they wish to take possession of the animal for their own consumption. It is the highest bidder's responsibility to indicate to the cashier, immediately following the sale, their intent as to how the animal should be handled.

In the case that the highest bidder is not interested in taking possession of the animal, it will be sent to harvest and will become the possession of the packer (company who places a market value-based bid for all animals).

If the highest bidder is interested in taking possession of the animal, it is then the buyer's responsibility to make arrangements for that animal to be transported to the desired slaughterhouse for processing. It is then also the buyer's responsibility to pay the bid premium as well as the packer bid price of the animal in order for the sale to be complete.

### Your Benefits for Participating...

- Buyers are recognized by the youth in the barns, show areas, and arenas the following year. Buyers are also recognized on marquis signs outside of many of the livestock barns.
- Buyers receive a sign to be displayed in their place of business or offices demonstrating to their clientele their participation in supporting the youth livestock sales.
- Junior Fair members and their families will tell others who bought their animal.