

BCYF EXHIBITOR INFORMATION REGARDING AUCTIONS

Auction classes are available in the following departments: beef, sheep, goats, swine, rabbits & poultry.

It is very important that exhibitors write letters to prospective auction buyers to invite them to attend the auction and bid on their animal(s). Letters should be sent towards the end of July and should include the following Information:

- Exhibitor name and home town
- Details about the animal(s) that you will have in the auction (breed, sex, estimated weight, etc.)
- Background information on how you raised the animal(s)
- Date, time & location of the auction(s)
- Free ticket to the auction(s) - exhibitors may obtain free auction passes at the Fair Office to include in their letter to the buyers. **All current auction buyers will receive passes from the fair.**
- Auction Buyer Brochure – available at the Fair Office for exhibitors to include in their letter to buyers
- Buyers are expected to pay the final bid price on the day of the auction with cash or check. If an animal is marked for resale, the buyer will only have to pay the difference between the market price and their bid price. (Market price for each species will be posted at the registration table on the day of the auction),

Prospective buyers could be relatives, businesses where you or your family shop, local banks, family doctors, restaurants, etc. The buyers will have some options on what they would like to happen with their purchase. It is important to let potential buyers know that buying an animal does not mean that they have to keep it!

Buyer Options: All successful bidders before leaving, must go to the clerk's table to determine destination options and pay for their animal. Their choices are:

1. **Resale** – which means the animal will be sent to a livestock resale auction after fair and the buyer will only have to pay the difference between the market price and their bid price.
2. **Processing** – the fair will deliver the animal to the processor (if it is one that is on the Fair list). The buyer should contact the processor and let them know how they want the animal prepared for consumption (cutting instructions)
3. **Buyer pick up** – the buyer will need to come to the Fairgrounds on Sunday to pick up the animal to take home between 7 a.m. and 10 a.m.

On the day of the auction, if you personally know your buyer, it would be a good idea to go talk to them before the auction and make sure they have everything they need.

When you are actually selling your animal, watch the bidders and pay attention to who the winning bidder is and where they are sitting. When the auctioneer says "sold" the exhibitor will take the animal to the photo area to have their picture taken with the animal and then the exhibitor will take the animal back to the barn. Once the animal is securely back in its barn, you should go and personally thank your buyer while they are still at the auction.

Also, exhibitors are asked to make a sign (8 ½" x 11" at least) to hang near their animal thanking the buyer for purchasing the animal. Then when the Fair is over, exhibitors should write a letter to their buyer(s) thanking them for coming to the auction and buying their animal. It is also a good idea to thank other buyers who came because you invited them but were not the winning bidder on your animal(s).

YOUR MONEY . . .

When an exhibitor sells an animal in the auction, there is a final bid price. From the final bid price, the Fair deducts 5%, plus a small amount is deducted for the auction pictures. The exhibitor will receive a check from the Youth Fair within 30 days of fair for their total dollars due from their auction animals minus the deductions, along with a picture of each animal that was sold.

STILL EXHIBIT AUCTION
SATURDAY OF FAIR, 10 a.m.
(Between Buildings 10 & 11)

Rules:

1. Open to all Exhibitors of the Still Exhibit Departments, check sections for classes eligible
2. An Exhibitor may sell **only one exhibit**.
3. Exhibitor must register for the Department's Still Exhibit Auction class (see Department class listing) by Aug. 1st Deadline.
4. Exhibit must be registered in a judged eligible class and receive an "A" placing to be eligible for sale.
3. If the Exhibitor wishes to withdraw from the auction, they must notify a Department Superintendent(s) by noon on Wednesday of fair week.
4. It is the responsibility of an exhibitor to get their exhibit to the auction ring. Exhibits must be present in the auction ring to be sold. Exception: Dept. Supt. may permit an item to be sold without being present at the auction. Examples: exhibit size, exhibit materials, or current weather conditions.
5. Five (5) percent of the price paid by the buyer for each auction item will be withheld by the Fair Board to cover advertising and bookkeeping expenses of the auction.
6. Payment of winning bid must be received to complete transfer of ownership of the exhibit.
7. Buyer responsible for removal of purchased items from the fairgrounds; items can be taken immediately after payment is received.