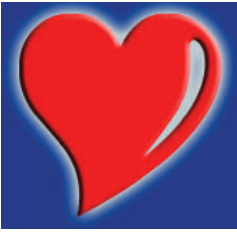


Becoming a New Buyer

4-H & FFA Youth Livestock Auctions

Pre-fair

- You may be approached by 4-H and FFA members asking you to support the livestock market auctions at the Ingham County Fair.
- Feel free to talk with the youth concerning their project animal and 4-H experiences as well as any questions you have about the livestock auctions.
- If you are not contacted by a specific youth, you are still welcome to attend the auction and purchase an animal.
- If you still have questions about the auction after talking with the youth you may find it helpful to contact the chairperson of the large or small animal auction. The chairperson of each sale will also be able to provide you estimated price ranges for each sale.
- Prepare your personal sale budget for each sale you plan to participate in. Decide how much money you have to spend, how many animals you are able to purchase, and what price you are able to pay for each animal.
 - Animals in the large animal sale are sold per pound. For example if you bid \$2.00 per pound for a 250 pound hog, you would owe \$500. Weight ranges for animals in the large animal sale: beef and dairy steers—1,000-1,500 pounds, swine—230-270 pounds, lambs—90-150 pounds, dairy feeders—400-600 pounds. Milk is sold per gallon.
 - Animals in the small animal sale are sold per animal. For example if you bid \$75 on a rabbit, you would owe \$75. Animals sold in the small animal sale are: rabbits, goats, goat milk, and poultry including chickens, ducks, geese, and turkeys.
- If you are unable to support the sale as an individual, groups of two or more people are allowed to register for a bidder number together to purchase an animal. If you chose this option, be certain to make this arrangement in advance.
- Decide what you will do with the animal if you purchase it at the auction.
 - A. Have the animal processed at a processor of your choice (large animals: a list of available processors will be provided at registration and transportation will be provided by the sale committee; small animals: buyer is responsible for making arrangements for processing and transportation). You are responsible for paying the processing fees. If purchasing a whole animal is too much for an individual buyer, it is encouraged that the individual find other individuals to share the bidder number and split the meat and costs.
 - B. Remarket the animal (large animals). The current average market price (referred to as “Floor price”) will be posted on the day of the auction for each species. Each beef animal will be individually priced. You will pay the purchase price minus the market price for the animal on the day of the sale. The sale committee will have your animal transported to the market. For example, if you purchase a 1,200 pound beef at \$1.00 per pound at the auction, and the market price for beef is \$0.75 per pound, you would owe $(1.00-0.75) \times 1,200 = \300 .
 - C. The buyer can keep the animal by picking it up at the close of the fair. The buyer is responsible for transporting the animal. **Except swine**
 - D. Donations may be made to local food banks. Buyer must pay the processing fee. Transportation is provided.
 - E. Donate the animal back to the sale committee. Funds raised will be used as scholarships, educational programs, and continuation of the livestock programs.
- If purchasing an animal to have processed for your personal use be certain you have enough freezer storage space.
- Plan time off from work or other activities to attend the auction. Large Animal Sale is Thursday of fair week; Small Animal Sale is Saturday. If you are unable to attend the auction you may send someone in your place or you may place a bid with the chairperson of the auction to have an animal purchased for you.



At the fair

- Arrive at the fair at least 1-hour prior to the beginning of the auction. Be certain to bring a copy of the buyer invitation with you to gain free admission for 2 to the fairgrounds on the day of the auctions. To receive a buyer invitation by mail contact the 4-H office at (517) 676-7293.
- Register for a bidder number at the auction clerk's table located in the main arena. You will need to provide your name, address, and phone number. You will also need to indicate your preferences for processing, resale, or donation when you return your bid paddle.
- You will receive 2 tickets for the meal provided for the buyers.
- You may visit with youth in the arena and livestock barns prior to the auctions. You are welcome to tour the fairgrounds to view the animals for sale.
- When the auction begins you will want to find a seat in the arena. Use your sale catalogue to follow along with the order. The sale will proceed at a fast pace, be certain to pay attention. You may find it helpful to make notes in your catalogue.
- Each youth will present their project animals for sale in the arena. Exhibitors will have the option to exhibit and market their animals as a pen or as individuals, with a limit of two sale orders in the auction. Animals marketed as a pen sell as one unit—the buyer is bidding on and will pay for both animals. If you wish to bid on the animal, indicate your bid to the auctioneer or ring man taking bids in your section. You may:
 - A. Raise the bid until the animal is out of your price range. **Even if you do not purchase the animal, your participation helps raise the price the youth will receive for the animal.**
 - B. Continue to bid until you are the last bidder. Your name or business will be announced as the buyer.
- At the conclusion of the auction or when you are finished purchasing animals return your bid paddle to the clerk's table. The clerk will tally your purchases. You will be expected to pay by cash or check for your purchases on the day of the sale. All checks should be made out to Greenstone Farm Credit Services.
- A buyer may add an additional flat amount (for example \$25) to a purchase if they wish by letting the clerk at the check-out table know before the invoice is printed.

Post-fair

- Pay for any outstanding balances you have within 30 days of the sale.
- Look for your name in the post-fair advertisements in local newspapers.
- Expect a thank you card from the 4-H or FFA member.
- If you elected to have your animal processed for personal use or donation to the food bank, make arrangements to pick up your meat and pay the processor.
- Enjoy the satisfaction of supporting Ingham County 4-H and FFA programs!!

