

## EXHIBITOR RESPONSIBILITIES FOR SMALL ANIMAL SALE

- A. Five (5) of the small animal units exhibited by each member are allowed to be sold in the Small Animal Sale at the fair. A unit means one individual or one pen of three. Pens of three cannot be split and sold individually, with the exception of the Champion Market Rabbit and the Reserve Champion Market Rabbit, which will be removed from their pens if they are part of a pen, and sold before all meat pens in the sale.
- B. **For billing purposes, if more than two buyers are going to purchase an individual animal or pen, one person must be designated as the registered bidder to receive the bill and collect the payment from each buyer. Bills cannot be split.**
- C. All 4-H/FFA poultry and rabbit market pens, plus individual 4-H/FFA market rabbits that are shown and are within the weight requirements for market class must be sold at the Small Animal Sale. Pre-Market pens and individuals cannot be sold in the sale.
- D. The Champion and Reserve Champion 4-H/FFA market goats must also sell in the sale.
- E. When animals are checked into the fair and weighed during the specified times on Sunday, please indicate to the superintendent and clerk which animals will be in the sale and if they are pedigreed. **No additions or deletions on sale bill after check-in. Pedigree papers on purebreds must be given to the superintendent at time of check-in or the animal will not be sold as pedigreed.**
- F. The money from animals sold in the Small Animal Sale will be collected by the Small Animal Association from the buyers. Checks will be issued to the sellers by the Small Animal Association after all outstanding balances have been collected and members have provided proof that Thank you's have been sent to buyers. A 10% sale charge on all stock sold and premiums paid will be deducted from the seller's checks to cover sale expenses.
- G. Only **one** (1) resale of any small animal unit will be allowed. In the event of a resale, 100% of the resale amount will go to the Small Animal Association. All resales will be sold immediately following the original sale.
- H. Small animals not shown on show day cannot be sold in the sale. Any disqualified animals will not be sold at the auction. Goats, poultry and rabbits receiving a "C" award will not be allowed to sell.
- I. Judges will have the option to prohibit animals from being sold in the Small Animal Association Sale if they feel they are not worthy.
- J. Protected or licensed birds are not eligible for the sale.
- K. The sale will be held on Saturday, July 16<sup>th</sup> beginning at 1 p.m. in the Andy Wawiernia Memorial Pavilion on the Charlotte Fairgrounds. For 2022, the sale specie order will be poultry, rabbits, goats. Sale lot order will be posted and someone will assist members in knowing when to enter the sale ring. **Members should dress neatly the day of the sale.** There will be a table (without cages) to use to display animals on while you are in the sale ring.

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- L. It is the responsibility of each member to get their animals to the sale ring and stay with them. All members and animals must remain in the designated sale area. Members may want to ask another member to help hold or display the animals if multiple animals are being sold at one time. After animals are sold, take them back to the barn but **CAGES ARE NOT TO BE LOCKED**. Attach buyer sign to your cage. Members must continue to care for their animals until they are released.
- M. Buyers may pick up their animals at the end of the sale until 5:00 p.m. on July 16<sup>th</sup> and Sunday between 6:00am and 8:00am. **Members should be with their animal to be sure the buyer receives the correct animals.**
- N. Members should personally contact at least five buyers to bid on their project. Contact both past and prospective buyers. Buyer invitation explanation sheets, premium forms, and proxy cards are available from the Extension office. Buyers from the previous year's sale will receive a pass and sale information in the mail. Passes will be available to give to prospective buyers. Each member will receive two free passes, which they can pick up from the Extension office.
- O. Every member who sells animals needs to write a thank you note for his or her buyer after the sale. This simple little courtesy results in repeat buyers for the following year. **Thank yous should be written as soon as possible after the sale and advise the extension office they have been mailed.**
- Q. **The Buyer's Appreciation Luncheon will start at noon before the sale in the Mini Park across from the pavilion on Saturday, July 16<sup>th</sup>, please let individuals and businesses know about the luncheon.**

### **SALE FACTS FOR CONTACTING BUYERS**

This additional information may help answer questions buyers may have. Anyone, who makes a purchase in the sale, will receive advertising. The names of buyers will be listed on next year's sale bill, and will be in JLA sale ads listing and thanking all buyers. Buyers will also receive an acknowledgement ribbon to display. They will have the satisfaction of helping a youngster who has worked hard on his/her project. In addition, any price over market or breeding value is tax deductible.

If prospective buyers would like to buy a small animal but cannot attend the sale, they can complete a "proxy card" and a designated person will make the purchase for them.

On sale day all buyers who are present are asked to register with the sale staff in the Back Office before bidding. In order for the animals to be released, the superintendent or person in charge must be shown the sale receipt.

**THE SUCCESS OF THE SALE DEPENDS ON THE MEMBERS!**