

Eaton County Jr Livestock Association (JLA) Sale

Frequently Asked Questions for Buyers

Last updated 3/22/18

WHEN DOES THE JLA SALE OCCUR?

The JLA Sale occurs the Thursday of fair week, starting at 10:00 a.m.

WHAT SPECIES SELL IN THE JLA SALE? WHAT ORDER DO THEY SELL IN?

Beef, dairy market and feeders, sheep, and swine. A permanent sale order was set in 2016:

- 10:00 a.m. Sale starts with beef, followed by dairy market and feeders
- After all beef animals are sold, there will be a break for the BBQ luncheon
- After lunch, sheep and then swine

WHAT IS THE JLA SALE?

The JLA Sale is a chance for local 4-H and FFA members to be rewarded for their hard work, dedication, and responsibility put into raising, caring for, training, and showing of their respective animals in the beef, sheep, and swine species. The sale also provides a learning experience for the members; it builds their confidence and enables them to mature socially as they interact with business professionals. It is a great way to connect with and support outstanding youth from the county.

WHAT INFORMATION IS GIVEN TO BUYERS?

JLA sends out the following information:

- Pre-fair sale ad in the County Journal approximately 2-3 weeks prior to fair inviting buyers to the sale (1 page ad)
- The buyer mailing is sent to all buyers from the prior year in June and includes:
 - Buyer letter invitation
 - Buyer brochure
 - One buyer's pass
- After fair sale ad in the County Journal approximately 2-3 weeks after fair thanking buyers (2 page ad)

HOW CAN A BUYER GET INTO THE FAIRGROUNDS?

Buyer's passes are for buyers to be able to get into the fairgrounds for free on the day of the JLA Sale only. Buyers who bought in the past year will be mailed one pass in June to the address on file. Passes are also available from the youth who are selling in the sale. Please do not abuse the passes system as fair board graciously allows JLA to offer these buyer's passes currently at no charge to the association, buyers, or sellers.

DO I HAVE TO BE PRESENT TO BID ON AN ANIMAL?

No! Proxy forms are used for buyers who cannot attend the sale themselves. These buyers must fill out the proxy form stating who will bid for them and how much the person is authorized to bid on their behalf. Proxy forms must be turned in to the back 4-H office when the representative comes to bid. If the buyer does not have a representative identified, the JLA advisor will bid on the buyer's behalf. As this is an auction, completing a proxy form does not necessarily guarantee that the buyer will win the bid for the animal.

WHAT IF I DON'T WANT TO BUY THE ANIMAL?

Premiums are amounts that buyers would like to give to youth without purchasing their animal (sometimes also referred to as "add-ons"). Only youth who are selling animals in the JLA Sale, including youth selling carcass animals, are eligible to receive premiums. If you would like to give a premium to youth, there is a minimum amount of \$10. Premium buyers are included in advertising and the buyer mailing prior to fair. There are two different premium forms:

- Before fair: Premium forms to use before the sale are available starting at the April JLA meeting and must be turned in to the Extension office the Wednesday prior to fair.
- During the sale: Premium forms that are used during the sale must be turned in by the Friday following the sale (which is the very next day) by noon. ***No late premiums will be accepted.***

CAN MULTIPLE BUYERS PURCHASE ONE ANIMAL? WHAT IS A BUYER'S GROUP AND HOW DOES THAT WORK?

Animals may only be split 50/50 between two buyers for billing purposes, except for carcass beef which may be split into quarters for billing purposes. For live animals and other carcass animals, buyers may work together to split an animal (such as a quarter of beef), but a maximum of two buyers will be designated responsible for the bill.

Any other combination of splits will fall under a buyer's group. A buyer's group is usually multiple buyers that wish to purchase an animal. One representative must be set for the buyer's group that will be responsible for bidding for the group and collecting the funds from the group (only one check will be accepted, do not submit multiple checks). Those that are a part of a buyer's group will not receive individual recognition in thank yous or advertising and will be listed as "Jane Doe's Buyer's Group".

WHAT IS THE PROCESS FOR BUYERS ON SALE DAY?

On arrival to the fairgrounds: Buyers should check-in at the back office to register as a buyer. Buyers will fill out and sign a buyer agreement form and will have a copy of their driver's license made to keep on file. They will receive their buyer number, card to hold up in the ring, sale program, and premium logs if needed.

After registering as a buyer/during the sale: Buyers are welcome to check out the barns and fairgrounds and interact with youth, eat at the BBQ luncheon, or head directly to the sale ring for the sale. The sale is run as an auction. Bids are done in price per pound of live weight. The winning bid and buyer is recorded by the clerks at the clerking station. If the buyer holds up their sign stating they put premiums on a youth, the buyer is responsible for making sure they write down the youth's name, sale order number, specie, and amount on the premium log (this is not recorded by clerks). Youth will be walking around with buckets to collect premium sheets throughout the sale. We also highly encourage buyers to turn in their premium sheets periodically throughout the sale as it takes time to enter them into the computer system.

Before leaving the fairgrounds: Buyers need to check out at the back office. Buyers should allow at least 10-15 minutes after their final bid to allow time for the clerking sheets to be entered into the computer system. If premium sheets were not turned in prior to checking out, it will also take at least 10-15 minutes to enter them. An invoice will be printed, which the buyer will sign off on before paying. Checks are the preferred payment method, cash is also accepted (no credit cards). If the buyer purchased an animal, trucking destinations for which processor the buyer would like the animal sent to need to be given prior to leaving, which is marked on the buyer agreement form. **If no trucking (also called load out) instructions are given by noon on Friday, the animal will be trucked to Farmer's Livestock.** The back office no longer has a phone, so trucking instructions must be given in person or emailed to 4-H staff at oosterh6@anr.msu.edu. Thank you rosettes are available for buyers at check-out.

WHO DO I PAY FOR MY ANIMAL OR PREMIUM?

All checks are made out to Greenstone Farm Credit Services (or Greenstone FCS). Please submit payment to the back 4-H office during fair week for purchased animals. Support

price animals or premiums are due net 10 days and checks may be sent to the Jr Livestock Association at 551 Courthouse Drive, Suite One, Charlotte, MI 48813.

WHAT IS A SUPPORT PRICE? HOW DOES THAT WORK?

Support prices are an option for buyers who do not wish to keep the meat from the animal for sheep and swine (beef do not have support prices). The support prices are determined the day of the sale from Farmer's Livestock and will be posted in the back office. Buyers are responsible for paying the difference between the support price and the final bid price and the animals are then trucked to Farmer's Livestock. This is a great option for businesses who wish to support 4-H and FFA youth but do not wish to keep the meat.

CAN A BUYER DONATE THE MEAT?

Yes! We partner with the Greater Lansing Food Bank for donated animals. Buyers may indicate that they wish to donate the animal to the food bank upon check out. Buyers are still responsible for the entire cost of the bid (no support price).

WHEN IS THE SALE PROGRAM AVAILABLE?

The sale program is normally available around 9:00 a.m. on sale day. It is not available prior to this time as the program is put together late Wednesday during fair week (due to species still showing), printed late at night, and delivered on Thursday morning.

WHAT IS THE JLA SALE BBQ LUNCHEON?

The JLA provides a BBQ Luncheon as a thank you to the buyers during the sale. The luncheon follows the beef portion of the sale. Buyers are welcome to eat at the luncheon at any time after the luncheon coordinator opens the line.

WHAT PROCESSORS ARE AVAILABLE FOR ANIMALS?

The processor list and prices are available at the buyer's workshop, Extension office, and online. Current prices are obtained from the processors just before fair. The options are:

- Jones Farm Meats, Saranac
- Nashville Locker, Nashville
- Hanna-Davis, Sunfield
- Lake Odessa Meat Processing, Lake Odessa
- Jerome Country Market, Jerome
- Farmer's Livestock (only for support price animals)
- Buyer to pick-up animal (Beef and sheep only)

WHAT IS THE PROCESS FOR BUYERS OF CARCASS ANIMALS?

Buyers of carcass animals will work with the youth who owns the animal prior to fair to fill out a cut-up sheet from Jones Farm Market and a Buyer Agreement Form and return them to the youth. Youth who have carcass animals are expected to have their animal buyer identified prior to fair.

The carcass animals and buyers are run through the sale program like the rest of the JLA Sale animals; however, only grand/reserve champion carcass animals go through the auction for bidding. Youth are responsible for contacting their buyer and notifying them that their animal will be auctioned in the sale if their carcass animal is grand/reserve champion. Buyers for non-grand/reserve champion carcass animals are still responsible for paying the carcass prices per pound (prices will be available in June) to the back office during fair week (after Thursday).

ARE PICTURES TAKEN AT THE SALE?

Yes! JLA normally hires a photographer to take pictures of youth and their animal in front of the backdrop by the sale ring. Youth are expected to head to the backdrop with their animal after it is sold. Buyers are welcome to get their picture taken with the youth and animal if they wish, but must do so immediately as animals need to be moved quickly through. Photos will be available 2 weeks after fair and information on obtaining the photos will be sent via email and posted on the Eaton County 4-H Facebook page.

WILL ALL OF THE MONEY GO DIRECTLY TO THE YOUTH?

No. JLA takes a commission off of each transaction (premium or animal sale). The commission varies depending on if the animal was a grand/reserve champion and varies by specie. This commission is used to pay for any trucking of animals, check-off fees, auction fees, and other sale expenses. GreenStone Farm Credit Services does not receive any of this commission—they generously donate their services as a fiduciary.

WHERE CAN I GO FOR MORE INFORMATION?

- Our website has lots of information: <http://msue.anr.msu.edu/county/eaton/>
- Contact the Eaton County MSU Extension office at:

Eaton County MSU Extension
551 Courthouse Drive, Suite One
Charlotte, MI 48813
(517)543-2310
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