

# Eaton County Small Animal Association (SAA)

## Sale Frequently Asked Questions

Last updated 3/22/18

### WHEN DOES THE SAA SALE OCCUR?

The SAA Sale occurs the Saturday of fair week, starting at 2:00 p.m. The luncheon for buyers starts at 1:00 p.m.

### WHAT SPECIES SELL IN THE SAA SALE? WHAT ORDER DO THEY SELL IN?

Poultry, rabbits, & goats. The sale order rotates each year. The sale order for 2018 is:

- Rabbits
- Goats
- Poultry

### WHAT IS THE SAA 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 rabbits/cavies, goats, and poultry 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?

SAA sends out the following information (included in the JLA sale ads and mailing):

- Pre-fair sale ad in the County Journal approximately 2-3 weeks prior to fair inviting buyers to the sale (1 page ad)
- Buyer mailing in June
  - The buyer mailing is sent to all buyers from the prior year 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 available for buyers to be able to get into the fairgrounds for free on the day of the SAA 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 SAA 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 when the representative comes to bid. If the buyer does not have a representative identified, the SAA 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 SAA Sale are eligible to receive premiums. 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 May SAA meeting and must be turned in to the Extension office the Wednesday prior to fair.
- During the sale: Premium forms that the buyers use during the sale must be turned in by the end of the sale. ***No late premiums will be accepted.***

## 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 luncheon which begins at 1:00 p.m., or head directly to the sale ring for the sale. The sale is run as an auction. 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). Buyers for the SAA sale are responsible for arranging pick up of their animals at the end of the sale before 6:00 p.m. unless other arrangements are made with the specie superintendent. **If animals are not picked up or arrangements are not made by 6:00 p.m. with the specie superintendent, the animal will be sold at the Hillsdale Sale Barn with proceeds going to SAA.**

Superintendents will need to see the sale receipt for animals to be released and any pedigree papers will be presented to the buyer in the sale ring. Animal processing is the responsibility of the buyer. 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.

Premiums are due net 10 days and checks may be sent to the Small Animal Association at 551 Courthouse Drive, Suite One, Charlotte, MI 48813.

#### WHAT IF I DON'T WANT TO KEEP THE ANIMAL?

A buyer may decide to donate the animal back for re-sale. Buyers who choose to donate the animal for resale must state that intent immediately upon being declared the successful bidder in the ring so that the animal can be resold before leaving the sale ring. Only one resale per animal is allowed. 100% of the proceeds from the resale amount will be donated directly to SAA.

#### WHAT IS THE SAA SILENT AUCTION?

The SAA silent auction starts at noon the day of the sale. Donations of items for the silent auction are accepted at the Extension office prior to fair and can include handmade items, gift certificates, etc. (no live animals). Items start at a minimum bid of \$1.00. Bidding for the silent auction closes at the end of the sale. Payment of the items must be made to the SAA Treasurer at the Back 4-H Office prior to 6:00 p.m. the day of

the sale. Checks can be made payable to the Eaton County Small Animal Association. Winners are responsible for picking up their items.

### **WHEN IS THE SALE PROGRAM AVAILABLE?**

The sale program is normally available around 10:00 a.m. on sale day. It is not available prior to this time as the program is put together on Friday during fair week (due to species still showing), printed late at night, and delivered on Saturday morning.

### **WHAT IS THE SAA SALE LUNCHEON?**

The SAA provides a Luncheon as a thank you to the buyers during the sale. The luncheon is before the sale starting at 1:00 p.m. Buyers are welcome to eat at the luncheon at any time after the luncheon coordinator opens the line.

### **ARE PICTURES TAKEN AT THE SALE?**

No official pictures are taken at the SAA sale; however, buyers may ask the youth and family if a picture is desired.

### **DOES SAA OFFER ANY PROCESSING FOR ANIMALS?**

No, currently SAA does not offer processing for animals. Buyers are responsible for arranging their own processing needs.

### **WILL ALL OF THE MONEY GO DIRECTLY TO THE YOUTH?**

No. SAA takes a commission off of each transaction (premium or animal sale). The commission is a flat 10% fee off of the sale or premium amount. This commission is used to pay for 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  
[msue.eaton@county.msu.edu](mailto:msue.eaton@county.msu.edu)