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Permit No. 2



2009 Clark County Junior Fair Livestock AUCTIONS

*Clark County Fairgrounds
Springfield, Ohio*



Sale Days



Market Lamb Sale

Wed., July 29, 9:00 am, Sheep Arena

Baker's Auction

Wed., July 29, 3:00 pm, Expo Center

Dairy Feeder and Dairy Milk Sale

Wed., July 29, 3:00 pm, Expo Center

Market Hog Sale

Thurs., July 30, 9:00 am,
Swine Arena

Small Animal Sale

Goats & Milk, Rabbits, Poultry

Fri., July 31, 8:00 am, Cattle Arena

Market Beef Sale

Fri., July 31, 1:00 pm, Expo Center

See You At the Sale Barn!

Junior Fair Livestock Sales
P.O. Box 2309
Springfield, OH 45501

Address Service Requested



Dear Prospective Buyer:

4-H and FFA teaches animal stewardship and real world financial management to nearly 2000 Clark County Jr. Fair Livestock Exhibitors. These members face the same production and marketing challenges as you and I and are learning critical workforce skills to prepare them for successful employment in the future.

On behalf of these members, we cordially invite your active support of their project experience by participating as a buyer at this year's Junior Fair Livestock Sales.

Whether you are a new buyer or a returning one, your generous support rewards the hard work, commitment and responsibility of many 4-H and FFA members. Your purchase(s) have and will continue to help these young people achieve their personal and educational goals.

This buyer's booklet explains the premium bid process, sale options, the purchasing terms and conditions, and information to prepare for custom processing of your purchase if so desired.

If you have questions about the upcoming Clark County Junior Fair Livestock Sales, please contact me at 244-4047.

We look forward to seeing you at the auction barn.

Sincerely,

Doug Ayres, Sales Committee Chair

**Junior Fair Sales Committee
P.O. Box 2309
Springfield, OH 45501**

- Beef Committee Rep.* Pat Truenbach, Terry Gladman
- Dairy Committee Rep.* Clark Snyder, Jim Timmons
- Goat Committee Rep.* Hana Wiegel, Krystal Watson
- Rabbit & Poultry Rep.* Barb Martin, Tiffany Lobertini
- Sheep Committee Rep.* Melissa Anderson
- Swine Committee Rep.* Randy Barker, Dan Pearl, Chuck McNier
- Senior Fair Rep.* Jeff Karshner, Richard Flax, Rusty Simpson
- Junior Fair Rep.* John Maurer, Doug Ayres
- Ex-Officio* Emily Tankersley, Erica Martin, Nick Manion, Hillary Gracy, Alison Deady, Patty House, Erica Hillard

Baking Contest Champions

Chocolate Chip Cookies Sold By: Rachel Pierce

Purchased By: Wilson-Harvey Auction Group

Cup Cakes Sold By: Ben Christy

Purchased By: Kaffenbarger Farms Inc., Kaffenbarger Truck Equipment

Brownies Sold By: Amanda Lippolis

Purchased By: State Rep. Ross McGregor

Angel Food Cake Sold By: Zachary Henz

Purchased By: Doug & Julie Ayres, Esterline & Sons MFG., Durant Amusements

Veggie Muffins Sold By: Jessica Henz

Purchased By: Armstrong Farms

Fancy Cookies Sold By: Rachel Strait

Purchased By: Esterline & Sons, MFG.

Grand Champion Holstein Milk

Sold By: Katelyn McDaniel

Purchased By: Southwest Landmark, Co-Haven Farm, Brian Call, John & Vicki McDaniel, Sigler Truck Service, Toby & Jenny Spencer, Megan Studebaker, Clark & Jennifer Snyder, Clark Co. Dairy Committee, Amy Studebaker, Adam Stumpf, McDaniel Landscaping, Brennan & Thomas Patterson

Grand Champion Jersey Milk

Sold By: Abbie Ballentine

Purchased By: Farm Credit Services, Jim & Elaine Keplinger, Terry & Cindy Miller, John & Vicki McDaniel, Jeff Wyler Auto Mall, Deanna Soldner, Brockman Furnace CO., Dairy Queen & Putt Putt Golf & Games, Russ Ballentine, North Hampton Community Church, John & Jackie McKinnon, Clark Co. Dairy Committee, Tim & Susan Mosure, Michael Gannon, Carrier Turn to the Experts

Grand Champion Grade Milk

Sold By: Ashley Timmons

Purchased By: Little T Acres, Southwest Landmark, Charles & Nancy Shoopman, Don & Sherrie Waugh, R.D. Holder Oil, CO., Timmons & Timmons, Larry & Carolyn Timmons, International Truck & Engine, Bill & Sharon Waddle, Donna Herdman, Esterline & Sons MFG., Mike Hoover Family, Fifth Third Bank, Larry & Regina Timmons, Blue Stone Solutions, Huntington National Bank, Clark Co. Dairy Committee, Paul Hazlett for Commissioner, Watts Plumbing, Sarah Hoover

Grand Champion Pen of Rabbits

Sold By: John Daniels

Purchased By: Richards Raff & Dunbar Funeral Home, Neal Kennels, Durant Amusements, John Bricker

2008 Champions and Buyers

Grand Champion Single Rabbit Fryer

Sold By: Anna Cummins

Purchased By: Rep. Moody, Martin, Greer, McKenney, Rep. Widener, Pence, Detrick, McGregor, Rep. Hackett, Hazlett, Wildman, & Burr, John Bricker

Grand Champion Pen of Chickens

Sold By: Aaron Woods

Purchased By: Madison Co. Chiropractic, Riverdale Auto Care, Megan Rousculp, Polar Bar, Wesbanco Bank, Inc., Troxell Brothers Pioneer Seed, Ryan & Marnie Hazlett, Littleton & Rue, Gene & Melissa Rousculp, Brain Lumber Co., The Buchman-Harbour Family, Patrick Phillips, Dales Truck Parts, Paul Hazlett for Commissioner, H. Construction, Dick & Nancy Woods, Jackie Stant, John Bricker

Grand Champion Duck

Sold By: Andrea Moran

Purchased By: Southwest Landmark, Shuman Farms Inc., Trostel, Chapman, Dunbar & Fraley Funeral, Security Nat. Bank, Northside Vet Clinic, Key Bank, Dan's Towing & Recovery, Wallace & Turner Agency, Dave Hobson, US Congressman, Esterline & Sons MFG., Kaffenberger Truck Equipment, Jim Twiggs, Allstate Ins., Pavlatos, Catanzaro & Lancaster, Fifth Third Bank, Studebakers Country Restaurant, Jennifer Brownfield, Kimberly Moran, Farm Credit Services, Bob Hackett, Elect Vaughn McKenney, Ron & Carol Vincent

Grand Champion Turkey

Sold By: Ethan Kohn

Purchased By: E & M Plumbing, Dickinson Family, Wallace & Turner Agency, Esterline & Sons MFG., Bill & Debbie Newell, Brain Lumber Co., Springfield-Clark Career Technology Ctr., Overholser Builders, North Hampton Community Church, Fifth Third Bank, Red Wagon Concessions, Durant Amusements, Bob Wise Auction Service, H. Construction, Elect Vaughn E. McKenney, Craig Pritt

Grand Champion Dairy Goat Milk

Sold By: Abigail Clark

Purchased By: Southwest Landmark, Angela McConkey, Heathercreek Farm, Northside Vet Clinic, Mark & Pam Clark, Dick & Penny Young, Jill, Tom & Jeff Pfister, 4-H & FFA Goat Committee, Springfield-Clark Career Technology Center, Vic & Jackie Wright, Krogers, Dave & Vicki Humphrey, Ballentine Meadow Goats, Jeff Wyler Auto Mall, Paul Hazlett for Commissioner, Farm Credit Services

Grand Champion Market Goat

Sold By: Courtney Kelly

Purchased By: Business Equip., Southwest Landmark, Dick & Penny Young, Wallace & Turner Agency, Esterline & Sons MFG., 4-H & FFA Goat Committee, John Kelly, Leonora Kelly-Olds, Danny Williams Family, Dave & Melissa Kelly, Quality Care Transport, Super Scout Specialist Inc., Steve Heider, Craig Penwell, White Line Fever Transport Express

Grand Champion Market Hog

Sold By: Cory Wilt

Purchased By: Consolidated Insurance, Dave Campbell Crop Insurance, Security National Bank, Maine's Transport Division, K.G. Dynamics, Cole, Acton, Harmon & Dunn Attorneys, John Maurer, Esterline & Sons, MFG., Rick & Kellee Haggy, Folck Berry Farm, Shay Designs, Ernie Erwin Family, State Rep. Chris Widener & Family, Paul Hazlett for Commissioner, Liza & Nathan Neff

Grand Champion Market Lamb

Sold By: Katie Eriksen

Purchased By: Armstrong Farms, Orville & Marjorie Brock, Mary Mueller & Danny Dean, Rick Delaney, Henry Racing Stable, Northside Vet Clinic, Chuck & Betty McNier, Lynn Alan Farm, Delaney Plumbing & Heating, LLC., Randy & Lorie Delaney, Springfield Overhead Door Service, Donna Herdman, J & A Farm, PAR Striping & Seal Coating, Wilson Farms, Jessica & Amanda Delaney, Jay & Jill Flax, Stephen & Carol Metzger, Ernie Erwin Family, Scott & Linda Cheney, John & Michelle Hammond, Pamela Delaney, Ben & Peg Wildman, Hans & Christy Eriksen, American Farm Mortg., Jennifer Cline, Kalmbach Feed - Charlie McNier, Chris & Kelly Kitchen, Tony & Cathy Entler, Aaron Perry, Don & Joy Cooper, Justin Mattern, Kyle & Amanda Smith, Becky Delaney, Kari Kitchen

Grand Champion Market Steer

Sold By: Abby Wilt

Purchased By: Consolidated Ins., Dave Campbell Crop Ins., Clark Co. Cattle Prod., Ray Hensley Inc., Security Nat. Bank, Maine's Transport Div, K.G. Dynamics, Cole, Acton, Harmon & Dunn Attorneys, Esterline & Sons MFG., Beckenridge Farms, E. Gus Mancy, Brian & Patty House, Groeber, Bennett, & Mullen CPA's, Aaron Perry, Gainer Seed Farm Inc., Liza & Nathan Neff

Grand Champion Dairy Feeder

Sold By: Katelyn McDaniel

Purchased By: Southwest Landmark, Call-Del Farm, Jason & Christina Ward, Sam & Sheri Sine, John & Vicki McDaniel, Essie Roark, Springfield-Clark Career Technology CTR., Jim & Catherine Agle, Farmers Ins., Overholser Builders, Erik & Melissa Elfers, Pour-Rite Construction, Calli Studebaker, Studebakers Country Rest, McDaniel Landscaping, Farm Credit Serv., Conley's Auction Serv., Luke & Mac McIntosh, Muller & Harvey Assoc., Catherine Adamson

How Do You Bid and Buy?

Buyer's I.D. Number: Pick up your buyer number at the Livestock Sales Trailer during any of the hours listed. You must have a number to bid & buy.

Livestock Sale Trailer Hours

Date	Time	Location
Sat., July 25	1:00 PM to 8:00 PM	Front of Swine Arena
Sun., July 26	3:00 PM to 8:00 PM	Front of Swine Arena
Mon., July 27	3:00 PM to 8:00 PM	Front of Swine Arena
Tues., July 28	3:00 PM to 8:00 PM	Front of Swine Arena
Wed., July 29	8:00 AM to End of Sale	Front of Sheep Arena/Expo Center
Thurs., July 30	8:00 AM to End of Sale	Front of Swine Arena
Fri., July 31	7:00 AM to End of Sale	Front of Cattle Arena

Bidding at the Auction: Auctioneer(s) and ring persons will take your bids. When the auctioneer cries "SOLD", the person with the highest bid is the purchaser. Every bid helps the momentum of the sale and the ultimate price a 4-H or FFA member receives for his/her project animal or product.

Buying at the Auction: You have several ways to make a purchase(s) at the Jr. Fair Livestock Auctions:

- As a single buyer;
- Part of a buyer group with each buyer paying an equal or unequal amount towards the purchase of the animal;

Whichever method(s) you choose, your purchase(s) will help support 4-H & FFA members' future projects and educational endeavors.



How To Use Your Purchase?

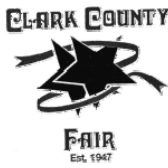
Advertisement: Claim the amount over re-sale as advertising dollars spent.

Employee Recognition: Put on an employee BBQ!

Customer Appreciation: Present packaged meat to your customers.

Special Promotions: Advertise and serve or sell Junior Fair meat purchases in your restaurant, grocery, etc. Use a fair ribbon in your displays!

Family and Friends: Serve your favorite meat dishes to family and friends using your fair purchases.



How Can I Purchase as a Multiple Buyer?

Many people want to support the Junior Fair Livestock Sales, but can't or don't want to make a purchase on their own. If you would like to join others as a multiple buyer, this is what to do.

Multiple Buyer Form: Use the "Multiple Buyer Form" to initiate and record any multiple buyer purchase. Pick up the form in the Livestock Sales Trailer during Fair week.

Adult Initiated: Only adults, with a buyer number, may put together a Multiple Buyer Form and actively solicit buyers prior to the start of auction to be a part of a multiple buyer purchase. The adult initiating the form **MUST** be one of the buyers listed on the form. No Junior Fair Exhibitors may initiate or solicit using a Multiple Buyer Form.

Make a Minimum \$25.00 Bid: Each multiple buyer listed on the Multiple Buyer Form must make a minimum \$25.00 bid towards the purchase.

Completed Form At Final Bid: Give the completed Multiple Buyer Form to the auction staff at the time of final bid. List all the multiple buyers and the dollar amount each bid towards the purchase price.

Multiple Buyer Recognition: The only name announced from the auction block of a Multiple Buyer Form purchase is the name of the individual initiating the Multiple Buyer Form. Exceptions to this are buyers of the Champion & Reserve Champion animals where all buyers will be recognized and photographed at ringside.

Billing and Payment of Multiple Buyer Purchases: Each person listed on the multiple buyer form is responsible for his/her portion of the purchase. However, the person initiating the Multiple Buyer Form is ultimately responsible for any uncollected monies.

Multiple Buyer Purchases Involving Custom Processing or Back to the Buyer's Farm: The individual(s) receiving the processed meat or live animal must be marked on the Multiple Buyer Form. These individual(s) will pay the resale value and their portion of the premium bid listed on the Multiple Buyer Form.

Persons Responsible for Multiple Buyer Purchases: If you are going to be the person responsible for putting together a multiple buyer purchase, you may want to attend one of four informational meetings:

- **Tuesday, June 23 or Wednesday, June 24, 6:00 PM and 7:00 PM in the Youth Building at the Fairgrounds.**

Procedures for Handling Accounts

1. Buyers are encouraged to make payment at the end of sale days. Payment not received at the end of sale days, will result in an invoice sent within seven (7) days of the close of the Fair (1st week of August) to the buyer. Send payment within 30 days after receipt of your sale invoice.
2. A **Second Billing**, along with a verbal contact, is made thirty (30) days after the initial billing (1st week in September). Notice that a \$25.00 charge will be applied if not paid by October 1st.
3. **Sixty Days** after first billing, a third billing will be sent, along with a letter stating that accounts not paid by October 1st will be subject to a \$25.00 Service Charge and buying rights for the next year's sale will be denied unless special arrangements for payment are made.
4. **Ninety Days** after first billing (first week of November), a fourth billing will be sent, along with the additional \$25.00 service charge and loss of buying rights for future livestock sales.
5. **Any Account Not Paid by December 1st** will be subject to prosecution and all buying privileges for all future sales will be denied.
6. **All Junior Fair Livestock Sale Accounts** are subject to the above terms and conditions, unless a special arrangement for payment is made with the Sales Committee Collection Representative.



Thank You for Supporting Clark County 4-H & FFA Youth at the 2008 Junior Fair Livestock Auctions!



Baker's Auction & Bake Sale

The first place winners from six creative baking classes will be sold at premium bid prior to the Dairy Milk Sale on Wednesday, July 29 in the Expo Center. 2nd through 5th Place baked good items will be available for

purchase at 2:30 PM near ringside for \$30 each. No additional monies may be added to these items.

Items for sale will include: Dropped Sugar Cookies, Fruit Crisp, Quick Bread, Bar Cookies, Pound Cake and Apple Pie.

Choice of Custom Processors

Custom Processors	Fees
Copey's Butcher Shop 10988 Gerlaugh Road Medway, OH 45341 Phone: 937/849-1338 Fax: 947/849-1760	<input type="checkbox"/> Lambs - \$60.00/head <input type="checkbox"/> Beef - \$40/head + \$0.40/lb dressed weight (1/2 or whole) or \$0.50/lb dressed weight (1/4) Patties @ \$0.50 per lb. <input type="checkbox"/> Hogs - \$40/head + \$0.40/lb dressed weight or \$0.50/lb dressed weight (1/2 hog)
Old Town Butcher Shop 112 Brush Rd. Xenia, OH 45385 Phone: 937/372-4201 Fax: 937-372-6117	<input type="checkbox"/> Beef - \$39.00/head + \$0.39 per pound, patties @ \$0.35, cubing @ \$0.50 <input type="checkbox"/> Hogs - \$39/head + \$0.39 per pound, smoke ham \$10.00, smoke bacon \$4.00, Patties \$0.35
S& M Custom Meats Inc. 8092 Rd. 196 West Liberty, OH 43357 Phone: 937-465-0450 Fax: 937-465-0459	<input type="checkbox"/> Beef - \$40.00/head + \$0.45/lb whole or \$0.50/lb ¼, patties @ \$0.50/lb, cubing @ \$0.50/lb, beef sticks @ \$2.50/lb, summer sausage @ \$2.50/lb. <input type="checkbox"/> Hogs - \$35.00/head + \$0.45/lb (whole) or \$0.45/lb (half), patties @ \$0.50/lb, cubing @ \$0.50/lb, slicing @ \$0.35/lb; brats @ \$0.90/lb, all smoking @ \$0.75/lb.

NOTE: Sales Committee provides transportation to all processors. You must contact all processors with cutting and wrapping instructions.

Sale Terms and Conditions

Premium Bidding: Each animal sells by premium bid to the highest bidder without reserve. The auctioneer will settle any bid disputes and his decision is final!

Resale Option Example - 240 pound hog

\$300 + \$150 = \$450.00
 (Premium Bid) (Market) Total Price Paid To
 Value Exhibitor

- ✓ Buyer Pays Premium Bid to Livestock Sale Committee
- ✓ Packer Pays Resale Value to Livestock Sale Committee
- ✓ Total Paid By the Livestock Sale Comm. to the Exhibitor Minus Sales Commission and Check-Offs

Custom Processing or Back to Buyers Farm Option for a 135 pound lamb

\$250 + \$114.75 = \$364.75
 (Premium Bid) (Market) Total Price Paid To
 Value Exhibitor

- ✓ Buyer Pays Premium Bid to Livestock Sale Committee.
- ✓ Buyer Pays Resale Value to Livestock Sale Committee.
- ✓ Buyer Pays Any Processing Fees to Custom Processor.
- ✓ Total Paid By the Livestock Sale Comm. to the Exhibitor Minus Sales Commission and Check-Offs.

Terms: Terms of Sale are Cash, Check or Draft to the Clerk at the Sale.

Purchaser's Obligation: The above terms of sale shall constitute a contract between the buyers and sellers and shall be equally binding upon both.

Participate At Your Own Risk: All persons attending the sales do so at their own risk. The owners or any sale management personnel or volunteer assume no liability, legal or otherwise, for any accidents that may occur.

Purchasers of Champions: The Ohio Department of Agriculture requires that the Champion and Reserve Champion market beef, market lamb, market hog and market goat go to harvest. The Overall & Scramble Champions & Overall Reserve Champions are sent to local custom processors arranged by the Sales Management. The Champion & Reserve Champion market goat may also be sent to a local processor if the buyer desires or will be sold to United Producers for immediate harvest.

Buyer Recognition: The Sales Committee will have a photographer at ringside to take photographs of the buyers with the Grand and Reserve Champion animals for media coverage. Buyers that spend at least \$50 will receive recognition via listing on the Clark County Fair and 4-H websites, in the 2010 Fair Book and on the Maine's Building Buyers Board at the Fairgrounds. Any additional buyer recognition is contingent upon available funds generated through commission off of the 2009 Jr. Fair Sales gross.



Exhibitor Re-buys Not

Allowed: Junior Fair Livestock sold are not eligible to be shown and/or sold at any other Fair. There should be no reason for an exhibitor to re-buy any animal. If someone approaches you wanting to do this, please notify the Sales Management immediately.

Payment of Exhibitors: Members receive payment for animal(s) sold after all their buyers have paid.

