

## What Does It Cost?

The cost to the winning bidder is the amount of the successful bid, which is a premium to the exhibitor. The winning bidder is not buying the animal, rather they are paying the exhibitor a premium for their hard work. During the 2020 Hartford Fair, the exhibitor has been given the opportunity to either sell their animal directly to a packer (processor), or take their animal home. It is not possible for the buyer who pays the premium during the Junior Fair Livestock Sale to purchase the animal during the 2020 Junior Fair Livestock Sale.

### Benefit of PREMIUM Sale Format:

Buyer will not need to “calculate” their actual cost, it will be the amount set as a premium to the exhibitor through bidding process. The buyer doesn’t need to calculate a price per pound, they are paying the premium, just as it is bid during the bidding process.



## 2020 Junior Fair Livestock Sales Schedule...

### THURSDAY, AUGUST 13...

**Swine Complex** 11:30 a.m.  
Market Hog Sale  
(Awards begin at 11:00 a.m.)

### SATURDAY, AUGUST 15...

**Grubb Arena** 11:00 a.m.  
Dairy Feeders  
Gallon of Milk  
Market Steers / Heifers  
Steer Pool  
Market Lambs

**B. Carr Pavilion** 12:00 p.m.  
Meat Rabbit  
Market Goat  
Meat Poultry

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### Hartford Independent Fair

#### Junior Fair Program

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Hartford Independent Fair  
Junior Fair  
Livestock Sales

2020 Hartford  
Independent Fair

August 9-15, 2020

## GET INVOLVED!

You are invited to participate in this year's Hartford Independent Fair Junior Fair Livestock Sales. The Junior Fair Livestock Sales present the opportunity to you as an individual or business to promote your services while supporting local youth who have dedicated their time and efforts to caring for and learning about a particular livestock species. Through their involvement in the livestock industry, potential future producers are gaining information and experience that will assist them far into the future.

### What is the Purpose of Junior Fair Livestock Auction?

Raising an animal as a livestock project is a valuable experience for 4-H and FFA members. Through these projects, youth learn about agribusiness practices such as record keeping, production costs, labor input, and management. They also develop the work ethic needed to be successful business people in today's livestock world.

When you participate in the Junior Fair Livestock Sales you are supporting the 4-H and FFA youth who participate from Licking, Delaware and Knox Counties. They rely upon the funds received to pay off investment and production costs. Many members will invest their profits to further their education which in turn helps to build our communities.

### How Do You Buy?



The sales are conducted as an auction. Each bidder will be identified with a bidder's number. The sales clerk will identify the successful bidder who will then be announced by the auctioneer. A bidder's number is obtained from the sales clerk the day of the sale at the fairgrounds, or can be obtained from the Fair Office in advance of the sale.

You may bid alone or with another business. By pooling your advertising dollars with one or more businesses you still receive advertisement coverage. A different bidder's number needs to be obtained for each multi-unit group.

If you cannot attend the sale you can make arrangements for someone to bid for you. The following people are members of the Hartford Fair Livestock Sales Committee and will be happy to handle absentee bids or answer questions you have regarding the sales:

#### Ron Thompson, Committee Chair

Sam Barb	Mack Buckenberger
Chip Carpenter	Bill Jacks
Steve Jagger	Kody McInturff
Jared McLaughlin	Dan Small
Roger Smith	Adam Wampler

**All buyers are encouraged to pay for their purchases the day of the sales.**



### Your Benefits for Participating...

- Buyer is recognized on digital sign at the time of their purchase, in the sale ring, with potential buyers and community members in attendance.
- Buyers are recognized by the youth in the barns, show areas, and arenas the following year. Exhibitors take great pride in hanging thank you signs above their pens to recognize their supporters.
- Buyers are recognized on large, free-standing marquis signs outside of their respective species barns.
- Buyers receive a sign to be displayed in their place of business or office demonstrating to their clientele their participation in supporting the youth livestock sales. Each sign that they receive boasts a photo of the member that they supported.
- Junior Fair members and their families will tell others who bought their animal, and provide additional recognition within the community.