

Fair Sale Information

Dear Jr. Fair Livestock Exhibitors and Parents,

Congratulations on your plans to exhibit livestock at the Great Darke County Fair, listed below is information concerning selling your market animal at the fair. Please refer to **pages 215-216** in the Darke County Junior Fair book to review all the rules related to selling your animals. **Please note that the entire sale process has changed for the 2024 Darke County Fair.**

This year's sale process will consist of an online auction and a Celebration of Achievement. On Wednesday, August 21st the Celebration of Achievement will start at 5:00 p.m. with light refreshments followed by a live auction of the grand and reserve champions starting at 5:30 p.m. in the cattle arena. Junior fair livestock exhibitors and their family are encouraged to attend the Celebration of Achievement. The Celebration of Achievement will consist of recognition of the outstanding exhibitors of livestock species, livestock species scholarship recipients, showman of showman barn representative, Darke County Fair dairy and general livestock judging winners, Overholser Scholarship Recipients and Darke County shop, crop and horticulture outstanding exhibitors. In addition to the recognition the following champions and reserve champions will be sold at the Celebration of Achievement which include:

<p>Beef Grand Champion Market Animal Reserve Champion Market Animal</p>	<p>Dairy Grand Champion Dairy Steer Reserve Champion Dairy Steer Supreme Champion Dairy Cow</p>
<p>Swine Grand Champion Market Hog Reserve Champion Market Hog</p>	<p>Poultry Champion Meat Poultry Entry Reserve Champion Meat Poultry Entry</p>
<p>Goat Grand Champion Boer Wether Reserve Champion Boer Wether Grand Champion Dairy Goat Wether Reserve Champion Dairy Goat Wether</p>	<p>Rabbits Grand Champion Meat Pen Reserve Champion Meat Pen Grand Champion Single Rabbit Reserve Champion Single Rabbit</p>
<p>Sheep Grand Champion Market Lamb Reserve Champion Market Lamb</p>	

Following the Celebration of Achievement an online auction will be available at: www.bwfinaldrive.com. Bidding will begin on **Thursday, August 22nd at 8:00 a.m.** and will close at **5:00 p.m. on Thursday, August 29th**. Jr. Fair livestock that is eligible to sell will be sold online this year. Reminder you are only allowed to sell 1 livestock species at the Darke County Fair. The only exception would be if you would have more than one champion. You must declare at weigh in if you are participating in the online auction and if you show more than one livestock species you must also declare what you are selling. For example, if you show market hogs and meat broilers you can only sell one livestock species and must decide at weigh-in's.

The livestock auction will continue to use the premium method for livestock bidding. This means, what you bid is what a business/organization pays, the livestock buyers are contributing towards a premium

and not purchasing the actual project. Multiple buyers can contribute towards an exhibitor's overall premium. Minimum bids of \$25 will be accepted. Each exhibitor will be charged 4% from the sale committee that will be automatically deducted from their check which covers the accounting company that processes the checks, online sale systems, Celebration of Achievement, advertising, computers and software for the sale process, and postage.

Each market exhibitor, if you have not already done so needs to establish a profile, please use this link <https://form.jotform.com/241095924385160>. The form is set-up that you must attach a picture, if you do not want to attach a picture please email darke.livestocksale@gmail.com The sale committee wants all profiles completed by July 10th please. These profiles are what the buyers see when they go online to bid on livestock. Once all the profiles are turned in Breeder's World Final Drive the company that is overseeing the online auction will post a URL code in which each individual can establish a QR code if desired and share that with their potential buyers.

Each exhibitor that plans on selling livestock at the 2024 Darke County Fair is encouraged to send buyer letters. Please see a sample letter:

Hello, my name is Jacob Smith and I am eleven years old and the son of Jeff and Pam Smith of North Star. I am a third year 4-H member and a member of the Clover 4-H Club. For my third year in 4-H, I am showing a market turkey at the 2024 Darke County Fair. This year through my project I have expanded my knowledge in animal care and animal nutrition. If you would like to come watch me, I will show my turkey on Sunday, August 18th at Noon.

I would like to take this opportunity to invite you to the Celebration of Achievements on Wednesday, August 21st at 5pm in the cattle show arena. At the Celebration of Achievements we will be recognizing showman of showmen representatives from each department, scholarship winners, outstanding exhibitors along with a sale of champions.

My project profile will be online at bwfinaldrive.com starting Thursday, August 22nd at 8 am until August 29th, at 5 pm. You will be able to set up an account there and place bids on my animal or even contribute to the bump up funds. (Exhibitor - Consider adding your QR code from your personal profile on BW Final Drive)

Also, please encourage your buyers to attend the Buyer Appreciation Breakfast on Sept 7th at the Youth Building starting from 8:00am to 10:00am.

ALSO, PLEASE MAKE SURE THAT YOU SEND THANK YOU NOTES TO YOUR 2024 LIVESTOCK BUYERS, THIS IS VERY IMPORTANT TO DO!!!

Listed below is frequently asked questions with answers concerning the new online system.

Exhibitor and Parent FAQ

How do we sign up a buyer?

Register on bwfinaldrive.com. It will require their name, address, email, and a credit card entered to prevent fraudulent bids.

How do the bid sheets work now?

There will no longer be bid sheets.

Should we still send letters to buyers?

Yes, you should continue to send out buyer letters like you have done in the past.

How can I get help registering as a buyer?

Contact us at darke.livestocksale@gmail.com we can set up a time to walk you through the process of signing up as a buyer.

Do we have to put a picture of the exhibitor on the auction profile?

Yes, in order to complete the form you must attach a picture, however if you are not interested in having your picture posted please email darke.livestocksale@gmail.com.

How do I inform buyers of the changes?

Inform buyers of changes through the buyer letter (sample above). Previous buyers will be sent letters in July which will include information about the new online process and live auction.

Should I attend the Celebration of Achievements event?

Yes, we would like for you to attend this brand-new event. Assistance would be greatly appreciated by helping serve food and helping set up and clean up for this event. In addition, different exhibitors will be recognized at this event. If you are going to be recognized at this event you will be informed by the specific barn that you show in. This is also a great opportunity to interact with and thank previous and new buyers.

Should I invite my buyers to attend the Celebration of Achievements event?

Yes, you should invite buyers to attend this event and please see the sample letter (above).

What are the deadlines?

July 10th-Online Sale Profile Due

August 1 - Fair entries Due

August 22nd-Online Sale Opens

August 29, 5pm - All online bids are due

What are my sale fees covering?

The sale fees cover the online system of BWFinal Drive, the accounting firm that will be in charge of collecting and sending checks, postage, printing, and advertisement.

Why did the fees go up this year?

Several reasons including the new online systems, improving accuracy of transactions, and capability of online bidding and access.

What if I don't get any or very few online bids?

Buyers will contribute to the bump up funds that will be used to supplement the individual bids.

What if I win Champion with my project?

See the list of required animals to sell at the live auction. If you are a champion that is required to sell, you will be expected to be present, have your banner and your project animal. See your junior fair barn representative for a detailed letter explaining the process.

How do I secure bids now?

The online sale will require you to trust your buyers to place bids. You will be able to monitor who has placed a bid as the online sale goes.

Will Champions be in the online sale to receive add-on bids?

Yes, the champions will be included in the online sale after the Celebration of Achievements.

What is the same as previous years?

You still send out buyer letters, thank you cards and you will still receive a list of your buyers with names and addresses enclosed with your check.

What is different from previous years?

Bid sheets have been replaced with the online sale. The live auction is a true auction for champion animals and not bid sheets. Plan to add to your fair schedule attending the Celebration of Achievements event.

When will I get my check?

When all your buyers have paid their invoices.

When will I know who bid on my animal?

During the online auction, the list of the exhibitor's bidders and the total amount of the exhibitor's auction is displayed. However, the individual amount of each bid received is not displayed. You will receive those details when you receive your check in the mail.

If you have any questions concerning the Jr Fair Livestock Sales, please feel free to email darke.livestocksale@gmail.com. This is a brand new process and we will have a large learning curve the first year, we ask for your cooperation and support as we navigate a new sale process.

Sincerely,

Darke County Jr. Fair Sale Committee