

**Thank you for your interest  
in Hillsdale County  
4-H/FFA Youth.**

**Your support is greatly and  
sincerely appreciated!**

**Large Animal Sale  
Saturday, September 30, 2023  
9:00 a.m.  
Large Animal Exposition Center  
Hillsdale County Fair**

**Options with Purchase of Animal(s)**

1. For personal purchase: paying full bid price plus market/support value. Providing a quality meat for your freezer.
2. To market/packer: paying only the final bid.

**Payment Terms**

1. Cash or check payment on sale day.
2. Invoice, payment is net 15 days.

\*\*\*Please pay from your sale day invoice copy.

**Please note the 4-H/FFA members receive their  
proceed checks when all of their buyers have paid in  
full.**



**For Further Information Contact:**

**MSU Extension - Hillsdale County  
20 Care Dr. Suite B, Hillsdale, MI, 49242  
(517) 439-9301  
Fax (517) 439-4290  
<https://www.canr.msu.edu/hillsdale>**

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**Large Animal Sale Committee**

**Ron Oates, *Chair***

**Laura Nevins, *Sale Coordinator***

**Kayela Gimenez  
*4-H Youth Coordinator*  
(517) 439-9301**

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**4-H/FFA**



**Large Animal Sale**

**Dairy Champion Milk  
Swine, Sheep, Beef, Feeder Calves**

**Saturday  
September 30, 2023  
9:00 a.m.**

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**Hillsdale County Fairgrounds  
4-H & FFA Livestock Exposition Center  
115 S Broad St  
Hillsdale, MI 49242  
[www.hillsdalecountyfair.org](http://www.hillsdalecountyfair.org)**

**What is the 4-H/FFA  
Large Animal Livestock Sale?**

The 4-H/FFA Large Animal Livestock Sales is the culmination of many 4-H and FFA members' yearlong project efforts. This is the time when animals they have cared for all year are sold. It is the final step in their livestock project where the educational marketing aspect comes to life.

**Why should I purchase an animal from  
the 4-H/FFA Livestock Sale?**

You will receive personal satisfaction through:

1. Helping a member who has worked hard on their project.
2. A nice way of saying thank you to parents of members who do business with you.
3. Free advertising you will receive as a buyer.
4. Obtaining high quality meat for your freezer.
5. Tax deduction.

**As a potential buyer,  
Should I plan to arrive early?**

It is a good idea to arrive early enough to review the sale catalog and/or talk to 4-H members/buyers. Sale catalogs will be available at the clerk's table at the time of check-in prior to the sale.

For the new buyers, it is essential to read the information pages ahead of time for a complete understanding of the processes to bidding and purchasing. Should buyers have questions, see the Sale Coordinator.

**What types of animals will be sold?**

On Saturday, September 30, 2023, at 9:00 a.m., Dairy Champion Milk, Swine, Sheep, Dairy Beef, Market Beef, Feeder Calves, (in that order) will be sold.

**Is there a registration procedure?**

Registration for new buyers and returning buyers begins at 8:00 a.m. at the clerk's table. Any changes will need to be provide regarding name, address, contact number and e-mail address at check-in. New buyers will receive a Buyer's Number at registration.

**Can more than one person  
Purchase the same animal?**

Yes! You are responsible to provide all of the necessary names and addresses to the clerk for billing purposes. Support by "add-on" is also available.

**How do I bid?**

When an animal you would like to buy is in the ring and at a bid you desire, signal the auctioneer by raising your Buyer Card. If you receive the final bid, make sure the auctioneer has your name or buyer number and whether or not you are shipping or keeping the animal so that it can be and recorded.

**I have bought an animal, now what?**

Report to the clerk's table, as soon as possible, once you have completed all your purchases or at the end of the auction. At the clerk's table you will need to:

1. Verify personal purchase or to a market/packer.  
Note: This is a non-terminal sale.
2. Indicate method of payment. You can either pay on sale day or be invoiced.
3. Feeder calves purchased to take home must be paid for on Sale Day. Paid invoice needed for load out.

**Can I buy an animal and not keep it?**

Yes! You can send your animal to market/packer. This means reselling it at a local livestock yard. Trucking and reselling will be handled for you. You only pay your bid price.

**Could you explain the price support option?**

A support price per pound (or market value) has been established for each animal to be sold by the designated packer. If a buyer chooses personal purchase option, he/she then pays the bid price and support price. For example, if you buy a 1000 lb. beef/dairy for sale bid of \$350.00 and the support price is \$1.00 per lb.; you will pay a total of \$1,350.00 (1000 lbs. x \$1.00 per lb. + bid = \$1,350.00).

If a buyer chooses market/packer option, he/she then pays the bid price only and the animal will be sent to market.

**Who will handle by payment  
and/or billing questions?**

County National Bank is our sale partner. The sale coordinator will handle all billing/invoicing and receiving or payments. Payment Terms are net 15 days.

\*\*4-H/FFA members will receive their proceeds checks when all of their individual buyers have paid in full.



**THIS IS A NON-TERMINAL SALE.**