

The Bottom Line The cost of a 4-H or FFA animal project is higher than that of a commercial stockman because of the individual attention given to that animal's development. This special attention deserves a premium price above the market price. The "break even" cost will allow the exhibitors to earn a profit margin that can be reinvested into next year's project or put away for college.

Exhibitor's Financial Bottom Line

	Hog	Lamb/Goat	Steer	Dairy
Feeder Project Animal.....	\$350	\$325	\$2000	\$2000
Feed	\$325	\$190	\$1100	\$700
Miscellaneous Cost.....	\$50	\$50	\$150	\$200
Exhibitor's Total Project Cost.....	\$725	\$540	\$3200	\$2100
Break Even price per pound.....	\$2.79	\$3.86	\$2.37	\$2100
Based on an average weight of... 260 lbs.	140 lbs.	1350 lbs.	by the head	

Custom versus Resale

Steer (1350 lb steer = approx. 500 lb packaged meat) 1350 pounds at \$2.98 per pound... \$4023.00
 Processing Charge..... +\$937.00
 Approximate Custom Cost..... \$4960.00
 Approximate Resale Cost..... \$2740.50
 (\$4023.00 less market value of \$1282.50)

Lamb (140 lb lamb = approx. 70 lb packaged meat) 140 pounds at \$7.84 per pound..... \$1097.60
 Processing Charge..... +\$154.00
 Approximate Custom Cost..... \$1251.60
 Approximate Resale Cost..... \$901.60
 (\$1097.60 less market value of \$196.00)

Hog (230 lb hog = approx. 140 lb packaged meat) 230 pounds at \$3.91 per pound..... \$1016.60
 Processing Charge..... \$186.20
 Approximate Custom Cost..... \$1202.80
 Approximate Resale Cost..... \$907.40
 (\$1016.60 less market value of \$109.20)

Above figures are examples only! Price per pound, processing charge and resale rate are based on TCF 2016 sale's averages.

Resale: The animal will be automatically resold for you at the current market price. You will not take possession of the meat and are responsible only for paying the difference between your bid and the resale price.

Custom: The animal will be processed for you by the service of your choice, after which you will take possession of the meat.

Buyer takes possession of live animal: The animal will be ready for pick up on Sunday, September 16, 2018 at 6:30 pm. or Monday, September 17, 2018 at 5:00 am.

Rabbit and poultry purchases are live pick up only. Tulare County Fair assumes no animal care after sale of lot.

The many uses for your purchase

Resell The Animal for TCFF • Receive a tax deduction by donating the purchase of the animal to Tulare County Fair Foundation, a 501(c)3 charitable foundation working hard to continue the Tulare County Fair.

Resell The Animal Back • Receive the best possible benefit of a tax deduction for price paid above market value.

For Individuals • Put the quality wrapped meat in your freezer to enjoy year-around.

For Businesses • Present packaged meat to your customers, host a BBQ for employees, etc.

For Service Clubs • Host a BBQ, donate the meat, or auction off to boost the club's treasury, or consider donating animals to Kiwanis Tulare Co. Pork Boosters, PPAV or Tipton SPDES Lamb Feed.

How to Participate

- Come and bid in person or purchase by proxy. Proxy due September 11th. If you need assistance, please call.
- **THIS IS A CASH ONLY SALE!** All purchases and add-on contributions (\$50 minimum) **must be paid for at the time of purchase.** Check, Cash & Credit Cards accepted.

Proxy Purchase Form

The below information is only necessary if you or your representative is unable to attend the auction and wish to purchase by proxy. Buyer pre-registration form on reverse must be filled out in addition to the information below.

What would you like to purchase? Check all that apply...

Lamb Hog Beef Goat
 Poultry Rabbit Dairy

How would you like your purchase processed?

Custom Resale Buyer Pick Up
 PPAV Lamb Kiwanis Tulare Co. Pork Boosters
 Tipton/SPDES Lamb Feed

If custom, please select a Cut & Wrap Shop to process your order...

Exeter Meats & Processing
 Tulare Meat Locker Services
 Westside Locker

How much would you like to pay?

\$ _____ per pound, not to exceed \$ _____ total
 • and/or •
 \$ _____ flat rate contributions/add-ons added to: _____

Showman's First and Last Name and FFA Chapter or 4-H Club (If name is not listed we will purchase)

Pay by Credit Card (optional)

Cardholder's name/address must match billing name/address on reverse

Visa Master Card

Number _____ - _____ - _____ - _____

Expiration Date ___ / ___ Security Code _____

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New Pre-Registered Buyers: Mail in your completed Buyer Pre-Registration form to the address below or present completed form at the buyers' registration table on day of auction.

Proxy Buyers: Postmark this form on or before Friday, September 7th.



For further information call (559) 686-4707
 Tulare County Fair • 620 South K Street, Tulare, CA 93274



Tulare County Fair Foundation

The Tulare County Fair Foundation, (TCFF) a 501(c)3 charitable organization, was created by a small group of avid Fair supporters to SAVE the Fair. Governor Brown eliminated 100% of Fair funding, of which the Fair received over \$200,000. These funds were used to run the fair and the majority of the funds were used to support the Junior Livestock program through the livestock shows, premiums, and awards. If the Fair is going to continue, TCFF must generate funds to augment the Fair's budget. Please consider joining the TCFF Heritage Society so that the Fair can continue. Membership is \$500 per year for a family. This year during the JLA, animals will sell to benefit the Foundation. We encourage you to support the entire Junior Livestock Auction, but would appreciate your consideration to support the Foundation animals by either purchasing one of them, or by supporting TCFF with an add-on. Help us save the Fair. Support the Foundation. **Our Mission: Tulare County Fair Foundation celebrates the heritage of agriculture through the bounty of the county and works to ensure a legacy of agricultural literacy.**

Buyer Pre-Registration

Please print or type clearly!

To pre-register as a buyer please fill out information below and return to Tulare County Fair. If you are unable to attend the auction and wish to buy by proxy please fill out both sides of this form!
NOTE: All buyers will be required to provide a copy of a valid driver's license prior to purchase.

New Buyer Returning Buyer

Buyer's / Company Name (Please print or type clearly!)

Contact Person, if Company Purchase

Buyer's Address

City, State and Zip

Buyer's Phone

Buyer's Email (mandatory)

In bidding on an animal and accepting the bid I will be responsible for the payment of the animal even if I am acting as an agent for another person or company.

Signature of Buyer

Date

Printed Name of Buyer

• THIS IS A CASH ONLY SALE! All purchases and add-on contributions (\$50 minimum) **must be paid for at the time of purchase.** Check, Cash & Credit Cards accepted.

For FREE parking and admission for sales enter through gate 9 and follow the signs.



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Junior Livestock Auction
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We appreciate our buyers!

Tulare County Fair

Beef & Dairy Auctions Sept. 15th
&
Junior Livestock Auction Sept. 16th

Ag Mechanics Silent Auction
in conjunction with both sales

New Dates! New Times!

Saturday, September 15, 2018

Beef & Dairy Sales

11:00 a.m. Buyer Registration Opens

1:00 p.m. Cattlemen's Lunch

Sponsored by Farm Credit West

2:00 p.m. Sale & Ag Mechanics Silent Auction

4:00 p.m. Ag Mechanics Silent Auction closes for the day

Sunday, September 16, 2018

JLA Auction

7:30 a.m. JLA Breakfast

Sponsored by Tulare County Sheriff's Posse

7:30 a.m. Buyer Registration Opens

8:30 a.m. JLA Prayer Service

10:00 a.m. Junior Livestock Auction

& Ag Mechanics Silent Auction

11:30 a.m. JLA Lunch *sponsored by Tulare Farm Bureau*

12:00 p.m. Sale of Champions

Supreme & Reserve Supreme to sell for all market animals

4:00 p.m. Ag Mechanics Silent Auction Closes

