

December 2018

Dear Exhibitor:

We are pleased that you plan to participate as a Junior Market Animals exhibitor in the 2019 Pennsylvania Farm Show, subject to the rules as stated in the Premium List at <https://www.farmshow.pa.gov/exhibit/rules-regulations/Documents/Department%206%20-%20Junior%20Market%20Animals.pdf>

Junior Market Animals shows and the Junior Livestock Sale have become an important and exciting part of the Farm Show program. If your entry places high enough to be sold through the auction portion of the event, you have an excellent opportunity to realize a much better than average return on the investment you have made in your project animal.

Remember, you have the responsibility to locate and make arrangements with potential buyers of your animal if you wish to receive higher-than-average returns on your project. The Junior Livestock Show and Sale Committees, the Farm Show Scholarship Foundation, and the Farm Show staff have made arrangements with packers for the market price purchase of any animal and with many regional and state-wide organizations to make purchases in support of the sale, particularly in the Sale of Champions. Their efforts, and the efforts of junior livestock exhibitors like you, have resulted in very respectable prices in previous Farm Show Junior Livestock Sales. However, to ensure better-than-average returns, you must do your part by soliciting auction bids in your hometown area for your animal.

Encourage individuals and businesses in your local area to place a bid on your animal. Remember, all animals are sold by the head and there is a guaranteed buy-back price. Thus, if buyers do not wish to take possession of an animal, they need only pay the difference between the bid price and the buy-back price. For example, if a lamb sells for \$250 and the buy-back price is \$120, the buyer must pay only the difference of \$130. This makes it easy to solicit local supporters, because they need only pledge a specific amount above the buy-back price. All swine must be purchased through the buy-back option.

All potential buyers are encouraged to attend the sale and place their bid, but your parents, club leaders, or any other person may also sign up for a buyer's number, place a bid, and settle with the sale clerk. Also, if buyers wish to raise their bid or place a bid on sale day, they may call 717-783-0160 and place a telephone bid. In this case, you would be responsible to settle with the sale clerk and arrange prompt payment. If necessary, an invoice will be sent to the buyer back home if they are the successful bidder and unable to attend in person.

The enclosed pamphlet gives a brief explanation of the Youth Livestock Auction. Please share it with potential buyers and those interested in the sale. Also, there is a single-page flyer that you may copy in support of your solicitation efforts.

Individuals and/or businesses may combine to form a “partnership” and place bids on your animals.

Again, we are stressing the direct relationship between the effort you make in securing buyers in your hometown area and the price you receive for your project animal.

Your interest and participation in the Farm Show is greatly appreciated. If you have any questions on the show, the sale procedure, or the Farm Show Scholarship Foundation, please contact [Ron Miller at 484-955-8574 or miller.sheep@gmail.com.](mailto:miller.sheep@gmail.com)

Sincerely,

J. Harrison Frantz
Show Manager

JHF/tl

Enclosure