

Livestock Marketing Considerations for Junior Fair Organizers

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The Junior Fair livestock auction is a long-standing tradition and highlight of any county fair. In 2020 due to implications of COVID-19, we expect livestock auctions to look significantly different.

The following should be considered when making Junior Fair livestock auction plans this summer.

- Sale Format
- Terminal vs Partial Terminal Exhibitions
- Transferring Livestock Ownership
- Ohio Livestock Tampering Exhibition Rules
- Responsible RestartOhio – County Fairs
- <https://coronavirus.ohio.gov/static/responsible/County-Fairs.pdf>.

Sale Format

An auction at the county fair may not be feasible this year. A variety of sale formats are possible: online auction, premium auctions, sale conducted at the local auction facility or a modified version of junior fair sale following social distancing recommendations.

Often the livestock auction results in a smooth transfer of ownership from exhibitor to buyer, packer, or processor. If considering an online sale platform, develop a plan to move livestock after the exhibition.

When choosing a sale format, consider whether buyers have the option for custom processing. Is your fair going to source a packer bid for market livestock? Also address who is responsible for hauling livestock to the packer or processor after the auction.

Terminal vs. Partial Terminal Exhibitions

If operating a terminal exhibition and/or sale, where all market animals must enter the food chain, sourcing a packer bid or premium support price can aid in making sure animals are harvested either locally or at the final destination determined by the packer buyer.

When sourcing packer buyers, work only with those facilities that are licensed livestock and bonded dealers by USDA Packers and Stockyards. Working with a licensed and bonded dealer aids in ensuring prompt payment.

To transfer ownership and assign market value of the animal, on a per pound basis, livestock must be weighed on a state certified scale by a licensed weighmaster.

When declaring an exhibition, as partial terminal; there is no requirement of all market animals entering the food chain except for required champions. A non-terminal exhibition designation is for jackpot or breeding shows. These types of exhibition could leave exhibitors without a packer bid or source for marketing their livestock. The documents sited on the next page address how livestock exhibitors and families can market their livestock projects.

Champion Animals

If a county or independent ag society holds a virtual livestock show, **it is still considered an exhibition** and is required to be a partial terminal or terminal show by state law (ORC 901-19-02).

In a partial terminal show at least the grand champion and the reserve grand champion shall be slaughtered for market swine, lamb, beef steer, dairy steer, veal calf, or goat. The livestock shall be consigned to slaughter either at the conclusion of the show or immediately following the exhibition.



Keep this in mind when determining whether to hold a virtual show and selecting champions.

Youth exhibiting and selling their market animals as part of a Junior Fair will still be required to complete Quality Assurance and adhere to drug residue avoidance measures such as: completing withdrawal prior to slaughter, completing a Drug Use Notification Form (DUNF) on the required species, and submitting to drug/tissue testing if required.

Transferring Livestock Ownership

Online auction sites typically make the buyer responsible for transporting their purchase. The logistics of this can be challenging and pose a biosecurity risk. Consider utilizing the fairgrounds as a gathering point and weigh station to simplify delivery of market animals.

Coordinated delivery of livestock will be welcomed by local processors and packer buyers alike. Animals should also have a form of identification, consider tagging unidentified livestock for traceability purposes.

For fairs that have a ractopamine free swine exhibition, signed affidavits should accompany pigs to the packer or processor. In order for carcasses to be traced through the slaughter process, pigs should also receive a slap tattoo by the fair as a form of permanent ID, as the pig enters the food supply chain. Owner/hauler statements for sheep and goats should also be completed by the sale organizer prior to the transfer of livestock.

Other Available Resources

Livestock Marketing Options for Junior Fair Exhibitors and Families

Poultry and Rabbit Marketing Options for Junior Fair Exhibitors and Families

Sources: Market Animal Sale Options & Regulations (2020), University of California; Virtual Fair Considerations: Livestock Exhibits (2020), Iowa State University and used with permission.