

MEAT ANIMAL SALE

Dear Dodge County and Surrounding Area Businesses,

Thank you for attending our sale! Each exhibitor, in order to sell, must participate in a number of educational activities, raise, and show an animal of top quality. The sale order is determined by a combination of live placing as determined by the judge, and the animal's ability to produce a desirable carcass over the feeding period.

All animals purchased will be identified with a buyer's recognition card until the end of the fair on Sunday evening. Each buyer will be listed for local media among the Honor Roll of Sale Supporters. Thank you in advance for your support of our sale - it is most appreciated!

The Meat Animal Sale Committee and Dodge County 4-H and FFA Livestock Youth

ABOUT OUR SALE

The program is open to all 4-H, FFA and other adult supervised youth organization members.

The purpose of the Meat Animal Project is to provide encouragement to youth in developing livestock feeding projects and recognize their constructive work. Exhibitors, in order to sell, must:

- Attend four livestock educational sessions.
- Attend Pre- or Post-Sale Meeting
- Raise and show a top quality animal

Livestock in the sale must meet minimum weights and grades for their species, including:

- Beef Breed/Beef Crosses - 950 pounds minimum; at least USDA grade select plus or better
- Dairy Beef - 1,050 pounds minimum; at least USDA grade select plus or better
- Lambs - 90 pounds minimum; at least US Choice or better
- Hogs - 230 pounds minimum; USDA grade #1 and # 2

HOW TO BECOME A BIDDER

- Register at the door and receive your bidder card (please return after the sale).
- Receive a sale catalog and find a seat.
- Browse through the sale catalog to find any animals that you may want to bid on.
- Catalog information includes: exhibitor name, exhibitor parent(s) names, animal's weight and identification number, live class ranking and grade.

BIDDING PROCESS

- Animals will be auctioned off in catalog order.
- Animals are sold by the pound, by their LIVE WEIGHT.
- **When bidding begins for an animal that you are interested in purchasing, RAISE YOUR CARD HIGH so ring people can see your intent.**
- If someone else is bidding against you and you want to purchase the animal, KEEP BIDDING.
- The successful bidder will be announced along with the other contenders.
- If an ownership disputes occurs, the auctioneer will determine whether to acknowledge a successful bidder or reopen the bidding process.

SUCCESSFUL BIDDERS

- After purchasing an animal, go to clerk's table.
- Fully complete and sign settlement sheet and Acknowledgement of Purchase form.
- Have a company representative go to the photography area for a photo with the exhibitor.
- Buyers automatically receive two (2) tickets to attend next year's Meat Animal Sale.

BEING A KNOWLEDGEABLE CONSUMER

The following examples illustrate:

- Possible **youth investment** in their livestock project for typical project expenses – these examples are not intended to influence what specie you buy, or price you should bid!
- The **quantity** of trimmed, freezer-ready meat you can expect from the animal you purchase
- **Prices shown are for example purposes only.**

Market Beef

Expenses

One 650# steer @ \$1.30	\$845.00
Feed	\$700.00
Animal Expense & Supplies	\$ 85.00
Facilities & Labor (160-200 days)	\$ 30.00
Marketing Fee (3% x \$85 x 1250#)	<u>\$ 31.88</u>
Total	\$1691.88

Breakeven: \$1691.88/1250# = \$1.35/pound

Profit

Sale price/lb. = \$1.60 x 1250# (live) =	\$2000.00
Minus expense	<u>- \$1691.88</u>
Total	\$ 308.12

Dressed Meat

A 1,000 pound (live weight) beef will yield the following dressed meat (approximately):

Steaks	140 lbs.
Roasts	170 lbs.
Ground Meat	110 lbs.
Lesser Cuts	45 lbs.
Total	465 lbs.

If your bid was **\$1.50** the animal would cost **\$1,500**. Processing charge (slaughter, cutting, wrapping, freezing etc.) is approximately **\$400**, so your total would be **\$1,900**.

Market Hogs

Expenses

One feeder pig	\$ 175.00
Feed	\$ 225.00
Animal Expense & Supplies	\$ 60.00
Facility & Labor (100 days)	\$ 10.00
Marketing Fee (3% x \$1.10 x 240#)	<u>\$ 8.00</u>
Total	\$478.00

Breakeven: \$478.00/240# = \$2.00/pound

Profit

Sale price/lb. = \$3.00 x 240# (live) =	\$720.00
Minus expense	<u>- \$478.00</u>
Total	\$242.00

Dressed Meat

A 200 pound (live weight) swine will yield the following dressed meat (approximately):

Ham	26 lbs.
Bacon	22 lbs.
Chops	20 lbs.
Shoulder Cut	26 lbs.
Spareribs	5 lbs.
Sausage	16 lbs.
Lard	15 lbs.
Total	130 lbs.

If your bid was **\$1.50** the animal would cost **\$300**. Processing charge (slaughter, cutting, wrapping, freezing etc.) is approximately **\$200**, so your total would be **\$500**.

Market Lambs

Expenses

One feeder lamb	\$150.00
Feed	\$ 200.00
Animal Expense & Supplies	\$ 5.00
Facility & Labor (100 days)	\$ 4.00
Marketing Charge (3% @ \$2 x 110#)	<u>\$ 6.60</u>
Total	\$365.60

Breakeven: \$365.60/110# (live) = \$3.32/pound

Profit

Sale price/lb. = \$5.00 x 110# (live) =	\$550.00
Minus expense	<u>- \$365.60</u>
Total	\$184.40

Dressed Meat

A 100 pound (live weight) lamb will yield the following dressed meat (approximately):

Chops	11 lbs.
Legs	11 lbs.
Shoulder	13 lbs.
Lesser Cuts	10 lbs.
Total	45 lbs.

If your bid was **\$1.50** the animal would cost **\$150**. Processing charge (slaughter, cutting, wrapping, freezing etc.) is approximately **\$62**, so your total would be **\$212**.

SAMPLE - Acknowledgement of Purchase

(buyers will sign after purchasing auction animal(s))

Specie: Beef _____ Hogs _____ Sheep _____

Date: Thursday, August 18, 2011 Total Amount Due: \$ _____

Ear Tag No.: _____, Weight: _____ lbs. @ \$ _____ per pound

Purchaser: _____

I/we understand that the Livestock Sale Committee and Farmers & Merchants Union Bank act merely as agents of seller to bring buyer and seller together. It is the responsibility of the buyer to see to it that payment is made properly to the clerk of sale.

I/we acknowledge the purchase of the above animal and agree to pay for it in full the evening of the sale or by Friday, August 24, 2012 to:

Farmers & Merchants Union Bank
405 Jewel St
Juneau, WI 53039

Buyer Signature: _____

Buyer Address: (please print) _____

Buyer Primary Phone: (work or home) _____

I/we have purchased this animal and intend to:

1. Have the animal custom slaughtered for my use by:

- Brandon Meats, Brandon
- Country Meat Cutters, Reeseville
- Detjens Country Cutting, Watertown
- Johnson's Sausage Shoppe, Rio
- Pernat-Haase Meats, Juneau
- Cedar Road Meats, Iron Ridge

2. Have the animal sold through a livestock sales market:

- Milwaukee Stockyards - Weinheimer Trucking (**Steers**)
- Equity Livestock (**Hogs**) - Weinheimer Trucking
- Equity Livestock (**Steers, Hogs and Sheep**) - Yohn Trucking

Trucking will be arranged to the above locations by the Livestock Sale Committee. Trucking Fees will be billed directly to you by the trucking companies.

3. Special Handling Instructions - please list details below:

Original White Copy - Bank

Yellow Copy - MAS Committee

Pink Copy - Buyer