

CALIFORNIA MID-STATE FAIR BUYER'S GUIDE



2020 LIVESTOCK AUCTION

Begins: Wednesday, July 22 - 12:00 PM

Replacement Heifer Sale Ends:

Thursday, July 23 - 7:00 PM

Market Animal Sale Ends:

Saturday, July 25 - 2:00 PM

Add-ons Close: Tuesday, August 4 - 4:00 PM



The California Mid-State Fair is pleased to announce that we have 763 exhibitors signed up to showcase their livestock during our 2020 Junior Livestock Show and Auction. This year has presented a host of serious challenges for CMSF and we appreciate your support as we host this year's show and auction in a virtual format. We recognize that putting on this show and auction wouldn't be possible without the generous support of our community of buyers and sponsors.

We would like to thank you for your continued support and hope that you will once again join us online beginning Wednesday, July 22 at 12:00 PM. The Replacement Heifer Sale will close on Thursday, July 23 at 7:00 PM and the Market Animal Sale will close Saturday, July 25 at 2:00 PM. Add-ons will remain open until Tuesday, August 4 at 4:00 PM.

All of the projects will be sold through the ShoWorks Auction platform and will go through a virtual show, being judged and placed. To participate in the online auction, sign up as a bidder so you can log in and place bids during the auction. If you purchase an animal, you can choose LIVE PICK-UP, CUSTOM (processed/cut and wrapped for your freezer) or RESALE (the processor will resell the animal).

*Note: All Replacement Heifers are sold live with Pick Up/Drop Off arrangements to be made after the sale. See our website for the Replacement Heifer Sale Catalog: www.midstatefair.com

AUCTION DATES & TIMES

OPEN FOR BIDS, ADD-ONS AND BUYER REGISTRATION

Buyer registration and auction bidding is available virtually via cell phone, computer, tablet, or other handheld devices.

Visit our website at www.midstatefair.com/fair to access the auction site.

Auction will OPEN on Wednesday, July 22nd at 12 NOON for:

- Replacement Heifers
- Market Steers
- Market Sheep
- Market Goats
- Market Hogs
- Market Broilers
- Market Turkeys
- Meat Rabbits
- Add-Ons

Please note the **THREE (3) Separate Auction Closing Dates and Times:**

Auction bidding will CLOSE on **Thursday, July 23rd at 7:00 pm** for the following:

- Replacement Heifers **ONLY**

Auction bidding will **CLOSE** on **Saturday, July 25th at 2:00 pm** for the following:

- Market Steers
- Market Sheep
- Market Goats
- Market Hogs
- Market Broilers
- Market Turkeys
- Meat Rabbits

ADD-ONS will **CLOSE** on **Tuesday, August 4th @ 4:00 pm** for all species

BUYER PRE-REGISTRATION

Information you will need to provide when pre-registering as a buyer for the virtual sale:

- Buyer Name
- Password
- Buyer Contact
- Buyer Mailing Address, City, State and Zip Code
- Buyer Cell/Mobile Phone Number
- Buyer email address

IMPORTANT: Before selecting CONTINUE when completing the registration form, please review that the phone number entered is a cell/mobile number (NOT A LANDLINE) and your email address are both correct, as this is how we will contact you during and after the sale.

Buyers can pre-register for the virtual auction at any time **prior to 1:00 pm on Tuesday, July 21st** by clicking the link:

<https://bit.ly/30EUiC>

If you have any questions or need assistance, please call us at 805-239-0655 (M-F 9:00 a.m.-4:00 p.m.)

STEER SHOW SPONSORS



BUYER LOG-IN

Pre-Registered:

- Select Log-In at the top right corner of the screen.
- Search for your name in the drop-down list.
- Select Request Code to receive a 4-digit security code via text.
- Enter that code in the box below your name.
- Enter the code you gain access into the auction site. This code is your bidding password for the auction and will be used throughout the auction.

Not yet registered?

- Click Register New Buyer
- Complete the form (information requested is the same as for pre-registration)
- A text message will be sent to you with a unique 4-digit code
- Enter that code to gain access into the auction site. This code is your bidding password for the auction and will be used throughout the auction.

SALE SPONSORS



BIDDING PROCESS

Once the buyer is logged in, the auction screen will be visible and the auction animals will be shown by lot number

Buyers can filter their view by clicking the icon at the top left corner of their screen

Filter options:

- Division: (drop down menu will show all divisions for selection)
- Club: (drop down menu will show all clubs for selection)
- Exhibitors Name: (drop down menu will show all exhibitor names for selection)

Placing a Bid:

Every lot will show the established opening bid for that species.

- | | |
|-----------------------|-------------|
| • Replacement Heifers | \$ 1,250.00 |
| • Steers | \$ 1,500.00 |
| • Market Sheep | \$ 250.00 |
| • Marker Goats | \$ 250.00 |
| • Market Hogs | \$ 250.00 |
| • Market Turkey | \$ 50.00 |
| • Market Broilers | \$ 50.00 |
| • Meat Rabbits | \$ 50.00 |

Bid increases are established at minimum increments of \$25.00. There is no maximum bid increase established.

Buyers can bid or increase their bid on any lot, at any time, until the auction closes by simply pressing the bid button on the screen.

When you place your bid on any lot, a drop-down destination selection box will appear requesting your desired destination of this animal if you win the lot. The destination selection, for that lot, will remain the same and will not change when future bids are placed. However, you are able to edit your destination selection at any time prior to the auction closing.

BIDDING PROCESS (CONT.)

If you are the current winning bid and another buyer places a higher bid on that lot, you will receive a text message letting you know that another buyer has out bid you.

Placing a split bid?

Check the split bid checkbox when placing your bid. If you win, fair management will contact you upon winning the bid to obtain the split details.

At the closing of the sale, any new bid that is submitted over a current winning bid, within the last 30 seconds of the closing time, will extend that lots closing time and offer the previous bidder the opportunity to submit a new bid within the bidding deadline. If a new bid is received that process will repeat until no further bids are received within the established deadline.

Destination options and applicable fees for Market Animals:

- Custom – animal will be harvested and delivered to the Cut and Wrap business selected. The harvest fee will be added to your buyers' invoice for each animal selected as Custom. The harvest fee includes harvesting of the animal and all trucking fees.

- Market Steers	\$140.00
- Market Sheep	\$ 56.00
- Market Goats	\$ 59.00
- Market Hogs	\$ 50.00
- Re-sale – the animal will be sent for resale and the buyer will receive a credit on their final invoice for the current resale price of the animal. NOTE: Buyers receive **NO** meat products for re-sale purchases

HOG SHOW SPONSORS



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BIDDING PROCESS (CONT.)

- Live Pick up – animals will be at the Fairgrounds for buyers to pick up ONLY on the date and times listed below. Buyer must call Kim Daily at the Livestock office at 805-238-3272 to make arrangements for payment (animals must be paid for prior to leaving the fairgrounds) and to schedule a pickup time. All SLO County Health Guidelines must be followed and a mask is required.
 - Sunday, July 26th 3:00 p.m. – 7:00 p.m.
 - Market Steers
 - Market Sheep
 - Market Goats
 - Monday, July 27th 3:00 p.m. – 7:00 p.m.
 - Market Hogs

Replacement Heifers:

- Preview:
 - Buyers preview for Replacement Heifers is by appointment only
 - Thursday, July 23rd 3:00 p.m. – 5:00 p.m.

Please call JoAnn Switzer at 805-459-4212 to set up an appointment. All SLO County health guidelines must be followed and a mask is required.

- Pick-up:
 - Buyers can pick up their purchased Replacement Heifers by appointment only on
 - Thursday, July 23rd - 8:00 p.m. – 10:00 p.m.
 - Friday, July 24th - 7:30 a.m. – 11:00 a.m.

Call Kim Daily at the Livestock Office at 805-238-3272 to make arrangements for payment (Replacement Heifers must be paid for prior to leaving the fairgrounds) and to schedule a pickup time. All SLO County health guidelines must be followed and a mask is required.

BIDDING PROCESS (CONT.)

Placing an Add On to an Exhibitor or Lot

- Minimum add-on bids are established at \$100.00
- Buyers can Add-on to any lot or exhibitor, at any time by simply pressing the Add-On button on the screen prior to the Add on closing deadline of Tuesday, August 4th @ 4:00 p.m.

If you have any questions or need assistance, please call us at the Livestock Office at 805-238-3272.

AUCTION BILLING AND PAYMENTS

- Live Pick up: Payment for any live animal leaving the fairgrounds must be made prior to taking the animal off grounds. See above information for specific instructions. All SLO County Health Guidelines must be followed and a mask is required
- Buyer Invoices will be emailed to buyers beginning Thursday, August 6th.
- Payments are due no later than Friday, August 21st at 4:00 p.m.
- Method of payments accepted:
 - **Credit Card**
Visa/ MasterCard – 2% credit card processing fee will be applied when processing payment
American Express – 4% credit card processing fee will be applied when processing payment
 - **Checks** - Made payable to the California Mid-State Fair for the invoice amount only
 - **Cash**

Payments can be mailed directly to for processing to the California Mid-State Fair, ATTN: Livestock Dept, P.O. Box 8, Paso Robles, CA 93447

Payments will also be accepted at the CMSF Administration Office by appointment only by calling 805-239-0655 (M-F 9:00 a.m. – 4:00 p.m.). All SLO County health guidelines must be followed and a mask is required.

If you have any questions or need assistance, please call us at 805-239-0655.

CUSTOM CUTS



J&R Meats has agreed to process livestock (beef, swine, lamb and goats) purchased from the Mid-State Fair via virtual action. Since we are already at full capacity due to recent shortages in the meat processing market, we only offering the following:

- Standard cut only for all species. J&R will not be taking custom cutting instructions from buyers.
- No whole carcasses or beef quarter pick-ups. All animals will be processed at J&R.
- All Mid-State Fair customers must provide a credit card and email address.
- Completed processing orders will be billed immediately to the credit card on file and must be picked up when the customer is notified. There will be no storage. We just do not have the space.
- Any orders not picked-up within two weeks of completion will incur storage charges.
- After 30 days the meat will be donated to the local food bank.

J&R Natural Meats

805-237-8100

info@jrmeats.com

www.jrmeats.com

CUSTOM CUTS (CONT.)

Standard Cut Pricing:

- Beef - \$1.50 per lb. of carcass weight
 - Steaks 1" thick, 2 per package: rib, t-bone, filets, sirloin, top round, short ribs, flank, skirt steak
 - Roasts 3 lbs. ea. 1 per pack: tri-tip, ball tip, brisket, o-bone, chuck, rump, round, sirloin tip roast.
 - Ground 2lb. packages
- Pork - \$1.50 per lb. of carcass weight
 - Bacon: Limit one. Additional \$20.00 per side, sliced thick
 - Ham – Limit one. \$1.50 per lb. of beginning ham weight.
 - Sausage – \$2.99 per lb. in 1lb. bulk packages. Choose one of following flavors: southern style, mild Italian or hot cajun. Notify us of your sausage flavor preference by email to info@jrmeats.com or receive southern style by default.
 - Chops: Bone-In .75" thick, 4 per package
 - Roasts: shoulder, picnic, leg: One (cut in half)
 - Ribs: spare ribs
- Lambs & Goats - \$150.00 per animal
 - Chops: loin, rib, sirloin, o-bone, thickness 1 1/4", 2 per package.
 - Roasts: shoulder (bone in), leg (bone in), riblets, shanks.
 - Stew meat only. No ground meat.

[Please download this form to complete your custom order](#)

BREAKING EVEN

If you are wondering how you can best help these exhibitors have a year without tremendous economic loss, consider the data below for our livestock projects. This is an average of the capital investment that exhibitors put into their project each year. Keep in mind that these are just their expenses and do not include the hours that are put into the project.

BREAK EVEN	BEEF	SWINE	LAMBS	GOATS	REPLACEMENT HEIFER	RABBITS
COST OF ANIMAL	2000	500	450	400	1350	25
FEED COST	1500	395	150	150	550	30
MISC EXPENSES	395	115	100	100	215	50
TOTAL - BREAK EVEN	\$3,995	\$1,005	\$700	\$650	\$2,115	\$105
AVERAGE MONTHS OWNED AND MANAGED	9 mos	4 mos	4 mos	4 mos	6-9 mos	45 days

RABBIT SHOW SPONSOR



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AFTER THE SALE

DISQUALIFIED PROJECTS

On July 26-27, animals will be weighed, health inspected, and evaluated for market readiness. If they are disqualified for any reason, the buyer will be notified.

REPLACEMENT HEIFERS

All of the Replacement Heifers that will go through the sale were pregnancy and health checked. The complete show catalog, along with video, will be available on our website: www.midstatefair.com. Plans for delivery of the Replacement Heifer will take place after the sale. The exhibitor will need to have you sign the transfer of ownership document so that we can verify that you have received the Replacement Heifer.

BIRDS AND RABBITS

Harvest of birds and rabbits is between seller and buyer.

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Eagle Energy



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GOAT SHOW SPONSORS



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CMSF TERMS & PAYMENTS

Placing a bid is a binding contract between you and the Owner/Seller, and the bid cannot be retracted. Once a Bidder places a bid, and the bid is the high/winning bid, the Bidder will be obligated to buy the lot at the said price indicated. Placing a bid on this online auctions site, and winning, then not paying for the lot is illegal in most states, and criminal prosecution or civil litigation can result.

As a Bidder, you are responsible for any bids placed by you or a designated representative under your bidding number and password. The security of your Bidder information is your sole responsibility and the Bidder will be responsible for any and all bids placed under the assigned number. If you feel that your Bidder number or passwords have been compromised, notify the auctioneer immediately.

There are no bid retractions. ALL BIDS ARE NON-CANCELLABLE ONCE SUBMITTED. Should a lot be removed from the sale, all bids and add-ons will be nullified.

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