<table>
<thead>
<tr>
<th>2010 Auction Buyers</th>
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<tbody>
<tr>
<td>VanderSloot Farms</td>
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<tr>
<td>VIP Repairs</td>
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<tr>
<td>Voogt Farms</td>
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<tr>
<td>Walcott Elevator</td>
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<tr>
<td>Western, Dave &amp; Susan</td>
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<tr>
<td>Wedgedge Farms</td>
</tr>
<tr>
<td>Wicks Creek Landscape</td>
</tr>
<tr>
<td>Zemaitis Concrete Finishing</td>
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<tr>
<td>Zemaitis Produce</td>
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</tbody>
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**BERLIN FAIR**

**4-H LIVESTOCK AUCTION**

**THURSDAY**

**JULY 21, 2011**

Auction starts at: 4:00 p.m.

Sale order

Feeder Calves, Rabbits, Steers, Cheese, Lambs, & Hogs

Dinner served during auction

FAIRGROUNDS
Q. WHAT IS THE 4-H LIVESTOCK AUCTION?
A. The 4-H livestock auction is the culmination of a long project year for many 4-H members. At the auction, they have the opportunity to sell their animals and learn first hand how the marketing process works. It is an educational process that begins with the selection of an animal many months before and continues until the animal is shipped to a slaughter house for you at the end of the fair, or you take home a dairy feeder calf to raise for slaughter later.

Q. WHY SHOULD I PURCHASE AN ANIMAL FROM THE 4-H LIVESTOCK AUCTION?
A. You will receive personal satisfaction through:
1. Helping to promote 4-H youth "Learn by Doing" programs.
2. Obtaining high quality meat for your freezer or locker.
3. Free advertising you will receive as a buyer, both in various newspapers and the 4-H show book.

Q. WHAT TYPES OF ANIMALS WILL BE SOLD?
A. Steers, sheep, swine, rabbits, and dairy feeder calves.

Q. CAN MORE THAN ONE PERSON PURCHASE THE SAME ANIMAL?
A. Yes, but make sure you provide all names, addresses and phone numbers to the clerk.

Q. HOW DO I HELP MULTIPLE MEMBERS WITHOUT BUYING MORE THAN I WANT TO?
A. Add-a-bid allows you to specify a donation amount to be added to any member’s total sale.

Q. AS A POTENTIAL BUYER, SHOULD I PLAN TO ARRIVE EARLY?
A. It's a good idea to arrive early enough to view the sale animals and/or talk to the 4-H members/owners (Livestock auction booklets will be available at the clerk's table.) A sign-up table will be in the arena so that you can obtain a buyer's number.

Q. WHEN BIDDING ON LAMBS, MAY I BUY ONE ANIMAL?
A. Yes, pens of lambs will be split if you would like to purchase just one. Rabbits will be sold only by the pen. Steers, dairy feeder calves and hogs are sold as individuals.

Q. HOW DO I BID?
A. When an animal you'd like to purchase is in the ring and at a price you desire, signal the auctioneer by holding up your number.

Q. SO, I'VE BOUGHT AN ANIMAL - NOW WHAT?
A. You will be asked pay for purchase by check or credit card and then indicate the following.
1. Whether you’d like the animal processed for your personal use or resold at a stock yard.
2. Your choice of processor or livestock yard.

Q. WHO WILL HANDLE MY PAYMENT AND/OR BILLING QUESTIONS?
A. ChoiceOne Financial Service will be clerking the sale. We ask you to pay the night of the sale unless other arrangements have been made prior to the auction. Credit cards or checks will be accepted.

Q. HOW DO I TRANSPORT THE ANIMAL TO THE PROCESSING PLANT OR LIVESTOCK YARD?
A. Free trucking is provided at the end of the week for steers, hogs and lambs. This is taken care of for you by the livestock committee and the 4-H members. Buyers of feeder calves and rabbits provide their own transportation on Saturday of fair week. All animals must stay at the fair until 7:00 p.m. on Saturday night.

Q. IF I DECIDE TO HAVE MY ANIMAL PROCESSED, WHAT DO I NEED TO DO?
A. Make sure the clerk is aware of your processing plant choice. Contact the processor Monday morning following the auction sale to inform them of the number and species of the animals you're having processed at their plant, with instructions on types of cuts, thickness, packaging materials, etc. that you desire. Make arrangements to pick up your packaged meat from the processor.

Q. CAN I BUY AN ANIMAL AND NOT KEEP IT?
A. Yes. You have two options:
1. You can market your animal. This means reselling it at a local livestock yard. Trucking and reselling will be handled for you. You will receive a check in the mail from the livestock yard, less a marketing fee.
2. You can donate your animal back to 4-H. If you choose to do this, indicate your decision to the auctioneer or the ring personnel at the time your final bid is taken.

Q. WHAT ARE MY COSTS COMPARED TO MARKET?
A. Based upon the 2011 averaged cost per head:

<table>
<thead>
<tr>
<th>Animal</th>
<th>4-H Auction</th>
<th>Av. Mkt. Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hogs</td>
<td>$315.00</td>
<td>$175.00</td>
</tr>
<tr>
<td>Lambs</td>
<td>286.00</td>
<td>240.00</td>
</tr>
<tr>
<td>Steers</td>
<td>2,012.00</td>
<td>1,250.00</td>
</tr>
<tr>
<td>Feeders</td>
<td>745.00</td>
<td>450.00</td>
</tr>
<tr>
<td>Rabbits</td>
<td>156.00</td>
<td>6.00</td>
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Q. WHAT IS LIVE WEIGHT VS. HANGING WEIGHT, AND WHAT KIND OF YIELD CAN I EXPECT?
A. Live weight is the weight of the animal before killing it. The hanging weight or carcass weight is the weight of the slaughtered animal as it hangs from the rail. At this state, the hide and viscera have been removed. The animal is then taken down and cut into saleable meat. The following are examples of average yields:

- A 1,000 lb. steer = 651 lb. carcass = 432 lbs. of saleable meat.
- A 220 lb. hog = 160 lb. carcass = 130 lbs. of saleable meat.

BUYERS ARE EXPECTED TO PAY THE NIGHT OF THE AUCTION UNLESS OTHER ARRANGEMENTS ARE MADE PRIOR TO THE AUCTION.