

# WHAT IF I MISSED THE 2019 MANDATORY EDUCATIONAL PRESENTATION?

- 1) You will need to submit a letter to the Sale Committee stating your reason for requesting excusal. This must be completed before the next scheduled meeting (July 1<sup>st</sup>, 2019)
- 2) Read through the entire presentation to be posted on the WSU Lewis County Extension and the SWWF website. Follow the directions on the next to last and last slide. Submit with your letter.

# Southwest Washington 4-H and FFA Junior Livestock Sale

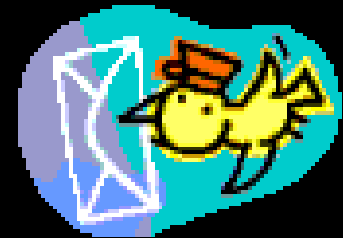


2019 Education  
Presentation and  
Ice Cream Social



# WELCOME

- **Introductions**
- **Agenda**
  - **This year**
  - **Important dates**
  - **Required paperwork**
  - **Marketing**
  - **Animal Health**
  - **Project specific information**



# MARKET ANIMAL COMMITTEE

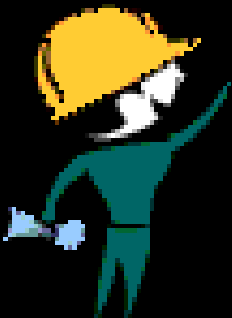
**Chairman: Dr. Jason Humphrey**

**Vice-Chairman: John Ball**

**Secretary: Kyla Bailey**

**Treasurer: Katie Gift**

**Master of Ceremonies Tonight-  
Dr. Jason Humphrey**



# GENERAL INFORMATION

- Rules are on “Memorandum of Understanding”
  - 4-H – From 4-H Leader
  - FFA – From FFA Advisor
- MOU “Memorandum of Understanding” was DUE with Intent to sell
- Fair Entries done through “ShoWorks” is due by July 18<sup>th</sup>
  - 4-H – WSU Lewis County Extension Office - Pam Watson
  - FFA – FFA Superintendent - Lloyd Walker

# GENERAL INFORMATION

- Animal Health records- should be completed and presented at final weigh-in, in Aug.
- Beef C1054E
- Swine C1055E
- Sheep C1052E
- Goat C1051E
- Poultry C1113E
- Rabbit

Location of docs!  
<http://pubs.wsu.edu/>  
search with  
“market health  
record”

# IMPORTANT DATES

## Tagging

- Beef- March 23<sup>rd</sup>, 9-11AM
- Swine/Lambs/Goats- Saturday, June 1<sup>st</sup>
  - Swine – 8 AM- Noon
  - Lambs/Goats – 10-11 AM
- Entries DUE- July 18<sup>th</sup>
  - ShoWorks- on-line fair entry program, all entries will be through this program, please see the screen shots, next group of slides, of what these will look like when you get on to fill out your entries
  - Tickets – admission passes/wrist bands will be given for animals that make weight



# Fair Exhibitor Registration

**2019 Southwest Washington Fair**

**“Happy as a Hen, Come Celebrate 110”**





# ShoWorks – Online Registration



Welcome  
[Printer Friendly Version](#)

Welcome to the Southwest Washington Fair online entry portal.

1

Register

2

Entries

3

Review

4

Confirm

5

Finish

## Registration

### Tip:

Are you a family or group with multiple exhibitors? Sign in as a **Quick Group** to submit entries for multiple family members or a group of exhibitors and check out all in the same cart.

NO

I am not a Team or Company

First Name

Last Name

I am a new exhibitor or have yet to register this year

I have previously registered this year

Continue →

Register and follow the 5 easy steps to show at the fair – Step 1 - create an account, must do this each year as they are cleared after each fair.

## Entries

\* required

Department

017 Junior Livestock Sale

Division

017-F FFA Market Animal

Class \*

00006 : Market Turkey

Description

Club

FFA Chehalis

Add 1 Entry to Cart

+

-

Step 2 - Create entries by selecting your classes using the Department drop down list, then division drop down list, then class drop down list. It will be helpful to have the handbook in front of you when registering. When complete add to cart. You can now add more entries for other departments.



Register



Entries



Review




Confirm







Finish

## Review of Cart


### Continue to Check-out


The following is a list of items in your cart. To remove an item, click the **X** button next to the item that you want to remove. To edit an item, click the  button.


 You are not finished yet! You will still need to confirm in the upcoming steps.

Item	Description	Amount	Edit	Remove
onlinetest1 testfamily's items:				
017-F Market Turkey-Any Breed	Class: 00006 - Market Turkey	\$0.00		
Total for onlinetest1 testfamily with 1 entries		\$0.00		
1 TOTAL ITEMS IN CART:		\$0.00		
PAYMENTS:		-\$0.00		
BALANCE DUE:		\$0.00		

 Add more Entries for onlinetest1 testfamily

 Empty Cart

 Save this cart for later

Check-out 

Step 3 – review your cart: confirm your cart reflects each entry you would like to participate in at the fair.



Register



Entries



Review



Confirm



Finish

Confirm

Do you agree to the following?

Below are items which are about to be entered.

**⚠ You have one more step remaining. Your items will NOT be added until you type 'YES' in the box below and click 'Submit'.**

Item	Description	Amount
<b>Tamara Hayes's Items:</b>		
001-B Junior Team	Class: 00003 - Expressive Arts	\$0.00
<b>Total for Tamara Hayes with 1 entries</b>		<b>\$0.00</b>
<b>0 TOTAL ITEMS IN CART:</b>		<b>\$0.00</b>
<b>PAYMENTS:</b>		<b>-\$0.00</b>
<b>BALANCE DUE:</b>		<b>\$0.00</b>

 Signature

On-line submission of data requires you agree and will abide with the terms as defined in the published rules and regulations. For a copy of these rules and regulations, please contact the fair office.

I agree to the above statement (type 'YES' if you agree)

 Submit


Step 4 Check out – if your cart looks good and ready to check out – click confirm which will prompt you to initial that everything looks good.

For the signature, **type “yes” in the box AND** then click the submit button.

# Completed!

## ✓ Submission Successful

Below is a summary of your transaction. You should print a detailed version at this time for your records or include in any correspondence.

 Don't forget to print!

Transaction Summary for Southwest Washington Fair	
Confirmation ID:	southwest-7146142546380
Total Exhibitors:	1
Total Entries:	1
Total Additional Items:	0
Transaction Time:	5/26/2017 2:25:46 PM
Transaction Amount:	\$0.00
Transaction Payment:	\$0.00
Transaction Balance:	\$0.00

Also, email a copy of my receipt to:

 Print Detailed Receipt






Finish 

A confirmation ID will pop up and a confirmation email will be sent to you. Please print for your records. Click finish and please complete the survey.

# Transactions

Thank you for providing feedback!

The following transactions were made by the Exhibitor 'onlinetest1 testfamily'. You may choose to print receipts for any transaction or print a packing list for all entries.

Receipt	Confirmation ID	Cart Time	Exhib	Entries	Fees	Amount
 Receipt	southwest-7146142546380	5/26/2017 2:25:46 PM	1	1	0	\$0.00
 Receipt	southwest-7146114159350	5/26/2017 11:41:59 AM	1	2	0	\$0.00
 Receipt	southwest-7146113251421	5/26/2017 11:32:51 AM	1	1	0	\$0.00
 Receipt	southwest-7146111028103	5/26/2017 11:10:28 AM	1	1	0	\$0.00
 Receipt	southwest-7142180432435	5/22/2017 6:04:32 PM	1	1	0	\$0.00
			5	6	0	\$0.00

If you make entries at different times you will be able to access your account and see what you have registered for.

TOTAL: \$0.00  
PAYMENTS: \$0.00  
BALANCE DUE: \$0.00  
EXHIBITOR NAME: onlinetest2 onlinefamily  
CONFIRMATION ID: southwest-8136113826397  
TRANSACTION TIME: 5/16/2018 11:39:26 AM



Southwest Washington Fair Office  
2555 North National Avenue, Chehalis, WA 98532

If you have any questions or concerns please contact the  
Fair Office 360-740-1495  
or email [SWWFair@lewiscountywa.gov](mailto:SWWFair@lewiscountywa.gov)

## Southwest Washington Fair

### On-line Entries Receipt Summary

10 TOTAL ITEMS IN CART:	\$0.00
PAYMENTS:	-80.00
BALANCE DUE:	\$0.00
CONFIRMATION ID:	southwest-8136113826397
Transaction Time: 5/16/2018 11:39:26 AM	

All fees will now be paid online, no longer sending payment to the fair office. Exhibitors should bring a copy of their confirmation e-mail(s) with them on their various entry days.



# MORE IMPORTANT DATES

- **Fair Haul In**
  - **Swine Sunday August 11<sup>th</sup>, 9AM-7PM**
  - **Beef Monday August 12<sup>th</sup>, by Noon**
  - **Lambs & Goats August 12<sup>th</sup>, by 3PM**
  - **Poultry August 12<sup>th</sup>, Noon-6PM**
  - **Rabbits August 12<sup>th</sup>, 5-7PM**

# IMPORTANT DATES CONT.



Market Animal Auction

- **Friday, August 16th at 5:30PM**

*ANIMAL HEALTH FORMS, MEDICATION  
WITHDRAWL DATE –*

- **MUST BE COMPLETE BY FINAL  
WEIGH-IN!!!** (turn-in to leader/advisor,  
they will submit ton JLSC)



# FINAL WEIGH-IN (LARGE SPECIES)

**ALL ON MONDAY- August 13th**

**\*Hogs - 9AM**

**\*Beef – 1-2 PM**

**\*Sheep – to follow Beef**

**Goats – to follow Sheep**

**\*Hogs, Beef, and Sheep will be  
ultra-sounded immediately following  
weigh-in.**



# WEIGH-IN (LARGE SPECIES)

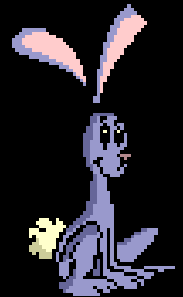
- **Final Weigh In Range**
  - Beef – 1050-1550 Lbs.
  - Swine – 225-300 Lbs.
  - Lambs – 95-160 Lbs.
  - Goats - 70-130 Lbs.
- All market animals must be weighed, this is the weight for the sale.
- Weigh-in supervised by Committee members
- Scale is certified by Washington State Department of Agriculture - Weights and Measures



# WEIGH-IN (SMALL SPECIES)

## Rabbits / Poultry

- Exhibitor must be present to bring their animal(s) to the scales during final weigh-in between posted times on Monday of haul-in.



## Final Weigh In Range

- Fryers 5 - 8.5 Lbs. each (Pen of 4)
- Turkey 15 - 35 Lbs. (One animal)
- Rabbit 4 - 6.5 Lbs. each (Pen of 3)
- Geese 10 - 18 Lbs. (One animal)
- Ducks 5.5 - 8.5 Lbs. each (Pen of 3)

# Marketing

- Where
- How
- When
- Respect



# Marketing: Where

- EVERYWHERE!
- Businesses, *new ones too*, not just the ones listed in the brochure
  - Stores
  - Dentists/Doctors
  - Insurance Companies
  - Construction Companies
  - Restaurants
- Family
- Friends





# Marketing: How

- **In Person**
- **Letters**
- **Photos**
- **Pamphlets**
- **Phone**
- **Cards**
- **E-mail**
- **Social Media**
- **SWJLS Brochure -**  
one brochure per youth, tonight please





# Marketing: How

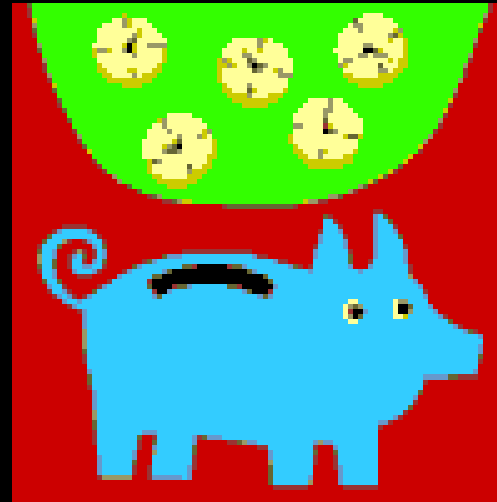
Pictures  
sell  
your  
project!



# Marketing: When



- ❖ Possession
- ❖ Just prior to fair
- ❖ **START NOW!**



# RESPECT

- Dress for Success
  - Be Polite!!!
- Remember you don't control their checkbook!
- Do not use lines like "I'll buy from your business, if you...."



# Marketing: The BIG FINISH!



Thank you for  
your kindness.

Thank you so very much!



# NEW FOR 2019 SALE

- **Security State Bank is sponsoring a credit/debit card reader for sale night!**
  - **Buyers/Add-on supporters will be able to use**
    - **Visa**
    - **Master Card**
    - **Discover**

# **AUCTION RULES--**

**SEE MEMORANDUM FOR COMPLETE LISTING**

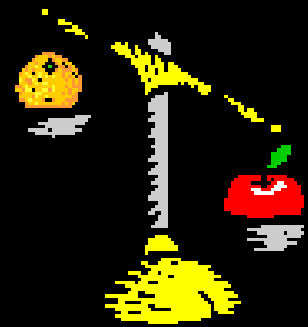
**Up to one “large” animal and one  
“small”**

**Commission is up to 4% of sale price**

**No commission on add- ons**

**A shrink percentage will be applied**

**Use of illegal growth stimulants or  
behavior modifiers is prohibited and is  
a federal offense**



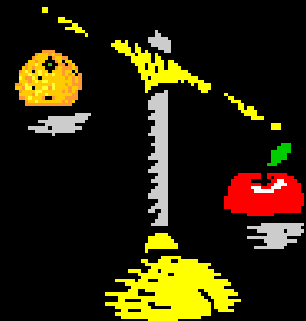


# AUCTION RULES

Animals that make weight but do not place “red” or higher in their Market Class will NOT be allowed to sell in the auction.

It is against sale policy for a sold animal to be shown at other shows and/or sales by any exhibitor.

Should any animal behave in a manner that may cause injury to participant or handler, the animal will be disqualified from the sale.





# **AUCTION RULES ANIMALS MUST ...**

- **Animals MUST be ambulatory (able to walk) for Fitting and Showing and in order to sell on Friday night**

# AUCTION RULES

**Exhibitors are responsible for their animal until it leaves the fairgrounds or is released by Department Superintendent**

**Medications/ wormers/ etc. – Withdrawal periods must be followed**

**All ribbons won can be displayed during auction- Other propaganda not allowed**





# ***ANIMAL HEALTH***

**Dr. Jason Humphrey**

# WHAT'S NORMAL?

## HEALTHY LIVESTOCK:

- Contentment
- Alertness
- Chewing of cud
- Sleek coat
- Bright eyes and pink eye membrane
- Normal feces and urine
- Normal temperature
- Normal pulse rate
- Normal respiration

# NORMAL TEMPERATURES

	<b>Average Temp</b>	<b>Normal Pulse rate/min.</b>	<b>Normal Respiration rate/min.</b>
<b>Cattle</b>	<b>101.5</b>	<b>60-70</b>	<b>10-30</b>
<b>Sheep</b>	<b>102.3</b>	<b>70-80</b>	<b>12-20</b>
<b>Goats</b>	<b>103.8</b>	<b>70-80</b>	<b>12-20</b>
<b>Swine</b>	<b>102.6</b>	<b>60-80</b>	<b>8-13</b>
<b>Rabbits</b>	<b>102</b>	<b>120-150</b>	<b>30-60</b>
<b>Poultry</b> <b>(chickens)</b>	<b>106</b>	<b>200-400</b>	<b>23-36</b>

# WHAT'S NOT NORMAL?

## UNHEALTHY LIVESTOCK:

- Loss of appetite
- Rough hair coat
- Abnormal feces
- Dull eyes
- High temperature
- Discolored urine
- Ruminants not chewing their cud

# PREVENTION

- Provide adequate nutrition
- Maintain adequate livestock facilities; avoid overcrowding
- Keep facilities clean and disinfected.
- Use proper immunization
- Develop procedure for parasite control
- Cool, clean, fresh water 24/7
- Keep animal stress to a minimum
- Work closely with leader/veterinarian in developing a prevention program.

# MEAT QUALITY

- Record vaccinations/medications given on species health record
- Record the route of administration
- What is the meat withdrawal?
- Is this an approved product for your animal/species?
- Tack box 1<sup>st</sup> Aid kit for your species



# TACK BOX FIRST AID KIT

- Adhesive tape
- Antiseptic scrub
- Disposable latex gloves
- Duct tape (for bandaging the bottom of hooves)
- Fly spray (NO withdrawal!)
- Epsom salt (for soaking hooves)
- Flashlight with extra batteries
- Gauze dressing pads
- Lubricant for thermometer
- Oral syringe (meds by mouth)
- Pocket knife/hoof pick
- Rectal thermometer
- Roll gauze
- Safety scissors
- Self-stick elastic bandage, vetrap
- Sterile saline solution
- Syringe (without needle for flushing wounds)
- Wire cutters
- Wound ointment/spray- ex. Neosporin Vetricyn (NO withdrawal!, NOT BLUE COAT, NEVER BLUE COAT!!!)

# PAYDAY

~WHEN? ABOUT NOVEMBER

**Checks cannot be issued to youth until buyers have paid. This is nothing new so please understand.**

By being able to take Visa, Master Card, and Discover the night of the sale we hope to cut down on time

*The SWJLS committee has to keep a good balance between collecting payments and harassing buyers; which could result in lost buyers in future years.*

# **PAYDAY**

## **~WHEN? ABOUT NOVEMBER**

**Checks from buyer need to be made out to SWJLS NOT to individual kids, we can't add buyers to our sponsor/support list if the money doesn't come through the committee!**

**Money is NOT tax deductible if money doesn't come through the committee**

# Individual Species / Project Information



# SWINE

Should be born after  
February 1, 2019

Required weight: (225 - 300 Pounds)

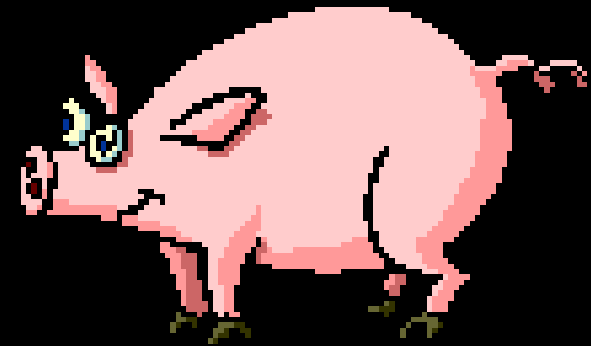
Purebred or crossbred ~ gilts or barrows

Grain fed - no slop

Care & feeding

- Clean bedding / shade
- **DO NOT SLICK SHAVE!**
- Deworm regularly
- Treat for lice before haul-in, check withdrawal time!

**MAX. WEIGHT AT PRE-WEIGH IN 175 LBS.**

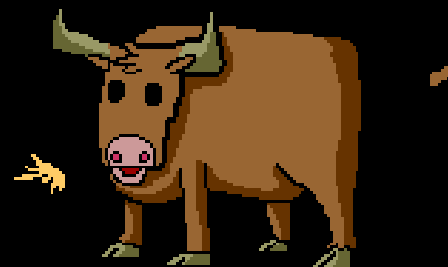


# STEERS

**Desirable age at fair: 14 - 20 Mo.**

**Required weight:**

**1050 - 1550 Lbs**



**Beef breeds only**

- **dehorned / polled / scurs OK**

***Haul Slips/ Brand Release- Presented at haul in***

# STEERS

## Care & feeding

- Clean bedding / drylot (no pasture)
- 150 days on grain– 3,000 lbs/ grain
- Halter-broke / trained
- Dewormed (prior to sale, check withdrawal time!)

**MAX. WEIGHT AT PRE-WEIGH IN 1150 LBS.**



**USDA Quality Grade: Select or better in order to sell.**

# LAMBS

## SELECTION AND PRE-FAIR

- \*BORN AFTER JANUARY 1, 2019
- \*EWES OR WETHERS
- \*TAILS DOCKED / CASTRATE PRIOR TO 8 WEEKS OF AGE
- \*SHEAR ONE WEEK PRIOR TO PRE WEIGH-IN AND TAGGING
- \*EWES MUST HAVE SCRAPIE TAGS (DO NOT REMOVE)
- \*MAX. WEIGHT AT PRE-WEIGH IN 110 LBS.



# LAMBS (CONTINUED)

## CARE & FEEDING

- \*GRAIN FED- HIGH QUALITY FEED 17-20% PROTEIN
- \*ALFALFA, SOFTBALL SIZE SERVING AT EACH FEEDING
- \*CLEAN BEDDING (SUGGEST SHAVINGS)/DRYLOT NO PASTURE
- \*CLEAN FRESH WATER AVAILABLE 24/7
- \*EXERCISE AS NEEDED
- \*DEWORM REGULARLY



# LAMBS (CONTINUED)

## FINISH STRONG

- \*FINAL WEIGH-IN, Monday haul-in day
- \*SHORN 1 WEEK PRIOR TO WEIGH-IN
- \*MIN. & MAX. WEIGHT 95 - 160 LBS.
- \*TURN IN HEALTH PAPERS AT SCALE
- \* BLUE OR RED FOR TYPE IN ORDER TO SELL!

# GOATS

**Born after December 1, 2018**

**Required weight: (70 - 130 pounds)**

**Breed: Must be 75% or more of a recognized meat breed** (starting 2017- Boer, Kiko, or Savannah)

**Does or wethers**

- wethers castrated prior to 8 weeks of age

**Care & feeding**

- Grain fed
- Clean bedding / drylot (no pasture)
- Scrapie tags (does)/tattoos required

**MAX. WEIGHT AT PRE-WEIGH IN  
90 LBS.**



# RABBITS

- Pen of 3
- Should be quality meat breed
- Required weight: (4 - 6.5 Pounds)
- Desirable age 8-12 weeks- for breeding date, count from Tues. of fair week (final weigh-in)
- Kindle date not before May 1<sup>st</sup>



# POULTRY-- FRYERS

## Pen of 4

- Required weight: (5 - 8.5 pounds each)
- Needs to be meat type breed (Cornish Cross recommended)
- Hatch date should be the first week of July, give or take a week.



# POULTRY --DUCKS

- **Pen of 3**
- **Required weight: (5.5 - 8.5 pounds)**
- **Desirable age is 8 - 11 weeks**
- **Needs to be commercial meat type breed (Commercial/ Jumbo/Hybrid Pekin only)**
- **Hatch date between June 1 - June 15th**

# POULTRY-- GEESE

- **One animal**
- **Required weight: (10 - 18 pounds)**
- **Desirable age of goose or gander is 6 - 9 months**
- **Hatch date between Dec. 15 - Feb 15th**

# POULTRY-- TURKEY

## One animal

- Required weight: (15 - 35 pounds)
- Desirable age of hens is 14 weeks
- Desirable age of toms is 18 weeks
- Hatch date between April 10- May 10<sup>th</sup>





**Southwest Washington  
Junior Livestock Sale  
Committee  
point of contact:**

**SWJLS**

**PO Box 1635**

**Chehalis, WA 98532**

**e-mail: [swjuniorlivestock@outlook.com](mailto:swjuniorlivestock@outlook.com)**

## WHAT IF I MISSED THE 2019 MANDATORY EDUCATIONAL PRESENTATION?

- 1) You will need to submit a letter to the Sale Committee stating your reason for requesting excusal. This must be completed before the next scheduled meeting (July 1<sup>st</sup>, 2019)
- 2) Print (only) this slide and the following one and sign below acknowledging that you have read through the entire presentation and answered the questions on the next slide for your species. The signed copy of this page, and the questions page should be submitted with your letter.

**Mail to:**  
**SWJLS**  
**P.O. Box 1635**  
**Chehalis, WA 98532**

I \_\_\_\_\_, (print name) have read through the complete power point presentation. The species I am selling this year is

\_\_\_\_\_.

Youth Signature: \_\_\_\_\_

Parent/Guardian/Advisor signature: \_\_\_\_\_

## SPECIES QUESTIONS FOR MISSED PRESENTATION:

I \_\_\_\_\_, (print name) Plan

to sell a \_\_\_\_\_ (species) this year (if selling a large and small animal or pen please list additional here \_\_\_\_\_.)

- 1) For my species, I have an Animal Health Record? \_\_\_\_\_ yes  
\_\_\_\_\_ no, but I know where to find it \_\_\_\_\_ no
- 2) The pre-weigh and tag date for my species is or was \_\_\_\_\_.
- 3) I will make my animal entry for fair using the \_\_\_\_\_ program.
- 4) The fair haul-in date and time for my species is \_\_\_\_\_.
- 5) The weight range for my species to sell is \_\_\_\_\_ pounds.
- 6) A marketing method I plan to use for my animal is \_\_\_\_\_.
- 7) What are 3 signs that your animal is acting/behaving normally? A) \_\_\_\_\_  
B) \_\_\_\_\_ C) \_\_\_\_\_
- 8) About what month will you receive your market sale check? \_\_\_\_\_