

## **General Sales**

*Superintendents – Jennifer Herbst, Madelyn Harrison and David Rafalski*

The purpose of the General Sales Department is to oversee and coordinate the sale of projects shown at the Brazoria County Fair. This includes the Junior Livestock, Commercial Heifer, Ag Mechanics and Student Art Auctions as well as the Freezer Sale.

1. All participants must comply with the Brazoria County Fair Association General Rules and Regulations.
2. All exhibitors who will be exhibiting projects with an intent to make a sale are requested to attend an informational meeting on Tuesday, October 8, 2024 at 7pm in the Fairgrounds auditorium. This meeting will cover expectations as well as serve as a Q&A session for exhibitors, exhibitor parents, and/or 4-H/FFA advisors.
3. Each exhibitor will be required to submit an acknowledgement of the current auction rules, the General Sales General rules, the Brazoria County Fair Association General Rules and Regulations and the General Livestock Rules (General Livestock Rules do not apply to Student Art exhibitors) SIGNED by both the exhibitor and the exhibitor's parent/guardian (parent/guardian signature not required for exhibitors 18 and over). Each exhibitor will need to have a SIGNED copy of this acknowledgement on file with the General Sales office to receive their back number and/or participate in their respective auction.
4. Terms of Sale: Payment is due at conclusion of Auction. Cash, Check or Major Credit Card will be accepted. All credit card transactions will be subject to a 3% convenience fee. Credit may be extended to previous buyers or to those who make arrangement with the Fair Office prior to the auction. With prior approval, the buyer will be sent an invoice, which will be due and payable upon receipt. Any invoice not paid within 45 days from date of invoice, will be subject to a recurring monthly 2.5% interest charge.
5. Exhibitors must be present and participate at the auction to sell their items. In the event of a death in the immediate family or illness verified by a doctor, participation in a Texas Education Agency sanctioned activity or scholastic ineligibility, special permission to allow another person to sell for the owner may be granted by the General Sales Superintendents. All substitutions MUST have a substitution form completely filled out and submitted to the General Sales Committee no later than two hours prior to subject auction. Except for the Art Auction, the substitute seller must be a family member or a member of the same 4-H Club or FFA. The substitute must also meet all requirements as a junior exhibitor in the Brazoria County Fair. These are the only circumstances permissible for excusing the owner's attendance and/or participation at the auction.
6. Any injured, sick, or defective animal may be removed from the sales by show officials.
7. Exhibitors are prohibited from making substitution of item sold. The item that qualified in the show must be the item that sells and is delivered to the buyer/packer or floor

company. An exhibitor whose animal dies after qualifying for sale will retain their position in the sale order. The lot will be sold as a “Hard Luck” sale.

8. Only those items the Fair has awarded the exhibitor (banners, buckles, trophies, etc.) for the sale lot may be displayed during the auction. No gifts shall be presented for potential buyers. Gifts can be given to buyers at time of project delivery and such gifts cannot contain alcohol.
9. All exhibitors must deliver or make arrangements for delivery of items sold within seven (7) days after the close of the fair. If there is a delivery delay, written notification of the delay and delivery arrangements must be received in the Fair Office within 24 hours of the deadline. All animals and or projects must be removed from the County Fairgrounds by 11am and exhibitor must contact buyer to make delivery arrangements on the last Sunday of the Brazoria County Fair.
10. Unless written approval is given by the General Sales Superintendent(s), consequences for failure to comply with the Delivery Rules within seven (7) days will be loss of 50% of net sale proceeds. Should delivery not occur within fourteen (14) days of deadline, Exhibitor will forfeit ALL net proceeds and be disqualified from any BCFA activities where the result pertains to an auction for the following year.
11. BCFA Resale Policy: If an auction lot is donated back to BCFA for resale, the Association will retain 100% of the proceeds from the resale for the BCFA Scholarship Fund. The seller and or donor are not entitled to any of the proceeds from any resale. The exhibitor will receive the proceeds from the initial sale, minus a 5% sale fee and any additional applicable fees. The owner of the lot will be the last buyer that DOES NOT resale it.
12. Unlimited Add-On monies will be allowed on lots sold. BCFA will not invoice any amounts below \$100.00 due to the cost of billing. A signed and completed Add-on form for each different auction must be received along with cash or check, if below \$100, in the Fair Office no later than 4pm on October 25, 2024.
13. The Fair Association will do all purchase billing and collection on all Auction Items, and then pay sellers (at the Association’s discretion). A 5% sale fee will be deducted from seller’s check. If species organization has passed “Check-Off” for research and promotion, that fee will also be deducted from the seller’s check.
14. If a buyer has indicated they will pick up the project at the fairgrounds on the last Sunday, it is still the seller’s responsibility to pick up their disposition papers and have them signed by the buyer prior to the buyer taking the project from the fairgrounds.
15. Where applicable all hauling, buyer pictures, art framing, and any other fees associated with production of the auction may be deducted from each exhibitor check.

16. Any Exhibitor check not deposited within 90 days of issuance will be voided. 100% of proceeds will be placed in the BCFA General Fund. Exhibitor, parents and/or guardian will forfeit their right to proceeds. No sponsorship or in-kind recognition will be given.
17. If after slaughter, any animal has been found to be tampered with or altered, the Exhibitor will not receive any auction sale or add-on monies. With buyer approval, those funds will be donated to the BCFA Scholarship fund. Also, the Exhibitor will be disqualified indefinitely from the Brazoria County Fair and will forever forfeit the right to apply for any BCFA scholarships.
18. The BCFA Executive Board reserves the right to change, alter, amend and/or delete all rules and decisions without prior notice.

**In any Brazoria County Fair Association Auction or Sale, the Brazoria County Fair Association acts as a commissioned broker only. BCFA makes no representations, guarantees, or warranties of merchantability or fitness for a particular purpose.**