42nd District Agricultural Association

Glenn County Fair

Request for Competitive Bid

Junior Livestock Auction Services

Bid Deadline: November 10, 2026
Auction Date: Saturday, May 22, 2027
Location: Glenn County Fairgrounds, Orland, California

1. Invitation to Submit Bid

The 42nd District Agricultural Association (42nd DAA), Glenn County Fair, is seeking bids from qualified professional auction companies to provide auctioneering services for the annual Glenn County Fair Junior Livestock Auction.

The Glenn County Fair Junior Livestock Auction is a significant community event that supports local youth involved in 4-H, FFA, and independent livestock projects.

We are seeking an experienced, professional auction team capable of conducting an organized, engaging, and efficient auction while maintaining a positive experience for exhibitors, buyers, and spectators.

2. Scope of Services

The selected auction company shall provide the following services:

Auctioneers

- A minimum of two (2) experienced professional livestock auctioneers.
- Auctioneers must have demonstrated experience conducting junior livestock or comparable agricultural auctions.
- Auctioneers must be able to maintain an appropriate auction pace while ensuring accurate bid recognition and a positive buyer experience.
- The 2026 Junior Livestock Auction had a total of 490 lots for reference.

Ring men/Spotters

- Provide sufficient experienced ring men/spotters to effectively cover the designated buyer seating and bidding areas.
- Spotters must be knowledgeable in bid recognition, communicate effectively with auctioneers, and maintain professionalism throughout the auction.
- Bidders must identify the number of spotters included in the quoted price. Required to provide a minimum of 4. Glenn County Fair will not be responsible for providing ring men/spotters.

Auction Operations

- Coordinate with Fair management and the Junior Livestock Committee regarding auction procedures and scheduling.
- Arrive sufficiently early to review the auction layout, equipment, and procedures.
- Work cooperatively with Fair staff, volunteers, and auction personnel.
- Maintain an efficient auction pace without compromising bid accuracy or exhibitor recognition.
- Remain on-site until all assigned auctioneering duties are completed.

3. Qualifications and Experience

Interested companies shall provide:

1. Company name, contact information, and years in business.
2. Experience conducting Junior livestock auctions, including approximate number of lots handled.
3. Names and qualifications of the proposed auctioneers.
4. Number of ring men/spotters to be provided and their relevant experience.
5. At least three references from fairs, livestock auctions, or comparable events.
6. Description of the company's approach to maintaining auction efficiency, bidder engagement, and bid accuracy.

4. Pricing

Bid shall include a complete breakdown of all costs associated with providing auction services, including:

- Auctioneer fees.
- Ring men/spotter fees.
- Any additional fees or expenses.

The bid must identify a total not-to-exceed cost for all services.

Any additional expenses must be approved in writing by Fair management prior to being incurred.

5. Bid Evaluation

Bid may be evaluated based on the following considerations:

- Experience with junior livestock auctions.
- Qualifications of proposed auctioneers and spotters.
- Ability to provide adequate staffing.
- References and past performance.
- Overall cost and value.
- Ability to meet the needs and expectations of the Glenn County Fair.

The 42nd DAA reserves the right to reject any or all bis, request additional information, and select the bid determined to be in the best interest of the Association, subject to applicable state contracting requirements.

6. Submission Instructions

Bids must be received via email at ceo@glenncountyfair.org or delivered to the Fair Office at 221 E Yolo St, Orland, CA 95963.

Please submit bid to:

Glenn County Fair
Attn: Kathy Bartels
P.O. Box 667
Orland, CA 95963
Email: ceo@glenncountyfair.org
Phone: (530) 865-1168

Subject Line: 2027 Junior Livestock Auction Services Bid

7. Additional Information

The bid will be reviewed by the CEO and presented to the Junior Livestock Committee in January at the Junior Livestock Committee meeting where they will elevate and vote on bids based on criteria outlined in this document.

The Glenn County Fair will provide information regarding auction scheduling, sale procedures, and other relevant operational details prior to the event.

The selected company will be required to enter into a written agreement with the 42nd District Agricultural Association prior to providing services.