



# 2023 MARKET AUCTION HANDBOOK



**FLORIDA COAST  
EQUIPMENT**



*Belle Glade*



**PERFORMANCE**  
AUTO & TRUCK PARTS



PRESENTS



**south florida**  
**FAIR**  
*Market*  
ANIMAL AUCTION

# LIVESTOCK AUCTION

## (HOW THE SOUTH FLORIDA FAIR'S YOUTH MARKET LIVESTOCK AUCTION WORKS)

The highlight of the market program for the youth participants at the South Florida Fair is the Youth Market Livestock Auction on the first Saturday of the Fair. Countless hours have been spent feeding, training, conditioning, and grooming for this event. The ultimate reward of rearing any livestock is the price garnered at the market. The Fair's auction is the market for our youth exhibitors participating in the program. All the animals crossing the auction block are raised with the utmost care and attention.

The success of the auction is determined not only by exhibitors, but by the participation and enthusiasm of the supporters purchasing animals. The South Florida Fair always welcomes new bidders to support our youth exhibitors. Purchasing an animal through the Fair is a win-win for the exhibitor and the supporters. Market Program participants learn life and business skills, and the purchaser benefits from excellent cuts of meat, or fresh eggs.

The following summary, followed by some Frequently Asked Questions, provides insight to help new buyers get started.

### PREPARING FOR THE YOUTH MARKET LIVESTOCK AUCTION

- Youth exhibitors between the ages of 5 to 18 years old, can participate in the Market Livestock Program at the South Florida Fair.
- All exhibitors must follow rules and guidelines outlined in the South Florida Fair Premium Book.
- All participants aged 8 to 18 years old have completed the Youth Ethics Workshop within the last three years.
- Upon arrival to the Fair, all animals are inspected by State Agriculture Inspectors and/or veterinarians.
- All large animals have the South Florida Fair's official ear tag and have met the required weight standards.
- All participants have completed a Market Record Book focusing on their project experiences and costs.

Youth market exhibitors make an initial cash investment in their market project animals. They work hard over many months to shelter, feed, train, and care for their investment, while learning essential business and marketing skills, in addition to their husbandry responsibilities.





## HOW DOES THE AUCTION WORK?

The auction is held on the first Saturday afternoon of the South Florida Fair. If this is your first-time bidding at the Fair, please complete a registration form and receive a bidder's packet at the Agriplex auction entrance. In the packet is a paddle with your buyer number, along with the list of sale animals. The list consists of: the animal (lot) number, seller's name, show placing and final weight. As the large animals are brought out into the ring, the auctioneer will announce the price of the animal per head. All poultry projects will be sold in groups of three.

To bid on an animal on-site, hold up your paddle until one of the auctioneers recognizes your bid. If you are the winning bidder, keep track of the animal number and price. At the checkout table, buyers are given a card for each animal purchased. On the large animal card, designate what you intend to do with the animal:

- Have it processed and pick up your meat at the South Florida Fair;
- Donate it to your favorite charity (processing fees may apply); or
- Rail it. This choice is explained in the FAQ section.

## THE DAY OF THE AUCTION

Plan to arrive early as there is a luncheon before the auction for last year's buyers. Those who purchased an animal the previous year will receive entry tickets, luncheon tickets and a parking pass in the mail, compliments of the Fair. For our prospective buyers, the South Florida Fair provides tickets to the auction and a complimentary parking pass in our designated buyers' lot. Prospective bidders are welcome to enjoy lunch, and those that would like to attend can purchase a ticket at the door.

The Market Auction Luncheon runs from 11:30 a.m. - 1 p.m. the first animal going across the auction block at 1 p.m. Market steers lead off the auction, followed by poultry, and finishing with market hogs. Seating for buyers is available on the auction floor.



# FAQS

## (FREQUENTLY ASKED QUESTIONS)

### **WHAT IS THE AUCTIONEER SAYING?**

The auctioneer announces the price of the animal per head. Poultry will be auctioned off in groups of three for the purchase price.

### **WHEN AND HOW DO I PAY?**

Payment is due at the auction by cash, credit card, or check. Attendants at the cashier's table are available to take your payment and explain your purchase to you.

### **WHAT DOES 'LOT' MEAN?**

During the fair, the animals will be judged against each other and ranked in order of conformation. The closer the animal conforms to ideal standards, the higher the ranking, and in turn the lower the lot number. The top two animals in each of the species are Grand Champion and Reserve Champion. They are given the lowest lot numbers.

### **IS THERE A DIFFERENCE IN THE FIRST PLACE AND LAST PLACE ANIMAL?**

All of the animals sold are of excellent quality – each being raised with the utmost care and attention.

### **HOW DO I GET THE PROCESSED MEAT HOME?**

This is a terminal market show, so all large animals are processed for meat. Buyers will be notified when the processed meat is ready for pickup at the South Florida Fairgrounds, usually two to three weeks following the Fair. Poultry buyers have the option of taking their birds following the auction, or pick them up the next day. Transport cages will be provided by the exhibitors.

### **WHERE DOES THE MONEY GO?**

The purchase amount, minus 5 percent, goes back to the youth who raised the project. The money is normally used to purchase next year's project animal, as well as pay future costs. The 5 percent pays for auction and operational expenses and advertising.

### **IS THERE A DIFFERENCE IN TASTE?**

There is typically a significant difference between the meat sold at the auction versus cuts purchased in a store. Due to the animal's high-quality diet and care, the meat is often much richer and more flavorful. The same can be said for the eggs of the poultry layers.

## **I DON'T KNOW ANYTHING ABOUT 'TYPES OF CUTS'?**

Once the animal is purchased, the buyer chooses the meat cuts. If buyers need additional assistance, the processor can advise on how to "process" it. Contact the processor by Monday following the auction to get options.

## **I WANT BEEF OR PORK, BUT I CAN'T AFFORD A WHOLE ONE**

Often, two or more families join together to purchase one animal. Talk to the processor on how to have the meat divided evenly.

## **IS THE COST OF PROCESSING THE MEAT INCLUDED IN THE AUCTION?**

No, the processing costs are separate. It's best to contact the processor directly for costs.

## **WHAT PERCENT OF THE ANIMAL IS ACTUAL MEAT?**

Approximately 62 percent of a steer, 74 percent of a hog:

- A 1250 pound steer yields approximately 775 pounds of meat
- A 250 pound hog yields approximately 186 pounds of meat

## **WHAT WOULD THIS MEAT COST IN A GROCERY STORE?**

Once the animal is processed, if the same cuts of meat are purchased in a grocery, expect to pay:

- The 775 pounds from a steer would average about \$7.50/pound
- The 250 pounds from a hog would average close to \$5.75/pound

## **CAN A COMPANY OR BUSINESS PURCHASE AN ANIMAL?**

Absolutely! Each year, farms, financial institutions, construction companies, grocery stores, insurance companies, home builders, and realtors purchase animals at the auction. We welcome and encourage everyone to participate.

## **WHAT DOES A COMPANY DO WITH THE ANIMALS?**

Companies have many options once the animal is purchased, including but are not limited to:

- Use the processed meat as a bonus for the company employees;
- Have the meat processed and sent to a caterer for a company picnic;
- Have the meat processed and sent to a charitable organization (i.e., women's shelter, food bank).

## **IS IT TAX DEDUCTIBLE?**

In most cases there are tax advantages, but everyone's situation is different. Consult your tax advisor.

## I DIDN'T WIN ANY BIDS, BUT I STILL WANT TO PURCHASE - WHAT CAN I DO?

After the auction, talk with a sale committee member to see if other animals are available at an upcoming auction. Often, youth market exhibitors have two or more animals to show at other nearby fairs, but can only enter one of that particular species in the auction. These additional animals are often available within a few weeks following the South Florida Fair.

## I WANT TO CONTRIBUTE, BUT I DON'T WANT THE MEAT

A few suggestions are:

- Have the meat processed and sent to a charitable organization (i.e., women's shelter, food bank);
- Indicate the animal is to go to "Rail"; or
- Add-on monies to be paid to the exhibitor(s)

## WHAT IS 'RAIL?'

When a buyer doesn't want the meat and doesn't want to have it processed for donation, they can "rail" the meat, meaning the processor buys it at a pre-determined price per pound. The rail price per pound is subtracted from what the buyer pays, i.e.:

- 1000 pound steer bids up to and sells for \$8000.00
- Set rail price for steers is \$1.38 per pound = \$1380.00

Buyer pays: \$6,620.00

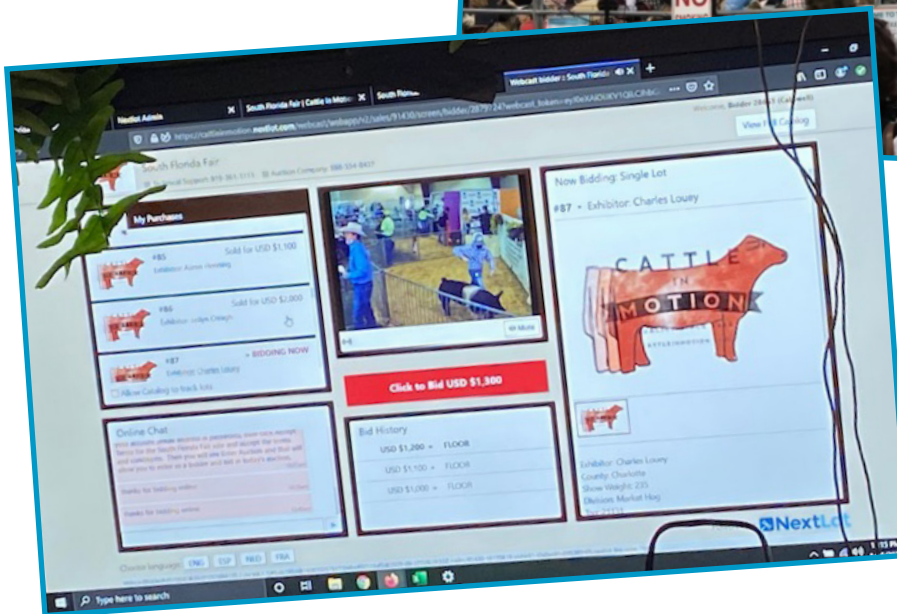
Processor pays: \$1,380.00

Total: \$8,000.00

For more information about the auction, or to register as a bidder, please email the Fair's Agriculture and Livestock Department at [paige@southfloridafair.com](mailto:paige@southfloridafair.com).







# THANK YOU TO OUR 2022 AUCTION BUYERS AND SUPPORTERS!



Alderman Farms • Allied Welding • American Concrete Industries  
Area 1 Racing • Barnes Family Trust • Big Lake Planting Inc. • Hugh Branch  
Helen Buster • C&L Ranch • Caloosa Transport • ChosenAG • Classic Turf  
Clyde Johnson Roofing • D&L Trucking • Eastgate Farms • Elberta Crate  
Everglades Equipment Group • Fast Break Bait & Tackle • First Bank  
Florida Rice Growers • Roger Gates • Georgia Crate • Glades Gas & Electric  
William G. Guerry • GVI Sod • H.E. Hill Foundation • Helena Chemical  
Robert Higgonbotham • Hilliard Brothers of FL • Hyde Family  
Integrete Construction • J5 Farm • JM Custom Woodworking • JMA Electric  
King Ranch • Kirby Ag Service • Lake Welding Supplies • Lindsay Sapp Memorial  
Lodge Box Developments • McNeill Labor Mgmt • Nick Miller • Chris Mills  
Moss Transportation • NutrientAG • Oakley Transport • Mike Patrick  
Patty Valdes LLC • Pearl Mae Foundation • Performance NAPA • Phoenix Land Services  
Michael Pledger • POTTSCO • Precision Land Management • Publix  
R. Pontana Produce • Red Barn • Renegade Rental Properties • Seminole Brighton  
Seminole Tribe • South Central Florida Express • South Florida Fair  
Southern Auction Company • Spurlock Adventures • John Stamm  
Square One Land Service Inc. • Tire Zone Certified Tires • TKM Bengard  
Tri-est Fumigation • Tropical Land Design • U.S. Sugar  
W & W Lumber • Wedgworth Farms • Wipe Out Pest Control

**SOUTH FLORIDA FAIR & PALM BEACH COUNTY EXPOSITIONS, INC.**  
9067 SOUTHERN BLVD., WEST PALM BEACH, FL 33411  
PHONE: 561.793.0333 | FAX: 561.790.5246  
SOUTHFLORIDAFAIR.COM