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 1st, 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.

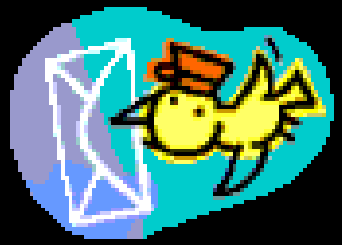
Southwest Washington 4-H and FFA Junior Livestock Sale

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

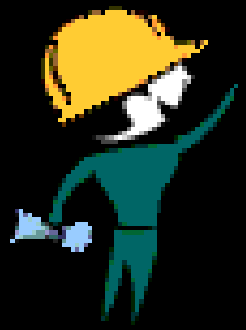
Vice-Chairman: John Ball

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" <u>was DUE with Intent to sell</u>
- Fair Entries done through "ShoWorks" is due by July 18th
  - 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 23rd, 9-11AM
- Swine/Lambs/Goats- Saturday, June 1st
  - Swine – 8 AM- Noon
  - Lambs/Goats – 10-11 AM

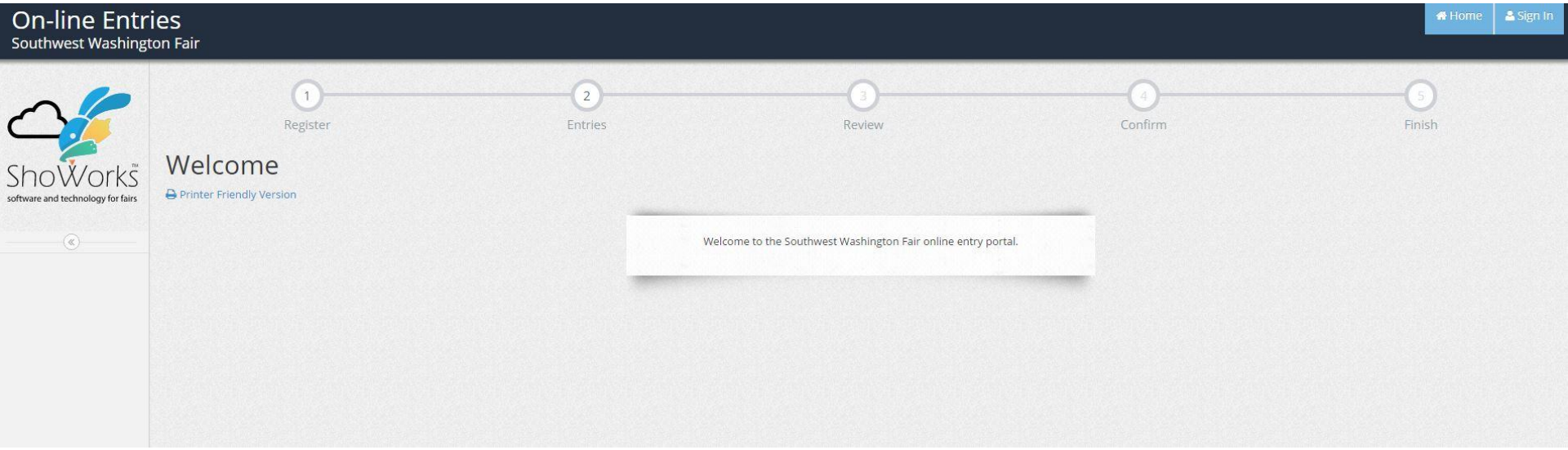
- Entries DUE- July 18th
  - ShoWorks- on-line fair entry program, all entries will be through this program, please see the screen shots, next group of slides, of what these will look like when you get on to fill out your entries
  - Tickets – admission passes/wrist bands will be given for animals that make weight

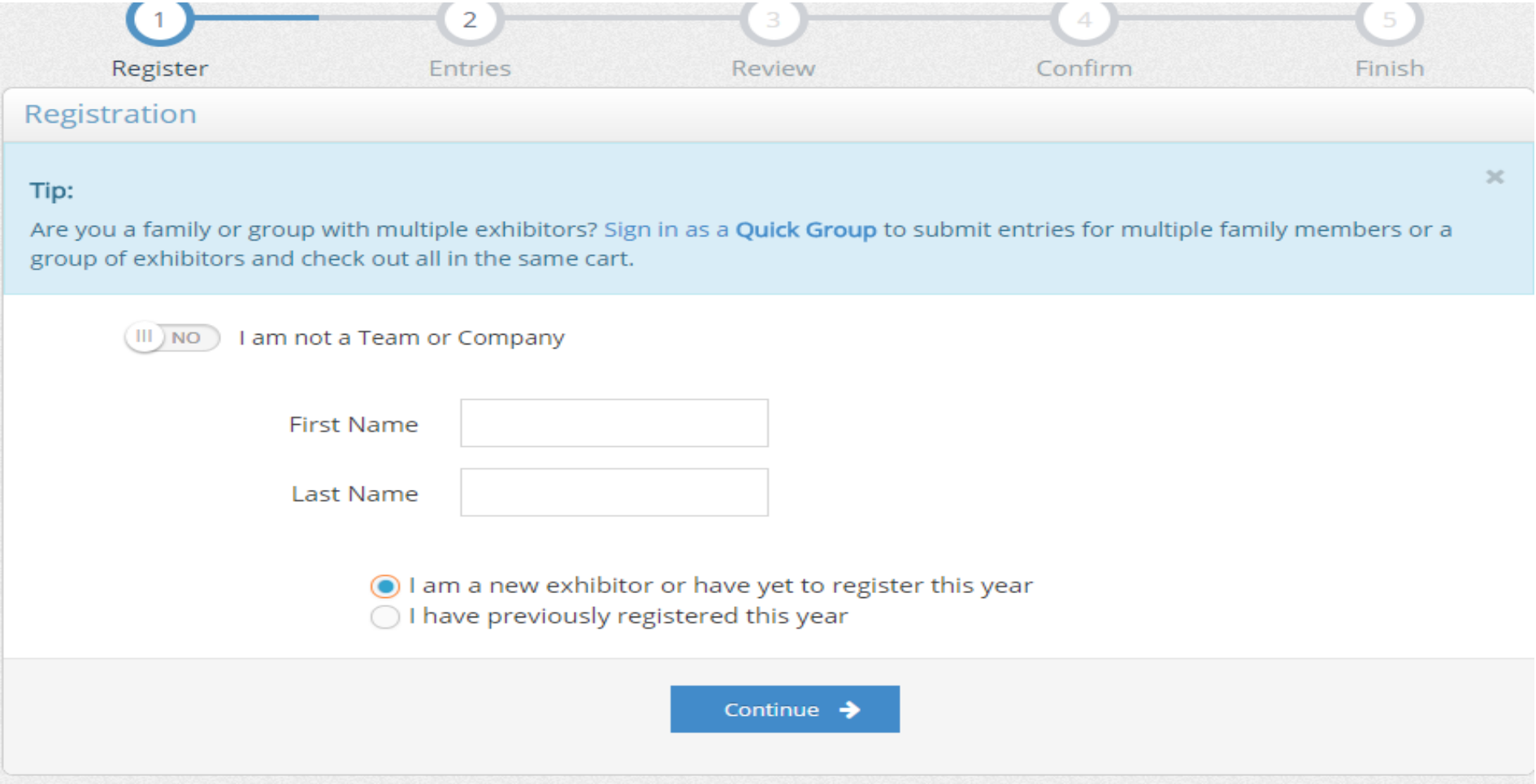
Fair Exhibitor Registration

2019 Southwest Washington Fair

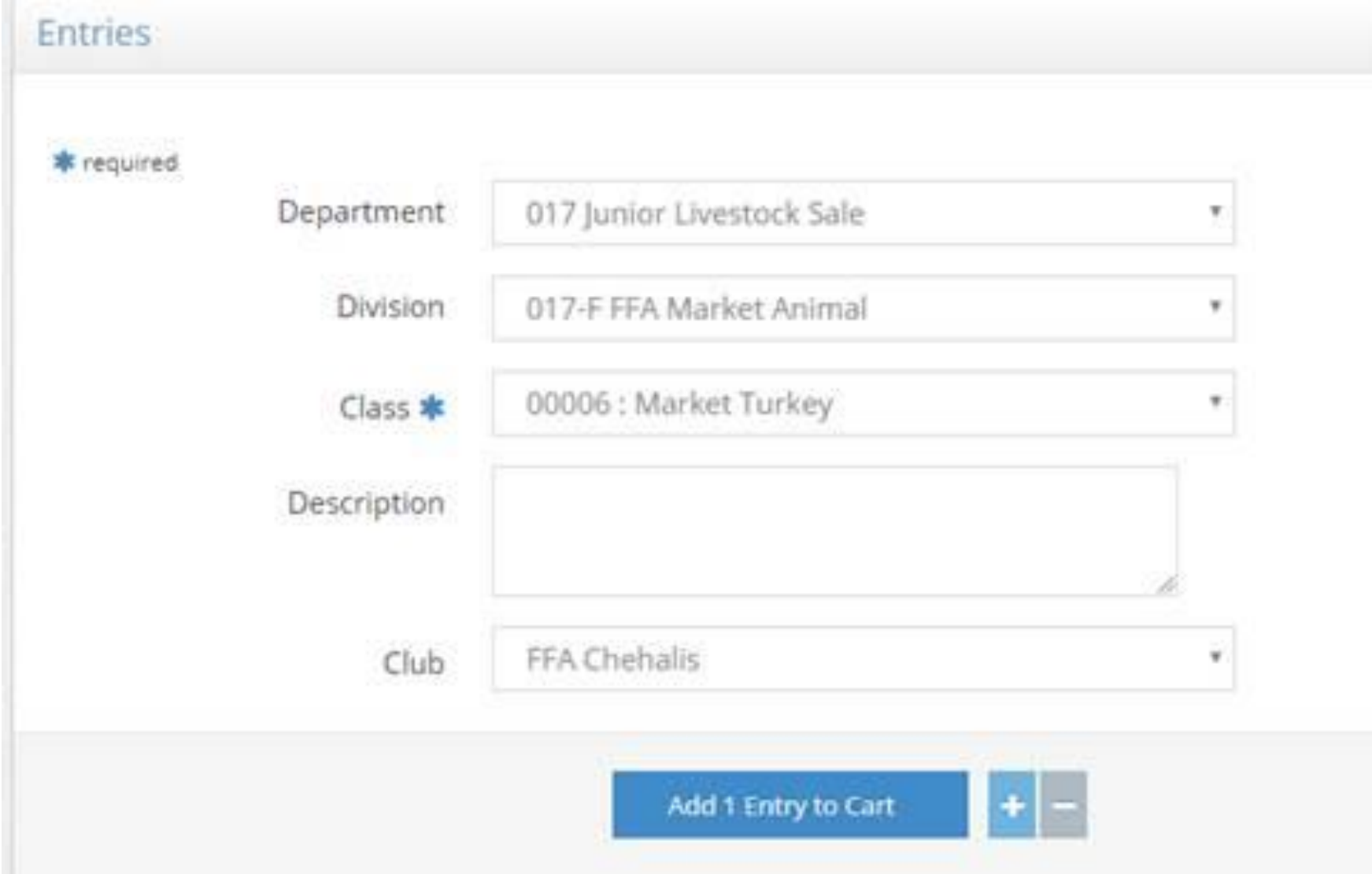
“Happy as a Hen, Come Celebrate 110”

ShoWorks – Online Registration

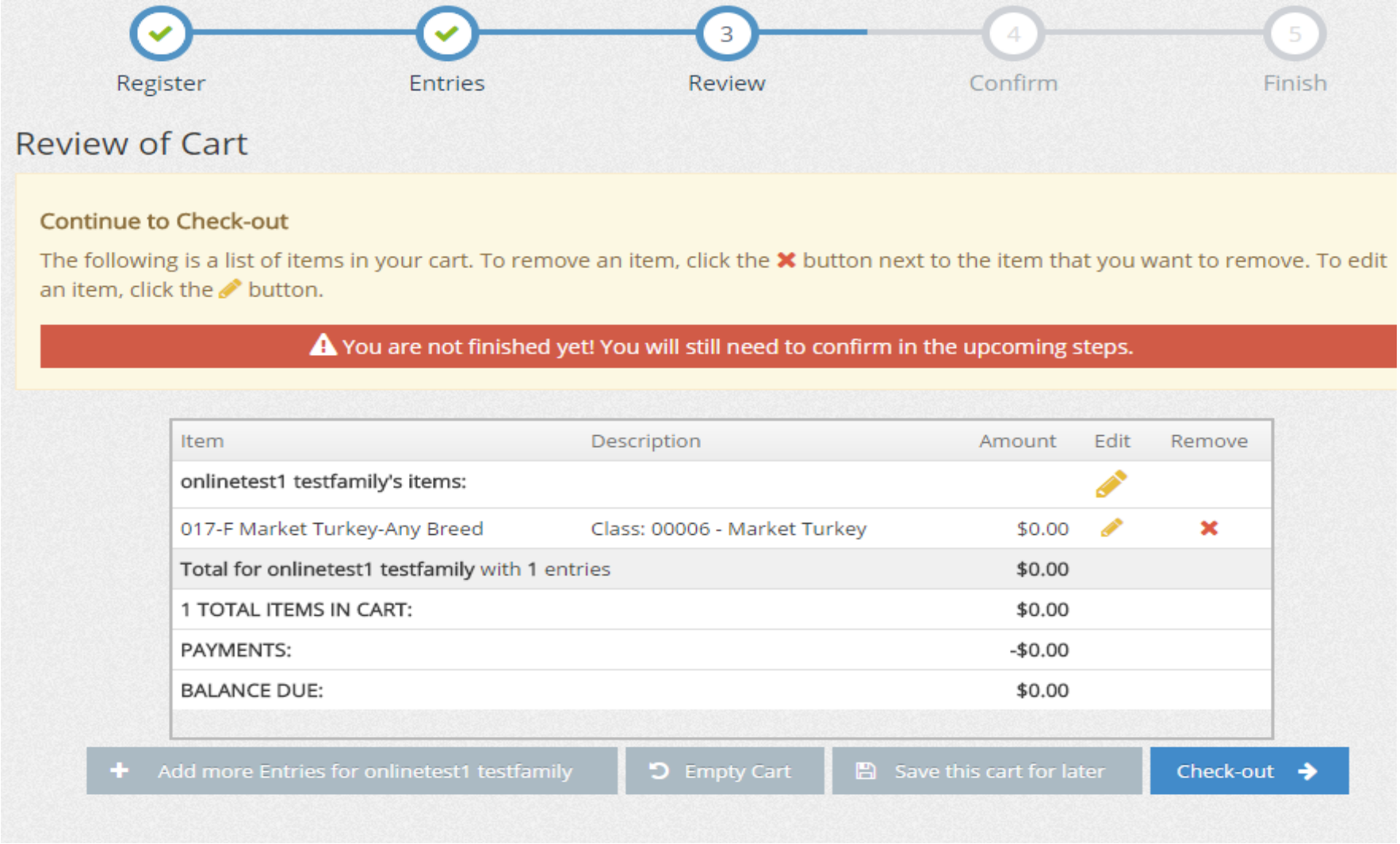




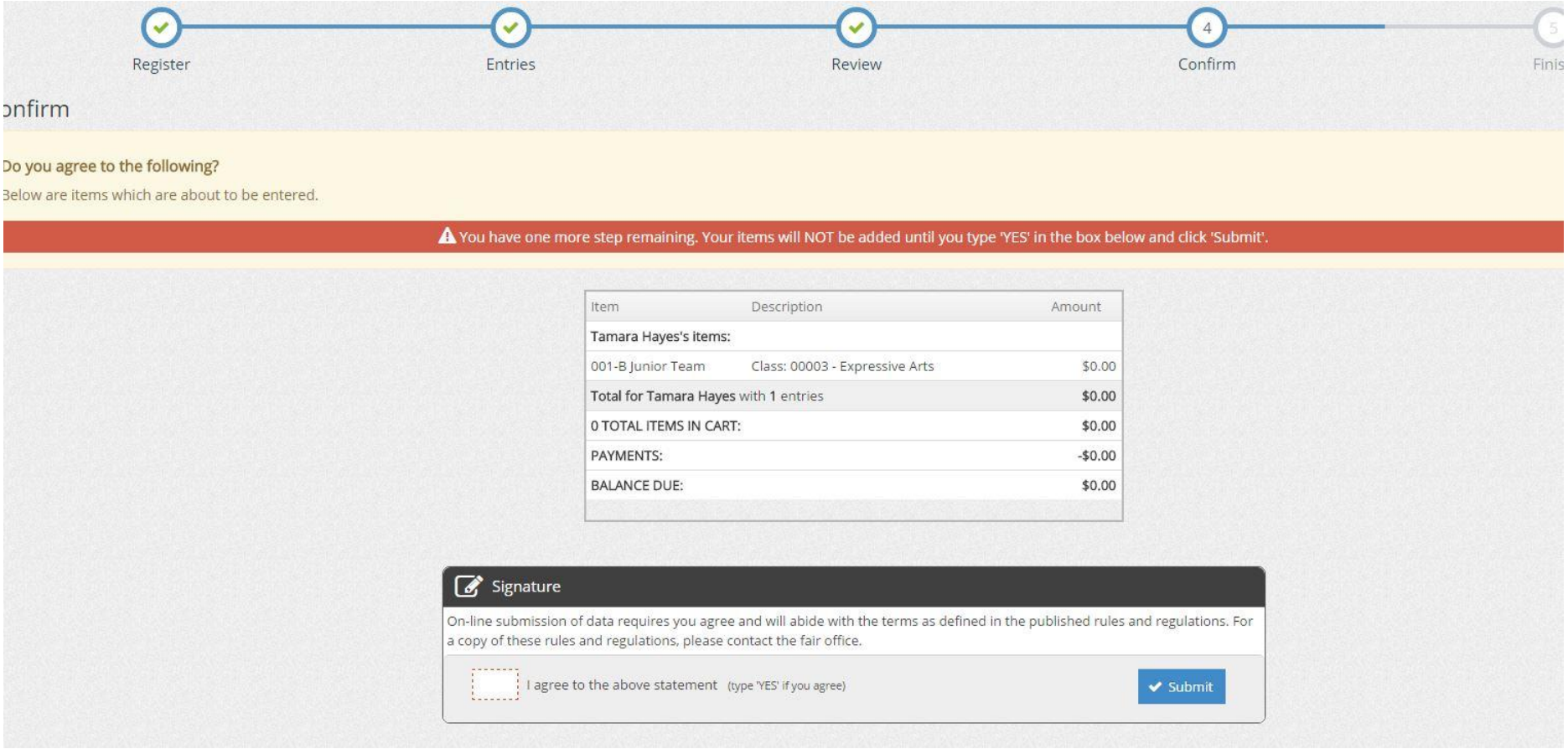
Register and follow the 5 easy steps to show at the fair – Step 1 - create an account, must do this each year as they are cleared after each fair.



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.



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



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: mary.openshaw@lewiscounty

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-8136113926397
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

Southwest Washington Fair

On-line Entries Receipt Summary

10 TOTAL ITEMS IN CART:	$0.00
PAYMENTS:	-$0.00
BALANCE DUE:	$0.00
CONFIRMATION ID:	southwest-8136113926397

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 11th, 9AM-7PM
  - Beef Monday August 12th, by Noon
  - Lambs & Goats August 12th, by 3PM
  - Poultry August 12th, Noon-6PM
  - Rabbits August 12th, 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

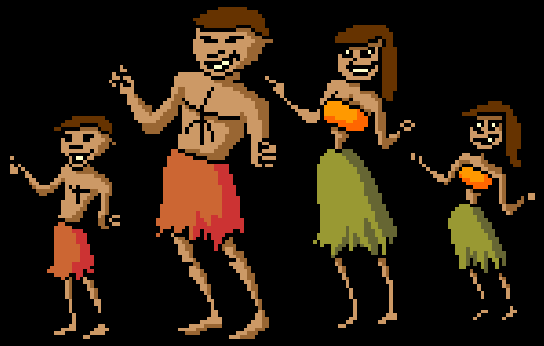
- Fryers 5 - 8.5 Lbs. each (Pen of 4)
- Turkey 15 - 35 Lbs. (One animal)
- Rabbit 4 - 6.5 Lbs. each (Pen of 3)
- Geese 10 - 18 Lbs. (One animal)
- Ducks 5.5 - 8.5 Lbs. each (Pen of 3)

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 -**

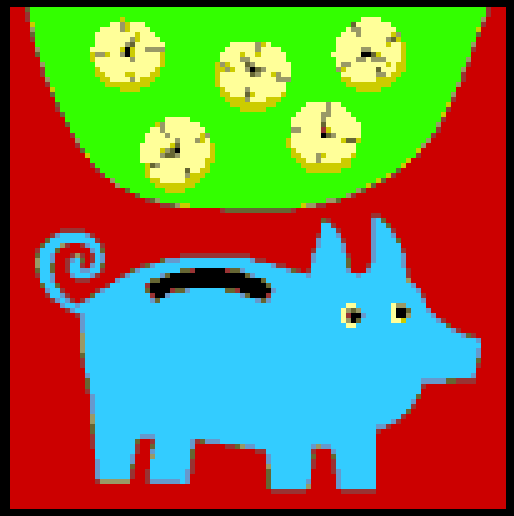
one brochure per youth, tonight please

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

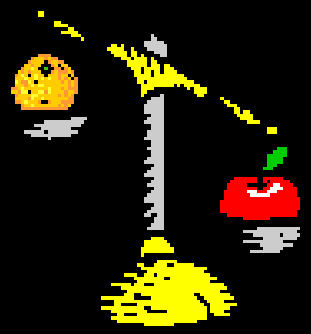
AUCTION RULES--
SEE MEMORANDUM FOR COMPLETE LISTING

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

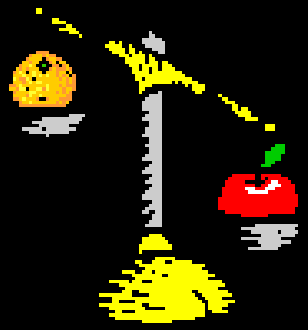


AUCTION RULES

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

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

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 1st 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

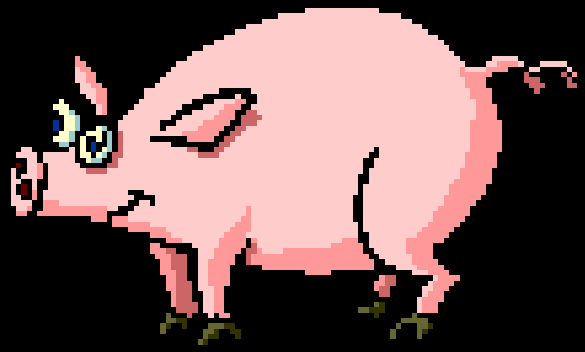
Required weight: (225 - 300 Pounds)

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!



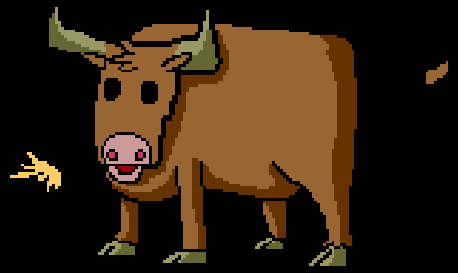
MAX. WEIGHT AT PRE-WEIGH IN 175 LBS.

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 1st

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 10th

Southwest Washington Junior Livestock Sale Committee point of contact:

SWJLS
PO Box 1635
Chehalis, WA 98532
e-mail: 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 1st, 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? _____