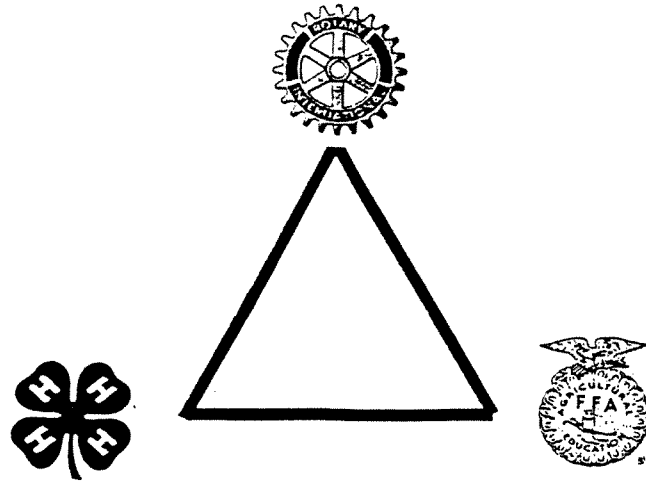


Douglas County Market Auction Handbook



For 4-H and FFA Members and their Families

This handbook includes information on:

- Raising a market animal - Is it the right project for you?
- Purpose of the Program
- Role of the Market Auction Committee
- Auction Promotion, Sale Commission, and Sale Checks
- Getting Started with a Market Animal Project
- Average Daily Gain
- Market Project Resources



Message to Parents and 4-H and FFA members:



Raising a market animal – Is it the right project for you?

The decision to raise a market animal should be seriously considered. A market animal project may not be right for you or your family. Before deciding to raise a 4-H or FFA market animal, discuss the following considerations with your family:

Project Responsibility:

Completing a market animal project successfully requires a lot of time and effort. The care, feeding, and training of the animal is the responsibility of the youth member. It is the responsibility of the adults to provide opportunities for youth to build positive character traits. While recognizing that at times youth may need assistance, the idea is for the parents, leaders, and advisors to ensure youth take full responsibility for and advantage of the opportunity to build character and gain life skills by doing their own work.

Size and Weight:

Consider the size and weight of the animal at maturity in relationship to that of the 4-H or FFA member. The disposition, with regard to an animal's behavior, and the conformation of the animal should be taken into consideration when selecting an animal. Discourage the purchase of an unruly animal regardless of species.

Raising Food:

Market animals are not pets; they are a food production project. Consider the emotional impact on the member when the animal is sold. It is important that 4-H and FFA members understand the purpose of the animal they raise.

Project Purpose:

Raising a market animal is a learning project. Leaders and Advisors will provide the youth member with information and resources that will help them successfully complete the project. Youth are expected to complete a budget and keep in-depth records on their market animal.

Project Commitment:

The youth member must commit to several months of daily responsibilities concerning animal care and record keeping. Adult prompting will probably be needed with younger members. A market animal *can not* be ignored or set aside for vacations, activities, or lack of interest. Consider family plans and the time available before committing to the project.

Cost:

Consider the cost of housing and feeding a market animal as well as the transportation needs of the animal.

Health Maintenance:

Animals require health maintenance and veterinary care. These costs can be expensive.

Loans and Insurance:

The Roseburg Rotary Club and other individuals offer low-interest loans to help youth purchase and feed their animals. These loans require an application and loans must be repaid regardless of whether the animal is sold at the Jr. Market Auction. Members are advised to consider the purchase of life insurance for their project animal. Rotary loans require that the member purchase insurance.

Project Risk:

To be eligible for sale at the Junior Market Auction, animals must meet all project requirements and are subject to USDA laws. FFA and 4-H members who have met the program guidelines and have managed their project successfully and ethically are eligible to sell.

Space and Housing Needs:

Project animals need proper shelter and space. Seriously consider the space and confinement needs of an animal. Many inexperienced people underestimate the cost of feeding, fencing and/or providing adequate shelter. Manure, its smell and disposal may pose a problem, especially on small acreage.

Purpose of the Program

The Market Animal Program provides an opportunity for personal growth, development of life skills, and character for 4-H and FFA members. FFA Advisors and 4-H Leaders assist youth in developing positive personal qualities through all the responsibilities required to raise a project animal and complete project records. The 4-H and FFA market program provides opportunities for youth to exercise and develop life skills such as the following character traits:

- Trustworthiness
- Respect
- Responsibility
- Fairness
- Caring
- Citizenship

All too often, youth and parents focus on the financial reward of the project or what award can be won rather than what was learned from completing the project. Adults who help youth complete the project carry the responsibility of helping youth members understand the real purpose of raising a market animal. Adults can help youth gain these character traits and skills by maintaining and modeling high standards with regard to ethical behavior and sportsmanship. More information and educational resources on the purpose of raising a market animal are available from the Extension Office or FFA Advisors.

Other Objectives of the Market Animal Program:

To promote positive character and ethical behaviors in 4-H and FFA youth.

To provide youth with an experience in one method of marketing and selling livestock.

To provide an outlet for market stock raised in 4-H and FFA.

To improve the livestock enterprise by encouraging excellence in management and economical production.

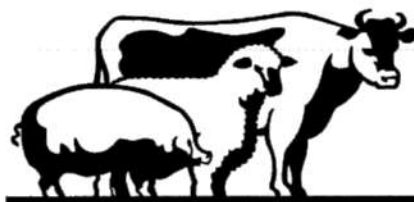
To provide awareness to the general public of the efforts expended by 4-H and FFA members in connection with the livestock project.

To be part of the consumer education efforts of 4-H and FFA with focus on marketing at proper weight, quality grade, and producing a desirable carcass from consumer and producer standpoints.

To provide an opportunity for recognition of 4-H and FFA members, as well as the buyers who support the members.

To provide one way for the community to participate in a 4-H and FFA experience.

To provide members with an opportunity to learn responsibility, financial management, record keeping and other skills.



Role of the Market Auction Committee

The Douglas County Market Auction Program is a partnership between the 4-H and FFA programs and the Roseburg Rotary Club. Representatives from each of these groups serve on the Market Auction Committee.

The Roseburg Rotary Club:

- Sponsors the Jr. Market Auction
- Coordinates logistics to run the auction and resale of animals
- Handles auction billing and serves as an intermediary for auction funds
- Manages the Rotary 4-H/FFA Loan Fund
- Assists in publicizing the auction

The Market Auction Committee:

- Makes final decisions regarding Market Animal Guidelines, including but not limited to: market animal weights, possession requirements, and other criteria for participation in market program
- Makes recommendations to Roseburg Rotary Club regarding the market animal auction and Rotary 4-H/FFA Loan Fund
- Coordinates recognition of buyers, including the buyers' placards, the buyers' boards and the buyers' barbecue
- Provides representative(s) when requested to attend meetings affecting the 4-H/FFA market and/or livestock programs

Market Auction Project Responsibilities

4-H and FFA members are expected to fulfill all of the following requirements to sell at auction. To make sure you can meet all of your obligations,

pick-up an updated copy of the 4-H/FFA Rotary Auction Guidelines on a yearly basis from your Advisor or the Extension Office.

Exhibitor Eligibility:

- ✓ Seller must be currently enrolled in either 4-H or FFA and in good standing by the enrollment deadline. Members may sell only one market animal per year at the 4-H/FFA Rotary Auction Sales (spring Lamb Show or County Fair).
- ✓ Each exhibitor must comply with the Market Animal guidelines, all Lamb Show or Fair rules, and written in the Fairbook, including the Douglas County Showring code of Ethics, to be eligible to sell at Auction.
- ✓ Youth members must have available all required papers (e.g. transfer of ownership/certificate, E-Slip) and bill of sale.
- ✓ Exhibitors must: (1) exhibit in the showmanship class in the department in which he/she is entered, (2) present his/her animal in the sale ring at time of sale, and (3) be photographed with his/her animal on judging day.
- ✓ Exhibitors must follow the Exhibitor Dress Code: "Exhibitor should be neat and clean with hair combed and shirts tucked in: No Shorts, No Tank Tops, No Sandals, No Hats! FFA members are to wear Official Dress. Official FFA Dress includes black pants, white shirt/blouse, official FFA tie/scarf, and official FFA jacket. 4-H clubs T-shirts are acceptable, however, T-shirts with other writing or logo WILL NOT be permitted. Members not following Dress Code will be asked to change clothes prior to entering the Show Ring/Auction Ring."
- ✓ 4-H Records must be up-to-date and submitted during registration entry day of Fair and at Lamb Show. FFA records will be certified by the FFA Advisor. Completed Feed and Growth Records must be turned in at the Lamb Show registration or by Wednesday morning at the Exhibitors Meeting during County Fair in order for sellers to receive their check. Each member must submit a Proposed

Budget sheet to the Extension Office or FFA Advisor within 10 days of the possession deadline. Each exhibitor must send a letter of thanks and present a Buyer's Placard to the purchaser of his/her animal. Market checks will be held until the placard is delivered and thank you letter is sent.

✓ Meet possession requirements, as stated on the 4-H/FFA Rotary Market Guidelines.

Animal Eligibility:

✓ In order for an animal to sell, it must be in the possession of the member by the following dates:

- * March 1 Market Steer
- * April 1 Market Lamb
- * May 1 Market Swine

Possession means animal must be owned by and under the care of the 4-H or FFA member.

✓ 4-H and FFA market animals must be weighed and tagged on the Saturday following the possession deadline. Information about weigh-in and tagging sites will be sent to 4-H leaders and FFA advisors.

✓ Multiple weigh-in and tagging sites will be available in the county. Each location will have a coordinator who will record the animal information for each member. The 4-H or FFA member does not have to be present at weigh-in and tagging; however animal(s) must be weighed/tagged on specified day unless prior arrangements are made with weigh-in coordinator.

✓ Each youth member may have ownership in up to 3 animals per species. If an animal has multiple owners (ex. within a family) each youth member must have contributed to the purchase of the animal and be responsible for the daily care and management of the animal. 4-H clubs and FFA chapters may not purchase "back-up" animals for their club or chapter membership.

✓ Animals must pass vet check at Lamb Show or County Fair.

✓ Market lambs must have been born after December 1, of the previous year.

✓ All animals making grade must sell at the Rotary Market Auction.

Criteria for sale – animals must grade:

Market Lambs:

Choice or Better, 100 pounds

Market Steers:

Select or Better, 950 pounds

Market Swine:

US No. 2 or Better, 210-270 pounds

All animals making grade must sell at the Rotary Auction. Animals not making weight may have other showing options but will not sell at Rotary Auction.

✓ Ownership of animal changes at time of auction, but care of market animals is the responsibility of the exhibitor until time of release. Sellers are responsible for all pre-existing conditions.

Other important Rules:

✓ Sale order will be determined by judge's placing of animals in class. Superintendent and/or placing committee will compile sale order from placing of all classes.

✓ All bidding is on a per pound basis. At the time of sale only the buyer will select one of two options: 1) keep the animal for his/her own personal consumption, or 2) turn the animal back to the auction committee for resale to a buyer at the accepted price. Youth will not approach buyers to change the disposition of the animal.

✓ Rotary loans and fees for market animals will be withheld from the auction sales check. If your animal does not sell at the Rotary Auction for any reason, you are still responsible for repayment at time of Rotary Sale.

- *Requests for deviation from any of these guidelines must be made by written petition to the committee of 4-H/FFA Livestock Superintendents and 4-H Agent.*



Auction Promotion, Sale Commission, and Sale Checks



The Douglas County Rotary Market Auction is **NOT** a non-profit activity. The youth participants personally receive whatever profit is made through the sale of their animals.

Because there are significant costs associated with providing the auction, youth participants pay a commission to assist with auction expense and promotion. Auction expenses may include printing, postage, promotion, auctioneer fees, buyers barbecue, and computer and software costs.

Auction Promotion:

As part of the project, 4-H and FFA members are asked to personally assist with promotion through letter writing and distribution of Auction Buyers Guides and posters. All youth participants have a responsibility to make every year's auction as successful as possible for all participants. Brochures and promotion information are available from the Extension Office approximately one month prior to Lamb Show and County Fair. Members and Leaders must take personal responsibility for this task to ensure a successful auction.

Promotion of the Auction continues after the sale. Members are expected to deliver a personal thank you note and Buyers Placard in person to their buyers. *Word to the Wise: Many buyers will never purchase or bid on your animal again if they do not receive a thank you and a placard.*

Sale Commission:

A commission of 4% will be withheld from the gross sale of each animal sold through the auction. Three percent of this commission is used to help cover the cost of promoting and running the auction and 1% is given to the county 4-H program

or the FFA chapter of the member for educational programs.

Sale Checks:

Auction checks are sent out to 4-H leaders and FFA Advisors approximately 30-45 days after the auction. They are written in the name of the member/seller with whatever deductions required already subtracted. 4-H leaders and FFA Advisors will check to see that your thank you letter has been sent and you have delivered your buyers placard prior to giving you your check. Keep in mind that checks need to be cashed within 90 days of the date written.

Getting Started

Once you have made the decision to raise a market animal it's time to think about selecting an animal, what you will feed your animal, where you will house it and what you will do to keep your animal healthy. Here are some basic guidelines:

Market Steer Project

Market Steer Selection:

You need to consider whether you should purchase your animal or if you will raise it from birth. Purchasing a steer in fall or raising a steer from birth allows you to save money on the purchase price but will require a longer feeding period, thus increasing your feed costs.

When you are ready to choose a steer, you need to select a medium framed-sized steer that is the correct weight and age. The steer should have desirable conformation and be well muscled. Avoid calves that are extremely low set, deep bodied or long legged, shallow bodied and/or lack necessary muscling. When choosing a steer, ask yourself these questions:

- Is the steer long, trim and muscular?
- Does he have a heavy, deep bulging round?
- Does the steer have enough bone?
- Are the legs wide apart?
- Is he structurally sound?

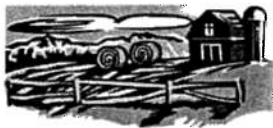


Feeding and Facilities:

Your steer will need to be provided with adequate shelter, a place to stay out of the mud and secure fences. Place the feeding area in a well-drained location convenient to your feed storage area. Provide clean, cool water in sufficient quantity at all times. Keep the feed clean and fresh. Soured or moldy feed will cause the steer to go off feed. If your steer has not cleaned up his feed in 15 to 20 minutes, remove what's left and don't leave it and add to it later.

A finishing ration is high in energy and low in fiber. A steer on full feed will eat about 2% of his body weight in grain each day. Start slowly with high energy feeds to prevent scouring or going off feed. You can slowly increase the amount of grain by $\frac{1}{4}$ to $\frac{1}{2}$ pounds each day until the steer is on full feed. If you use a coffee can, weigh a full can so you know how many pounds it contains. Maintain a 12% protein level. Less protein will reduce rate of gain.

Steers should receive good quality hay after they have eaten their grain. Long hay keeps the rumen functioning properly. Many calves on just good alfalfa hay will gain 2 pounds per day during their growth period.



Animal Health:

Ask your veterinarian about the required vaccines for your steer. Be sure to ask about vaccinations for common clostridial and respiratory diseases and internal and external parasites. Worm your steer when you first put him on feed. You need to exercise your steer to build muscle tone but don't overdo it. As the summer approaches consider wetting down your steer when the temperatures rise to help him keep cool and stay on feed. As with any animal that will enter the food chain, be aware of the withdrawal periods on the label of any medication or medicated feed your animal receives.

Market Lamb Project

Market Lamb Selection:

Look for meaty conformation characteristics. Choose a lamb that is healthy with no obvious physical defects – crooked legs, overshot or undershot jaw etc. You want a well-balanced lamb with good muscling, length, depth and thickness. It needs a strong straight back, wide loin, broad level rump and trim underline. The lamb should have straight, wide leg placement and strong pasterns. Ewes make appropriate market animals because they often have a trimmer overall appearance. Be sure to look for health problems in the flock you choose from. For example – limping, diarrhea, wool pulled loose etc. Find out the health of the herd – what have then been vaccinated for and when? when were they last wormed and with what?

Feeding and Facilities:

Sheep don't need much shelter because their fleeces give them natural protection. A building that opens away from storms will provide enough protection. Provide shade if your lamb is penned. It will do better with company so keep two lambs together if possible. Always have fresh, clean water available and a salt and mineral supplement.

Use a high energy feed such as pelleted lamb ration, rolled corn or whole corn. Lambs will eat 4% of their body weight per day. Feed at least two times per day splitting the total amount between the feedings. Creep feeding also works if the lamb has been raised this way. Increase fee gradually. Start with $\frac{1}{4}$ to $\frac{1}{2}$ pounds feed per day, then gradually increase until you are feeding 4% of the lamb's body weight. If you have to change feeds, do so gradually over a 2-week period. Lambs are ruminants and have a 4 compartment stomach – changing feed will upset their digestive system and may cause them to go off feed. In addition to grain, your lamb should receive 2 or 3 pounds of good leafy alfalfa hay. Feed the hay *after* the lamb has finished his grain. Remember to exercise your lamb. Weigh your lamb every two weeks to track its progress toward meeting your finished weight goal.

Animal Health:

Ask your veterinarian about the required vaccines for your lamb. Be sure to ask about vaccinations for clostridium types C & D for overeating disease and also give a wormer. Be sure to read the label and package inserts for proper dose and method of administration. Be aware of any medications or medicated feed your animal receives.

Market Swine Project**Market Swine Selection:**

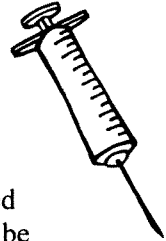
Select a pig that has both size and muscle. Avoid small, short, fat or flat-hammed pigs. A good market pig has length, width and shows muscle expression. Be sure to look for health problems from the herd you choose from. The herd should be free of the following diseases or parasites: brucellosis, pseudorabies, atrophic rhinitis, viral pneumonia, bloody scours, lice and mange. Buy pigs from a clean source, preferably from a farm.

Feeding and Facilities:

Your pig will need a clean, draft-free area in the winter and shade and ventilation in the summer. Pens should be clean and disinfected to kill both viruses and bacteria. The pen should provide adequate space for the pigs purchased. Consider raising two pigs together, they are social and need the competition at the trough. The amount of space recommended depends upon the size and weight of the animal(s). Bedding or supplemental heat should be used to keep your pig warm in the spring and a wallow or small spray nozzle that mists the shade will help your pigs cool off in the summer.

Provide adequate, quality complete feed. Pigs need complete amino acids provided in their feed and adequate protein. Ground barley and corn are good feeds only if you add a good protein supplement. Hogs are monogastrics (one stomach) and cannot digest roughage such as hay to gain weight. Do not feed raw garbage to your pig. Be sure your pig has access to cool, clean water at all

times. Weigh your pig every two weeks and chart the results to see if you're meeting your goal for average daily gain and final weight for the county fair in August.

**Animal Health:**

Ask your veterinarian about the required vaccines for your pig. Animals should be observed daily for any signs of illness or unusual behavior and act immediately at the first sign of illness. Ask your seller what vaccinations were given. Worm your pig at the beginning of the feeding period and control external parasites such as lice throughout the summer. Read the label carefully and be aware of withdrawal period. Exercise your pig on a regular basis because exercise strengthens muscling. Walk them every day or install a board that they have to hop over to get to their food. If your pig is not gaining like you think it should, contact your 4-H leader, FFA Advisor or the Extension Office.

Average Daily Gain

It is critical to the success of your market project to determine the weight gain that your market animal needs. What we call "Average Daily Gain" is the number of pounds your animal needs to gain per day to achieve its' finished weight. Members should determine their own "Average Daily Gain" goal for their market animal no later than weigh-in/tagging day. You will be asked to calculate the rate of gain your animal actually achieved between weigh-in/tagging day and Lamb Show or County Fair using the required "Feed and Growth Form Record".

To calculate Average Daily Gain, you will need the following information:

Target Finishing Weight: _____
Current Weight: _____
Gain Required: _____
Days until Fair/Lamb Show* _____



* Number of days from weigh-in/tagging day until Lamb Show or Fair:

- Market Steers – 160 days
- Market Lambs – 60 days
- Market Swine – 100 days

Determine Average Daily Gain by dividing the gain required by the number of days until Lamb Show/Fair (gain required ÷ number of days)

Market Steer Example:

- Target Finishing Weight: 1,100 lbs.
 - Current Weight: 750 lbs.
 - Gain Required: 350 lbs.
 - Days until Fair/Lamb Show 160 days
- 350 lbs. ÷ 160 days = 2.18 pounds per day*

Market Lamb Example:

- Target Finishing Weight: 110 lbs.
 - Current Weight: 65 lbs.
 - Gain Required: 45 lbs.
 - Days until Fair/Lamb Show 60 days
- 45 lbs. ÷ 60 days = .75 or ¾ pounds per day*

Market Swine Example:

- Target Finishing Weight: 220 lbs.
 - Current Weight: 100 lbs.
 - Gain Required: 120 lbs.
 - Days until Fair/Lamb Show 60 days
- 120 lbs. ÷ 60 days = 2 pounds per day*

For Average Daily Gain, you can expect:

Market Steers – aim for 3 lbs. gain per day

Market Lambs – this may range from ½ to ¾ lbs. per day; some up to 1 lb. per day.

Market Swine – will gain from 1.5 to 2.5 lbs. per day and the average is around 1.8 lbs. per day.

Market Project Resources

Do you have a question about the Market Animal project? Try one of these resources:

- ✓ 4-H Beef, Swine & Sheep Project Books
- ✓ 4-H Leaders
- ✓ FFA Advisors & FFA Materials
- ✓ Douglas County/OSU Extension Office:
 - 4-H and Livestock Extension Agents
 - Project Materials
 - Access to knowledgeable individuals who are willing to serve as resource people.
 - Access to Oregon State University Animal Science Specialists
- ✓ Livestock Clinics
- ✓ 4-H/FFA Rotary Market Auction Guidelines



(2001) Compiled by Robin VanWinkle, Douglas County 4-H Extension Agent, 1134 SE Douglas, Roseburg Oregon 97470. Reviewed by John Fine, FFA Advisor; Shelby Filley, Extension Agent-Livestock and Forage; and Terri Strauss, 4-H Fair Coordinator.

This Handbook contains information from: Josephine County 4-H Auction Project Handbook by Judy Dickerson; What is the real purpose of 4-H & FFA market livestock projects? by Chris Warburton; Caring for New Feeder Pigs by Gene Pirelli, OSU Swine Program Leader; OSU Livestock Judging Team Field Day Materials, and market project materials from Jackson and Malheur Counties.

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