

## Sales Meeting Notes 11/26/2018

Issues with animals not going to the correct place and getting cut to deep:

*There were complaints of Tizer's butchering to fast and some animals were cut a little deep. It was quantity verses quality. K & S reported and Kara and Dave will look into. There was no contract with Tizer's for last year, but it was a learning year.*

- 1. Kara will work on a contract with Tizer's Meats and discuss issues from last year.**

Issues with animals leaving the fairgrounds and what time:

*Lost a family last year because the child was not able to say goodbye to their animal. Need to make it clear that resale animals could leave earlier. Since animals are being marked late at night then why not load then and might not need to mark. Also, had to wait for the driver of the truck so animals sat on the truck for an hour before leaving the fairgrounds. The animals unload faster from trailers instead of the pods. Consider loading animals at 11 pm on Saturday night after barns close at 10 pm to the public. There will be a few designated people to haul animals. There might be issues with horse trailers getting back into the fairgrounds while people are leaving the fair.*

- 1. Sean check into if the steers can still go to the ranch until being butchered at Tizer's.**
- 2. Kara check into the other animals being dropped off at night with Tizer's instead of in the morning.**
- 3. Change times in the book for all animals leaving at 11 pm for 4-H and all open animals need to be out by 10 pm Saturday night. Notify all kids that they say good bye to animals before 11 pm.**
- 4. Dave will work with Kevin and the fairgrounds to get back in and maybe use the west gate for trailers.**
- 5. Kara work on a contract that all people hauling animals sign and only a defined group will haul animals.**
- 6. Load out time must be approved by council.**

Buyers Dinner:

*Large buyers were called and the majority wanted it moved back to the same day as sale, but sooner so they could make and support the indoor auction. Suggestion was each buyer gets a dinner and livestock member selling an animal. If families/parents want to attend it will be \$5 a person or \$15/\$20 a family. Look at having it in the BHB where the buyers currently go to pay which they loved last year instead of the trail riders building.*

- 1. Katie and Lisa will work on getting bids from catering people.**

Issues with buyers/sales program:

*A few buyers complained they didn't get an animal because the auctioneers were not paying attention. Consider having plates on paint stir handles or brighter cards with numbers. It was*

*brought up about the bid numbers and not having people registered loaded in the computer when inputting into the program. Consider getting different program, computer, or what we can do to improve for next year.*

**1. Kara will send out information on Fair Entry program other fairs use.**

Change order of sale booklet or additions and letting buyers now were kids are in the sale:

*Suggestion was made to sell the poultry and rabbits before the swine start because the people that purchase those are usually 4-h animals to support 4-h. Need to switch the beef and lambs this year. Suggestion was made to add club name next to the kid's names in the sales book. Also, was suggested to have the sales book posted on social media the night before*

**1. Make changes in the sales book and post to social media.**

How to keep buyers at the sale longer:

*Suggestion made by youth to maybe get gift certificates that could be given to buyers each hour with the last one being a larger amount. Maybe provider a snack pack.*

**1. Items will be taken to youth council.**

Advertising:

*The newspaper is not the place to advertise with the cost and no one reads it anymore. No one complained that we didn't do the billboard. Look into getting it on the radio with Scott and Mike in the morning or social media.*

**1. James work with Scott and Mike on the radio station**

Sales Meetings:

*Since it's the same people that attended the sales meeting look at having it for ½ after the outdoor meeting. Everyone agreed!*

Other items:

- 1. Dave contact Doug and Dan about auctioneers.**
- 2. Katie contact Kevin from Helena Photography.**
- 3. Katie submit contract for water from Pepsi.**
- 4. Kara would like it to be discussed maybe next year to talk about ribbon order to stay in line with the mission of 4-H.**