

Sales Meeting Notes 11/12/2020

Action items are below in red.

Pictures- *Georgina said that doing the pictures before the shows was less stress on the animals. Casey added it was nice for the pictures to be mobile. Larry suggested that the pen for the pigs needs to be smaller. Chris said it was a odd year and we can do better next year. Dave asked the buyers that were present if they needed/wanted pictures at the sale and they all responded no. They also added that it's the best thing when the kids deliver the gifts/pictures and thank them hand to hand or even a phone call. Larry added it would be less for buyers to have to pack the day of the sale. James added they are looking at a different way to print since last years the quality and design was not the best. Kids only received 1 picture and paid for 2 per an animal.*
Pictures need to go back to being handed out with checks.

Resale Process- *We need to refine resale process, so people and buyers understand it going forward. It's tough because we ask for them back on the Friday before fair. James added that the majority of buyers don't understand the process. Suggestions are state up front before the sale, get back to printing phablets, look at different ways so that the same person doesn't have to take all of that species. Troy Wheeler suggested families of those that get re-sale be allowed to purchase that animal for the difference so there are no re-saled animals. Georgina suggested group bids being allowed. Denise might have someone interested from Wyoming for the upcoming year.*

Look at resale process for the coming year.

Sale Day- *The buyers that were present liked the 9:00 am start time to beat the heat. Would prefer beer to served and it all depends on the weather that day. Maybe look at getting more shade for some areas but than others still allowing sun. Pates loved being outside and so did the ring man. Less echo and easier on the animals but need to move speakers so they are not by the steers entering the sale arena. People liked the live stream. Georgina added maybe add online bidding and Dave said if that happens Pates will not continue to do. K&S added that the contact information needs to get updated because it was hard tracking down buyers for cut instructions. They also suggested having the buyers pick processor at registration, but K&S would need to know ahead of time since they can only take so many. Katie added the addresses might be due to a new computer system maybe. Not having the display was ok for buyers. Bill and Laurie added that the computer system was slow and the band with needs to be tested before sale day.*

More Shade

Different computer system/Test before sale day

Keep Live Streaming

Move speakers away from entry into the sale arena

Trucking/Load out- *Trucking out Saturday was great, and James added it made for easy clean up on Sunday. Jeff said that since we set an exact time kids knew when they were leaving the fairgrounds. Matt from Tizer liked the drop off Saturday so they could start at 6 am Sunday with processing. Dave will have to talk to fair committee regarding that this year. Need to look at brining carcass eval back this year. K&S can't slaughter all at the same time so need to discuss further. Look at having contracts with the processors about the sales committee expectations.*

Talk with fairgrounds about animals leaving Saturday at 5 pm

Carcass Eval for the kids

Processors contracts with expectations in writing

Advertising- *Buyers head it on the radio a lot. Maybe use Facebook or social media to spot light kids each day or week. They buyers added again it means more when the kids come by after the fair face to face goes a lot further than a thank you from the committee. Even if they can't drive there a phone call is good.*

Invite K&S and Tizer Meats to the next meeting.

It was awesome to have the processors, buyers, sale committee together for this meeting.