



2026

Mandatory Market Exhibitor Meeting
Steer, Lamb & Swine Exhibitors

AGENDA

- ✓ *Fair Schedule of Events*
- ✓ *General Livestock Rules*
- ✓ *Youth Livestock Rules*
- ✓ *Market Animal Rules*
- ✓ *Fair and Show Ring Ethics*
- ✓ *Buyer's Letters*
- ✓ *Thank you Letters*
- ✓ *Important Dates*



"We cannot always build a future for our youth, but we can always build our youth for the future."

-Franklin D. Roosevelt

FAIR SCHEDULE OF EVENTS

July 11, 2026

7:00 a.m. - 10:00 a.m.....Mandatory Tag-in for all market exhibitors/optional weigh-in (steers, lambs, & swine)

July 25, 2026

Mandatory Market Exhibitor Training for all market animals due(steers, lambs, & swine).....Virtual



NEW TIME

September 1, 2026

Entries due by September 1, 2026.....Livestock Entry Deadline

Saturday, October 3, 2026

9:00 a.m.....Horse Show (Trader's Hill Arena)

Sunday, October 4, 2026

1:00 p.m. - 5:00 p.m.....Enter Exhibits for Home Arts Building

3:00 p.m.....Miss Northeast Florida Fair Beauty Pageant

Monday, October 5, 2026

10:00 a.m. - 2:00 p.m.....Enter Exhibits for Home Arts Building

Tuesday, October 6, 2026

8:00 a.m. - 4:00 p.m.....Decorate Exhibit booths in Home Arts Building

2:00 p.m. - 4:00 p.m.....Enter Baked Goods and Farm Products

Wednesday, October 7, 2026

7:30 a.m. - 9:30 a.m.....Enter Baked Goods and Farm Products

9:30 a.m.....Judging Begins for Home Arts

4:00 p.m. - 8:00 p.m.....Adult Livestock / Youth Dairy Cattle / Dairy Goats / Poultry / Rabbits Received



NEW TIME

FAIR SCHEDULE OF EVENTS

Wednesday, October 7, 2026 - continued

4:00 p.m. - 8:00 p.m.....Decorated Eggs Received

Thursday, October 8, 2026

Gates Open @ 5:00 p.m.

5:00 p.m.....Official Grand Opening

NO DRIVE-INS AFTER 4:00 P.M.

1:00 p.m.....Poultry Show

3:00 p.m.....Poultry Showmanship

7:00 p.m.....Dairy Cowstume Contest



NEW TIMES

Friday, October 9, 2026

Gates Open @ 5:00 p.m.

12:00 p.m. - 3:00 p.m.....Open Swine Received

5:00 p.m.....Pee Wee Dairy Cattle Showmanship followed by Youth Dairy Show



NEW TIMES

Saturday, October 10, 2026

Gates Open @ 12:00 p.m.

9:00 a.m.....Rabbit Show

Immediately following Rabbit Show.....Rabbit Showmanship

10:30 a.m.....Unlimited Opportunities Goat Show

11:30 a.m.Pee Wee Dairy Goat Showmanship

..... followed by Youth Dairy Goat Show

5:00 p.m.....The Gary Johnston Memorial Open Swine Show

After 10:00 p.m.....Open Swine Released



NEW TIMES

FAIR SCHEDULE OF EVENTS

Sunday, October 11, 2026

Gates Open @ 12:00 p.m.

1:00 p.m.....Dairy Challenger Showmanship
3:00 p.m.....Youth Parade of Champions (dairy cattle, dairy goats,poultry,rabbits)
6:00 p.m.....Youth Exhibitor Pizza Party
After 10:00 p.m.....Youth Dairy Cattle / Dairy Goats Released



NEW TIMES

Monday, October 12, 2026

Gates Open @ 12:00 p.m.

Before 10:00 a.m.....Youth Dairy Cattle / Dairy Goats Released
3:00 p.m.....Barnyard Olympics



NEW TIME

Tuesday, October 13, 2026

Gates Open @ 5:00 p.m.

12:00 p.m. - 4:00 p.m.....Youth Beef / Youth Swine / Sheep Received. Market animals (lambs, steers, swine) will be weighed upon arrival.

Wednesday, October 14, 2026

Gates Open @ 5:00 p.m.

3:30 p.m.....Pee Wee Lamb Showmanship followed by Youth Lamb Show
5:30 p.m.....Pee Wee Swine Showmanship followed by Youth Swine Show



NEW TIME

Thursday, October 15, 2026

Gates Open @ 5:00 p.m.

3:00 p.m.....Pee Wee Beef Cattle Showmanship followed by Youth Beef Show & Steer Show



NEW TIME

Friday, October 16, 2026

Gates Open @ 5:00 p.m.

9:00 a.m.....Livestock Judging (Registration 8:30 a.m.)
1:00 p.m.....Poultry Judging Contest (Registration 12:30 p.m.)

FAIR SCHEDULE OF EVENTS

Friday, October 16, 2026 - continued

5:30 p.m.....Buyer's Dinner
7:00 p.m.....Market Animal Sale - Steers / Lambs / Swine

Saturday, October 17, 2026

Gates Open @ 12:00 p.m.

12:00 p.m.....Old Timer's Beef Cattle Showmanship
1:30 p.m.....Whip Popping Contest
3:00 p.m.....Youth Parade of Champions (lambs, beef cattle, swine, horses)
3:30 p.m.....Talent Show
6:00 p.m.....Hamburger Bash for Youth Exhibitors
7:00-9:00 p.m.....Pick up Market Record Books
After 10:00 p.m.....Exhibits / Youth Beef / Sheep Released (released by location)



NEW TIME



NEW TIMES

Sunday, October 18, 2026

Gates Open @ 12:00 p.m.

No Livestock on Premises

8:00 a.m. - 11:00 a.m.....All animals released

*schedule subject to change

GENERAL LIVESTOCK RULES

2. Competent judges will judge the livestock. The decisions of the judges will be final.

Judges are instructed not to award prizes where quality does not warrant.

3. While every precaution will be used, the Northeast Florida Fair Association, Inc. and/or its members will not be liable for loss or damage of property, or personal injury and/or death resulting from livestock.

4. Owners must provide feed for their stock while on exhibition. Containers for feeding and watering must be provided.

5. All cattle should be provided with a good strong halter and neck rope.

6. All animals must be trained to lead in order to compete for premiums.

This means animals can and must be brought into the ring by one exhibitor promptly when class is called.

8. Only blue ribbon animals will compete for Grand and Reserve Champions.

9. **Health certificates** must be available on all animals entering the fairgrounds. All animals must be inspected by the State Inspector before unloading. In Florida, the official name for a health certificate for animals is the Official Certificate of Veterinary Inspection (OCVI)

10. Any exhibitor removing animals without official release will forfeit all premium money.

11. Entries close September 1, 2026. No late entries will be accepted.

12. All youth trophies, plaques, etc. will be awarded at the Parade of Champions Sunday, October 11, 2026 (dairy cattle, dairy goats, poultry), and Saturday, October 17, 2026 (horses, rabbits, lambs, beef cattle, and swine).

13. All animals must be clean and in the barn by the opening of the fair. All exhibitors must maintain their stall space and animals in a clean and sanitary manner throughout the fair.

GENERAL LIVESTOCK RULES

CONTINUED

- 14. No dogs allowed on fairgrounds except service dogs.
- 15. All animals showing signs of sickness will be addressed by the livestock committee for determination if removal is necessary.
- 16. LIABILITY - The exhibitor assumes all liability in the case of sickness, death, or injury to his/her animal until the close of the fair. No show official or member of the Northeast Florida Fair Association, Inc. may be liable for the loss of any animal. The NEFFA will not be responsible for any sickness or death of any exhibitor's animal.
- 18. Medium and Large animal exhibitors will receive 10 passes. Small animal exhibitors will receive 6 passes. Exhibitors can purchase up to 10 extra tickets at \$5.00 when registering. Deadline to purchase them is September 1, 2026.
- 18. Exhibitors are strongly encouraged to clip their animals at home prior to coming to the fair.
- 19. Washing animals in the barn is not allowed. You must use the wash rack to wash animals. Be sure to clean your space when finished.

CLICK HERE TO READ THE WHOLE DOCUMENT
[2026 GENERAL LIVESTOCK RULES](#)

YOUTH LIVESTOCK RULES

1. Entries shall be restricted to youth 8 to 18 years of age, or youth not graduated from high school.
2. Youth entered in the Youth Livestock Shows are required to be a 4-H, FFA or YLPA (Youth Leaders in Production Agriculture) member.
3. An exhibitor may have no more than 5 animals on the fairground premises at one time. This excludes open swine, poultry and rabbits.
4. All livestock must be displayed with a sign with the exhibitor's name, club or chapter, animal's breed and D.O.B. Animals without signs will not be judged for the Herdsman Award. No commercial farm signs can be displayed in youth exhibits.
5. Entries for all animals closes September 1, 2026. Entries from outside of our five counties will be accepted on a space available basis. This does not include market animals.
6. Animals must be in acceptable show condition.
7. The Modified Danish judging system will be used.
8. Additional premium money will not be paid on Grand and Reserve Grand Champions. Awards will be awarded.
9. All exhibitors must maintain their stall and pen space in a clean and sanitary manner. Animals must be clean and in the barn by opening of the fair, and remain in a clean condition until the close of the fair. All animal areas must be cleaned of shavings or hay when animals leave. This also applies to market animals that leave Sunday morning. If areas are not cleaned, \$50.00 will be deducted from the exhibitor's premium money, and youth will not be allowed to show the following year.
10. No water will be left in beds by dairy and beef exhibitors. All pans will be picked up. Youth are responsible for feeding and watering their animals. This rule excludes rabbits and poultry.

YOUTH LIVESTOCK RULES

13. Misconduct or failure to cooperate with the show management by the exhibitor, parents or other exhibitors will be reviewed by the Livestock Committee immediately and may result in the exhibitor being disqualified from the show.
14. It is mandatory that all exhibitors entering the show ring wear a buttoned down collared shirt with at least 3/4 sleeves, dark blue or black jeans or trousers worn at the waist. Closed toed shoes, no sneakers or flip flops. No hats or baseball caps in the show ring. 4-H, FFA or YLPA attire is strongly recommended. There will be no commercial advertising on the clothing. Exhibitors who do not adhere to this rule will not be allowed in the show ring. This rule also applies to the Parade of Champions and Market Sale for youth that showed animals. Chapter or club advisors may require 4-H, FFA or YLPA official dress and will take precedence over the above.
15. No writing or foreign objects (except leads and halters) on animals when showing or selling.
16. No sleeping or overnight staying in the barns unless approved by the livestock committee.
17. Exhibitor and animals need to be prompt when called into the show ring for show or market sale. If the exhibitor is late, they will be moved to the end of the sale.
18. Beef or dairy cattle will not be shown with horns.

CLICK HERE TO READ THE WHOLE DOCUMENT
[2026 YOUTH LIVESTOCK RULES](#)

MARKET ANIMAL RULES

1. Project books are required for all market animal exhibitors in order to show, this includes lambs, steers and swine. A book is required for each market animal shown.
2. Project books will be handed out at Mandatory Market Exhibitor Tag-In, July 11, 2026. Books must be turned in Tuesday, October 13, 2026 by 7:00 p.m. to the beef, lamb, or swine chairperson.
3. Project books will be judged by the Modified Danish System of Judging. All books will receive ribbons. The top three books in each age division will receive money and rosettes.
 - Juniors ages 8-10 as of September 1, 2026
 - Intermediates ages 11-13 as of September 1, 2026
 - Seniors ages 14-18 as of September 1, 2026 and not graduated
4. Buyers thank you baskets are not a requirement, however, if the exhibitor has a basket it must include a thank you letter in it. This letter will have to be reviewed and approved by a member of the Livestock Committee or representative the night of the Sale. This is the only way that the exhibitor will not be required to mail a thank you letter. It will be up to the Buyers (if multiple) to distribute the basket amongst themselves. Letters and unsealed stamped envelope addressed to the buyer must be sent to the NEFF, P.O. Box 1070, Callahan, FL 32011 by November 20, 2026. This includes if the buyer was a family member. No checks will be mailed until letters are received (seniors included) and buyers have paid.

MARKET ANIMAL RULES

5. The Mandatory Tag-in (optional weigh-in) is Saturday, July 11, 2026, 7:00 - 10:00 a.m. All market exhibitors and their parents or guardians will be required to sign an agreement stating rules for market projects. It is mandatory for all market animals to be tagged onsite. Project books must be printed by the exhibitor. A link will be provided on our website, www.neflfair.org.
6. Market exhibitors and parents or guardians will be required to participate in a MANDATORY MARKET EXHIBITOR MEETING in order to show and sell a market animal. This meeting will be available online beginning Saturday, July 11, 2026 through Saturday, July 25, 2026. The meeting and quiz must be completed by Saturday, July 25 2026. The link and information will be given out at the Tag-in on Saturday, July 12, 2025. Failure to comply will result in the exhibitor not showing or selling in the market program.
7. Lost Tags: If your hog, steer or lamb loses its ear tag, notify the Northeast Florida Fair Livestock Committee no later than five (5) days after the tag has been lost. An email with a picture of the misplaced tag must be sent to the Livestock Secretary email at livestock@neflfair.org to receive a new tag. Arrangements to pick up the new tag and/or if you need assistance will be coordinated through the Livestock Secretary. This applies to market animals tagged in for the 2026 Northeast Florida Fair only.
8. Exhibitors who are unable to be at the market sale must get a letter from their coach, band director or other persons stating the reason for not attending the sale. Letters must be approved by the market sale committee. Letters must be turned in at the final weigh-in.

MARKET ANIMAL RULES

9. It is mandatory that market exhibitors write at least 3 letters inviting buyers to the sale. A copy of the three letters must be attached in the Record Book.
10. All market exhibitors are responsible for finding their own buyers.
11. Market exhibitors will be paid after obligations have been met and buyers have paid.
12. Buyer checks should be written to the Northeast Florida Fair.
13. A 3% fee will be deducted from the sale of the animal. The fee will be used to help offset the cost of the Market Show and Sale, and also for buyers thank you plaques. Thank you baskets should be provided to buyers the night of the sale.
14. There will be a mandatory entry fee(non-refundable) of \$20.00 for all market animals (steers, lambs and swine) due online at the time of entry.
15. Market animals will only be weighed once at the final weigh-in. The Northeast Florida Fair reserves the right to deny any animal that is injured, sick or has a sickly appearance. Market animal exhibitors with market animals that meet the weight requirements will participate in the Youth Market Show and Sale. These exhibitors and animals will be placed on the sale order by class placing and weight.
16. Livestock shall not be exhibited or shown if drugs administered in accordance with federal, state, local statutes, regulations and rules affect the animal's performance or appearance at the event. Any surgical procedure, injections or insertion of foreign material, substance or drug or the external application of any substance (irritant, counterirritant or similar substance) which could affect the animal's performance or alter its natural contour, confirmation or appearance of an animal's body will not be tolerated.

MARKET ANIMAL RULES

17. The Market Show and Sale is a TERMINAL event. All animals will be transported by the Northeast Florida Fair to a designated USDA meat processor. Per State of Florida guidelines all market animals must be processed at an approved USDA processor.

CLICK HERE TO READ THE WHOLE DOCUMENT
[2026 YOUTH MARKET ANIMAL RULES](#)

ANNOUNCEMENT

Market animal exhibitors are encouraged to bring a dessert to share at the Buyer's Dinner. Drop off your dessert at the Livestock Office by 4:30 pm on Friday, October 16, 2026.



"Livestock shows provide an unparalleled opportunity to learn about animals, agriculture, and teamwork."

★ **THINGS TO REMEMBER:**
How many buyers letters do I need to write?

★ **THINGS TO REMEMBER:**
Do I have to me a member of 4-H, FFA or YLPA to show?

★ **THINGS TO REMEMBER:**
When do I need to turn in my project book?

★ **THINGS TO REMEMBER:**
Does my market animal need a health certificate to come to the fair?

CONTACT AT LEAST 3 POTENTIAL BUYERS



ANATOMY OF A GOOD BUYERS LETTER

Why write buyers letters?

- To share about the Show and Sale with your community.
- To invite local businesses and people to the Show and Sale.
- To increase awareness and participation in the Show and Sale.
- To get more people to attend your Show and Sale.
- To help your Show and Sale be successful for EVERYONE!

Correct name and address

Mr. John Smith
123 Some Street
Anywhere, VA 12345

Respectful, personalized greeting

Dear Mr. Smith,

Background on you and your animal, what you do to take care of it, what you plan on doing with the money.

My name is _____ and I am a Junior at County High School as well as a member of my local 4-H Club and FFA Chapter. I am writing to invite you ...

Introduction and invitation to attend

I have been involved in 4-H since I was 9 and FFA since I was 13. I started showing lambs... My favorite part of taking care of my animal is... I am excited to show him at the Show and Sale. While I will be sad to see him go, the money I receive from selling my steer will go towards...

Include an interesting, personal, memorable story!

Details of the Show and Sale, thank them for support, let them know you will follow up.

I hope you can attend this year's Show and Sale. The shows are scheduled for ... and the sale will be held... I would also like to visit with you about the Show and Sale. I will call you to set up a time that suits your schedule. Thank you in advance for your support of this program, and I look forward to visiting with you.

Best Regard,
Bob Johnson

Hand sign the letter!



Other things to remember:

- It's okay to type the letter, especially if your handwriting is not neat, but you must hand sign!
- Be sure to check for spelling and grammar errors!
- Include pictures and information about the Show and Sale- brochures, schedules, etc.
- Personally visit your buyers, DRESS NICELY and bring something to give them (picture of you and your steer, buyers brochures, etc.)
- Write, visit and invite as many buyers as possible - the more buyers who attend, the better the auction will be!

BUYERS LETTER



- * Introduce yourself
- * Use acceptable wording
- * Talk briefly about extra curriculum activities such as school, 4-H, FFA, etc
- * Talk about your project
- * Fair dates, sale date and information
- * Tell them how they can participate as a buyer
- * Thank them for allowing you to speak to them about your project
- * Consider adding a picture

[ANATOMY OF A GOOD BUYERS LETTER](#) **CLICK HERE**

THINGS TO REMEMBER: Is it **MANDATORY** that I send buyer's letters?



MARKET YOUR PROJECT

POTENTIAL BUYERS - When contacting a potential buyer, you are not only marketing your project, but also yourself and your organization. Marketing your market animal project is a great opportunity to develop stronger communication skills and build self-confidence. You should contact buyers several months prior to the fair to allow them ample ability to plan time away from work or other activities to attend the sale and opportunity to budget for their purchase.

Meeting with potential buyers in person is beneficial, but handwritten letters also need to be sent. When meeting with a potential buyer it is appropriate to introduce yourself with a handshake. Some of the important talking points to highlight during your conversation include:

- Your 4-H club, FFA Chapter or YLPA Chapter.
- Let them know about your market animal.
- What your future plans are, including how you intend to use your earnings.
- The benefits of supporting 4-H, FFA or YLPA members through the Market Sale.
- Let them know resale and processing options available to buyers.
- Dates and times for the Market Sale.
- Let them know they can register as a buyer prior to the sale or sign up to give an add-on.
- Always close the sale by inviting the person to attend the auction.
- Answer questions about transport, processing, and after-sale support



MARKET YOUR PROJECT

Identify and Contact Potential Buyers Early.

Think beyond your own network: contact local businesses like feed stores, grocers, restaurants, contractors, or even people you know who work in these industries, families, individuals, or groups of people. You should be certain to contact people that have supported you and the market sale in the past as well as people that have never attended before.

Exhibitors should contact enough buyers to ensure that at least 1 buyer will attend the sale. Keep in mind that not every buyer you contact will place a bid on your animal so it is necessary to contact several potential buyers.

Follow Up and Build Rapport:

Even if they don't buy now, a positive interaction can lead to future business or referrals. Keep in touch after the sale to thank them and share updates on your next project.

Tip:

If you're unsure how to start, ask an adult mentor or 4-H/FFA/YLPA agent/advisor for help drafting a buyer letter or scheduling meetings

KNOW YOUR PROJECT

WHEN IS A Steak MORE THAN A Steak



Let's Examine a 1250 Pound Steer

Average dressing percentage for cattle = 62%
(carcass weight/live weight) X 100 = Dressing Percentage
1250 lbs X 62% = 775 lbs
Loss from cutting and trimming = 29%
775 lbs X 71% = 550.25 lbs of meat

Let's Break That Down into Primal Cuts

	% Cut Out Weight	Lbs. from Primal Cuts	Average \$/lbs.
Chuck	30%	165.08 lbs.	\$3.81
Rib	11%	60.63 lbs.	\$9.78
Loin	10%	55.02 lbs.	\$9.73
Sirloin	12%	66.03 lbs.	\$5.11
Round	22%	121.05 lbs.	\$3.02
Brisket/Flank/Plate	15%	82.53 lbs.	\$5.42



Total = \$2,906.66

WHEN IS A Ham MORE THAN A Ham



Let's Examine a 300 Pound Hog

Average dressing percentage for hogs = 72%
(carcass weight/live weight) X 100 = dressing percentage
300 lbs X 72% = 216 lbs
Loss from cutting and trimming = 26%
216 lbs X 74% = 159.84 lbs of meat

Let's Break That Down into Primal Cuts

	% Cut Out Weight	Lbs. from Primal Cuts	Average \$/lbs.
Shoulder Picnic	11%	17.58 lbs.	\$4.55
Side/Belly	21%	33.57 lbs.	\$4.62
Loin	25%	39.96 lbs.	\$2.37
Ham	25%	39.96 lbs.	\$3.01
Other	8%	12.79 lbs.	\$1.86
Butt	10%	15.98 lbs.	\$1.99



Total = \$505.66

WHEN IS A Lamb Chop MORE THAN A Lamb Chop



Let's Examine a 140 Pound Lamb

Average dressing percentage for lamb = 55%
(carcass weight/live weight) X 100 = dressing percentage
140 lbs X 55% = 77 lbs
Loss from cutting and trimming = 25%
77 lbs X 75% = 57.75 lbs of meat

Let's Break That Down into Primal Cuts

	% Cut Out Weight	Lbs. from Primal Cuts	Average \$/lbs.
Rib	15%	8.66 lbs.	\$16.52
Loin	21%	12.13 lbs.	\$10.76
Leg	33%	19.06 lbs.	\$7.32
Shoulder	23%	13.28 lbs.	\$7.38
Other	8%	4.62 lbs.	\$8.52



Total = \$601.95



Buying a 1250 lb steer

1250 x 1.6372 = 2,046.50



Slaughter \$0.85 per pound (hanging weight)

775 lbs x \$0.85 = \$658.75 + \$71.67 kill fee = 730.42

Total = \$2,776.92



Buying a 300 lbs pig

300 lbs x \$0.7782 = \$233.46



216 lbs x \$0.98 = \$211.68 + \$57.50 kill fee = \$269.18

Total = \$502.64



Buying a 140 lb lamb

140 lbs x \$1.30 = \$182



Slaughter fee = 187.50

Total = 369.50

Total = \$369.50

*Average \$ per pound from week 2/24/2023 - USDA.
*To find lbs. from primal cuts, % cut out weight is multiplied by 550.25 lbs.
*To find \$ per primal cut average, \$/lbs. is multiplied by lbs. from primal cuts.

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*Average \$ per pound from week 2/24/2023 - USDA.
*To find lbs. from primal cuts, % cut out weight is multiplied by 159.84 lbs.
*To find \$ per primal cut average, \$/lbs. is multiplied by lbs. from primal cuts.

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*Average \$ per pound from U.S. quarterly lamb report - USDA.
*To find lbs. from primal cuts, % cut out weight is multiplied by 57.75 lbs.
*To find \$ per primal cut average, \$/lbs. is multiplied by lbs. from primal cuts.

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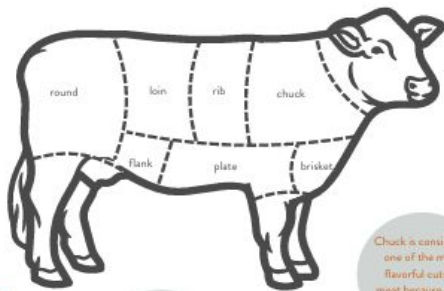
KNOW YOUR PROJECT



PRIMAL CUTS OF BEEF



Let's examine the primal cuts of beef.



Chuck is considered one of the most flavorful cuts of meat because of its extensive marbling.

Fun Facts

The 7-bone roast, a cut from the chuck, is named from the leak of the number 7 within the roast.

Skirt steak, a cut from the plate, is the traditional cut for fajitas.

The rib section only includes ribs 6 through 12 - not the whole rib cage.

The round is lean and tough, because it comes from the hind leg, which gets a lot of movement.

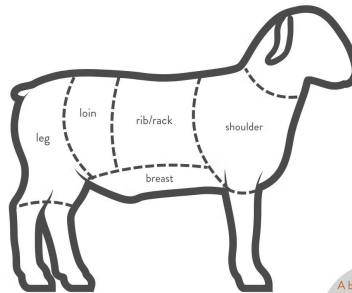
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PRIMAL CUTS OF LAMB



Let's examine the primal cuts of lamb.



Fun Facts

The leg is a versatile and lean cut, perfect for roasting, grilling or butterflying.

A "frenched" rack has the bones cleaned for a dramatic presentation.

The breast is one of the most affordable cuts and can be turned into delicious ribs or ground lamb.

A butterfied leg of lamb (with the bone removed and flattened) is perfect for marinating and grilling.

A full rack usually includes 8 ribs and can be roasted whole or cut into individual rib chops.

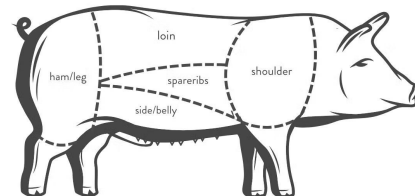
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PRIMAL CUTS OF PORK



Let's examine the primal cuts of pork.



Fun Facts

Ham comes from the hind leg of the hog and can be fresh, cured or smoked.

The tenderloin is one of the leanest, most tender cuts of meat.

Boston butt comes from the upper shoulder, despite the name.

Spareribs come from the lower portion of the rib cage, closer to the belly.

The belly is where bacon comes from.

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Primal and Retail Cuts Infographics and Worksheets

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KNOW YOUR PROJECT

Primal and Retail Cuts Infographics and Worksheets

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Primal and Retail Cuts Infographics and Worksheets



RETAIL CUTS OF BEEF



Let's examine the retail cuts of beef.

Retail cuts from the loin:

- Porterhouse steak
- T-Bone steak
- Tenderloin whole/roast
- Tenderloin steak
- Top loin steak
- Top sirloin steak
- Top sirloin camp steak
- Top sirloin cap off steak
- Tri-tip roast

Retail cuts from the rib:

- Ribeye roast
- Ribeye steak
- Rib roast

Retail cuts from the round:

- Round steak
- Bottom round rump roast
- Top round steak
- Top round roast
- Bottom round steak
- Bottom round roast
- Eye round steak
- Eye round roast
- Round tip roast
- Round tip steak

Retail cuts from the chuck:

- Chuck arm roast
- Blade roast
- Chuck eye roast
- Mock tender roast
- Mock tender steak
- Petite tender
- Seven bone roast
- Top blade flat iron steak
- Shoulder roast

Retail cut from the flank:

- Flank steak

Retail cuts from the plate:

- Short ribs
- Skirt steak

*Note: Click on each to view Texas A&M's images of each cut!

Retail Cuts Listed:

- | | | | |
|--|---|--|--|
| Chuck <ul style="list-style-type: none">Chuck arm roastBlade roastChuck eye roastChuck eye steakMock tender roastMock tender steakPetite tenderSeven bone roastTop blade flat iron steakShoulder roast | Brisket <ul style="list-style-type: none">Brisket, wholeBrisket, cornedBrisket, flat half | Rib <ul style="list-style-type: none">Ribeye roastRibeye steakRib roast | Round <ul style="list-style-type: none">Round steakBottom round rump roastTop round steakBottom round steakBottom round roastEye round steakEye round roastRound tip roast – cap offRound tip steak – cap off |
| Flank <ul style="list-style-type: none">Flank steak | Loin <ul style="list-style-type: none">Porterhouse steakT-Bone steakTenderloin Whole/roastTenderloin steakTop loin steakTop sirloin steakTop sirloin cap steakTop sirloin cap off steakTri-tip roast | Plate <ul style="list-style-type: none">Short ribsSkirt steak | Various <ul style="list-style-type: none">Cubed steakGround beefStew beef |



RETAIL CUTS OF LAMB



Let's examine the retail cuts of lamb.

Retail cuts from the rib/rack:

- Rib chop
- Rib chop (frenched)
- Rib roast
- Rib roast (frenched)

Retail cuts from the loin:

- Loin chop
- Loin roast

Retail cuts from the leg:

- American style
- Center slice
- Frenched style
- Leg roast
- Sirloin chop
- Sirloin half

Retail cuts from the shoulder:

- Arm chop
- Blade chop
- Square cut, whole

Retail cut from the breast:

- Ribs (Denver style)

Retail Cuts Listed:

- | | | |
|---|---|---|
| Shoulder <ul style="list-style-type: none">Arm chopBlade chopSquare cut (whole) | Leg <ul style="list-style-type: none">American styleCenter sliceFrenched styleLeg roastSirloin chopSirloin half | Breast <ul style="list-style-type: none">Ribs (Denver style) |
| Rib (rack) <ul style="list-style-type: none">Rib chopRib chop (frenched)Rib roastRib roast (frenched) | Loin <ul style="list-style-type: none">Loin chopLoin roast | Various <ul style="list-style-type: none">Shank |

*Note: Click on each to view Texas A&M's images of each cut!



RETAIL CUTS OF PORK



Let's examine the retail cuts of pork.

Retail cuts from the loin:

- Back ribs
- Blade chop
- Blade roast
- Butterflied chop
- Center loin roast
- Center rib roast
- Loin chop
- Rib chop
- Sirloin chop
- Sirloin roast
- Tenderloin (whole)
- Top loin chop
- Top loin roast

Retail cut from the spareribs:

- Spareribs

Retail cuts from the ham/leg:

- Center slice
- Ham (smoked)
- Rump portion
- Shank portion
- Tip roast
- Top roast

Retail cuts from the belly:

- Slab bacon
- Sliced bacon

Retail cuts from the shoulder:

- Arm picnic
- Arm roast
- Arm steak
- Blade Boston
- Blade steak
- Picnic (whole)

Retail Cuts Listed:

- | | | | |
|---|---|--|---|
| Loin <ul style="list-style-type: none">Back ribsBlade chopBlade roastButterflied chopCenter loin roastCenter rib roastLoin chopRib chopSirloin chopSirloin cutletsSirloin roastTenderloin, wholeTop loin chopTop loin roast | Side/Belly <ul style="list-style-type: none">Slab baconSliced bacon | Shoulder <ul style="list-style-type: none">Arm picnicArm roastArm steakBlade BostonBlade steakPicnic, whole (smoked) | Various <ul style="list-style-type: none">Country style ribsGround porkHockPork cubed steakPork sausage linksSausageSmoked pork hock |
| Ham (leg) <ul style="list-style-type: none">Center sliceHam (smoked)Rump portionShank portionTip roastTop roast | Spareribs <ul style="list-style-type: none">Spareribs | | |

*Note: Click on each to view Texas A&M's images of each cut!

KNOW YOUR PROJECT



Get 500 pounds of meat from a steer

Broken Down into Primal Cuts



Retail Value = \$2,906.66

Disclaimer-550 pounds is found from a 1250 pound steer with a 62% dressing % and 29% loss of cutting/trimming.



Get 159.84 pounds of meat from a pig

Broken Down into Primal Cuts



Retail Value = \$505.66

Disclaimer-159.84 pounds is found from a 300 pound hog with a 72% dressing % and 26% loss of cutting/trimming.



Get 57.75 pounds of meat from a lamb

Broken Down into Primal Cuts



Retail Value = \$601.95

Disclaimer-57.75 pounds is found from a 140 pound lamb with a 55% dressing % and 25% loss of cutting/trimming.

THANK YOU *MARKET SALE BUYERS 2025*

All Paws Pet Boarding & Daycare

Sydney Anno

Phylis Arnold

Orlando Avila

Bar JR Farm

Bar JR Hunting Preserve

Dean Black

Brandi Bennett

Bennett's Cartage Consultants

Bethlehem Pastures

Big B Services

Ronald Blayney Jr.

Brantley Cattle Company

Chad Brock

Callahan Tire

John Clark

Clyde Mizell Inc.

Cogburn Brothers

Dustin & K'Leigh Combs

David & Jodi Coxwell

THANK YOU *MARKET SALE BUYERS 2025*

Compute-This! Computer - Repairs - Upgrades - Sales

Hildebrand Amusement Rides Inc.

Derrick & Kelly Davis

Jamey & Brandi Hodges

Diamond D Ranch

Polly Hodges

Diezel Nutz Inc.

Journey Food Store

Misty Dimaria

Keelco Inc.

Easton Mel Farms

Tommy Kittrell

Farley Cattle Company

Tony & Susan Kittrell

Florida Infrastructure Inc.

Jessie Ladson

Geiger Logging

LD Buildings

Kala Gregory

Lyons & Lyons CPA

THANK YOU *MARKET SALE BUYERS 2025*

Paul & Tracy Martinez

Jeff McCuster

McFall Contracting

MFJX

Miller Management Elite

Mizell Development, Inc.

Murphy Development Group

North Florida Feed

Oak Ridge Farms

Oxalat Inc.

Triangle Timber LLC

Reliable Site Solutions

Ron & Debbie Robinson

Kimberly Smith

Terrell Farms

The Barn at Cottonwood Ranch

The Ranch @ Trader's Hill

Tom Carden Crop Ins.

Neal Torley

Katelyn Trautman

Tru-Fi Credit Union

BUYERS BASKET EXAMPLES

Baskets are also a great way to thank your buyer at the sale. The options are endless when it comes to gift baskets. These can be themed, include local items, or season items for your buyer to enjoy. Personalized items are another great way to show your appreciation and give buyers something to show off. Many businesses sell items that you can personalize such as cutting boards, boxes, cups, mugs, or even caps. When someone goes above and beyond, it's worthwhile to take the time to make sure that your buyer knows they're appreciated.

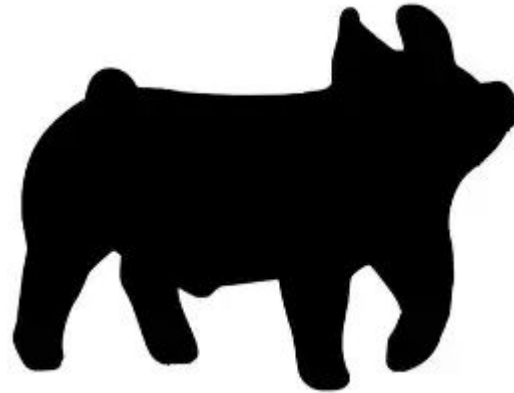
-see rule #4 under the market animal rules for more information and requirements.



SWINE EDUCATION



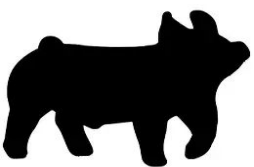
**TRAINING
TIPS**



PRACTICE

[CLICK HERE](#)

How to Show Pigs - Sure Champ



NORTHEAST FLORIDA FAIR YOUTH SWINE SHOW AND SALE

Chairperson: Jeff Braddock
Co-Chair: Jimmy Terrell
Check-in: Tuesday, October 13, 2026 12:00 p.m. - 4:00 p.m.
Show: Wednesday, October 14, 2026 - following Pee Wee Showmanship
Sale: Friday, October 16, 2026 will follow the Steer & Lamb Sale

Terminal Show.

Health Certificates required.

Premise ID tag required.

1. Swine will be weighed upon arrival. **NO REWEIGHS.**
2. Swine must weigh at least 220 lbs but not over 300 lbs. at final weigh-in. Swine will be sold at maximum 290 lbs.
3. The Northeast Florida Fair reserves the right to deny any animal that is injured, sick or has a sickly appearance.
4. Exhibitors whose swine do not meet the minimum weight requirement will be given ten pounds on the low end and will be allowed to show and sell. If any swine weighs less than 210 lbs. it cannot show or sell.
5. All market swine must be from accepted market breeds. No feral animals or swine crossed with wild hogs will be accepted.
6. Exhibitors, clubs or chapters must have owned and cared for their swine from July 11, 2026.
7. Swine will be divided into weight divisions for show (light weight, medium weight, heavy weight). The weight divisions will be determined after the final weigh-in.
8. All market swine will be sold to the highest bidder, and all market swine will go to slaughter following the fair.
9. Any exhibitor owning a swine must assign a sole caretaker.
10. The Northeast Florida Fair makes no guarantees expressed or implied as to the quality of any animal.
11. Record books for market swine must be complete.

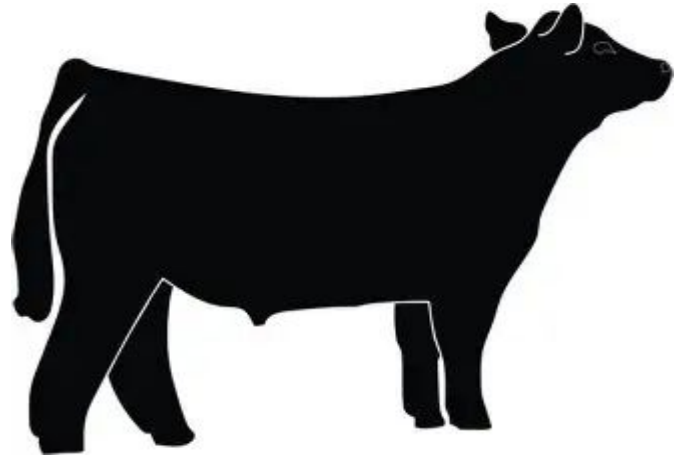
PREMIUMS

Blue.....\$40.00 Red.....\$30.00 White.....\$20.00

CATTLE EDUCATION

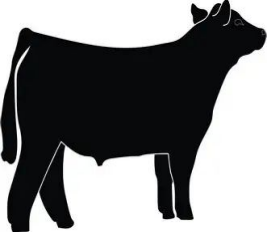


PRACTICE



TRAINING TIPS





NORTHEAST FLORIDA FAIR YOUTH STEER SHOW AND SALE

Chairperson: Liz Forbes

Co-Chair: Tammy Bennett

Check-in: Tuesday, October 13, 2026 12:00 p.m. - 4:00 p.m.

Show: Thursday, October 15, 2026 following the Youth Beef Show

Sale: Friday, October 16, 2026 - 7:00 p.m.

Steers over 24 months cannot be shown. If needed, steers will be mouthed to verify age. If steers are found to be over 24 months old, they will be disqualified.

Any steer weighing over 1,300 lbs. will be sold at 1,300 lbs. There is no ending weight limit.

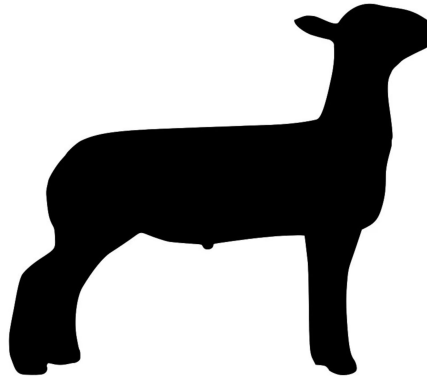
1. The final weight requirement for market steers is a minimum of 850 pounds and there is no maximum to show and sell. Steers are sold at a maximum of 1,300 pounds. Exhibitors whose steers do not meet the minimum weight requirement will be given ten pounds on the low end and will be allowed to show and sell. If any steer weighs less than 840 lbs. it cannot show or sell.
2. The Northeast Florida Fair reserves the right to deny any animal that is injured, sick or has a sickly appearance.
3. Market animal exhibitors with market animals that meet the weight requirements will participate in the Youth Market Show and Sale. These exhibitors and animals will be placed on the sale order by class placing and weight.
4. All decisions of the livestock committee will be final.
5. Exhibitors, club, or chapter must have owned and cared for their steer from July 11, 2026.

LAMB EDUCATION

Training, Grooming and Showing Market Lambs | Animal Agriculture | Washington State University

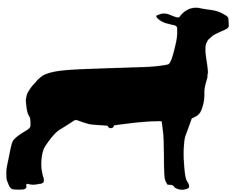
[CLICK HERE](#)

TRAINING TIPS



PRACTICE





NORTHEAST FLORIDA FAIR

4-H / FFA / YLPA YOUTH SHEEP SHOW

Chairperson: Jessi Maynard

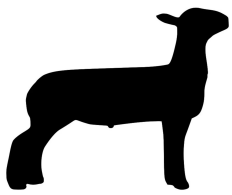
Check-in: Tuesday, October 13, 2026 12:00 p.m. - 4:00 p.m.

Show: Wednesday, October 14, 2026 - following Pee Wee Showmanship

Release: Saturday, October 17, 2026 after 10:00 p.m. (No Drive-Ins) or Sunday, October 18, 2026 8:00 a.m. - 11:00 a.m.

Market Sale: Friday, October 16, 2026 7:00 p.m.

1. A minimum of three exhibitors are needed for a show. Blue ribbon premiums will be paid if no show. Animals must be in show condition.
2. All lambs must have USDA scrapie tag in ear to show.
3. All market lambs must have an official fair ear tag. All other sheep and lambs will be checked for registration or lease papers and ear tag or tattoo.
4. All 4-H, FFA or YLPA can receive training help in grooming from leaders.
5. Registered animals must be in exhibitor's name or club or chapter name or provide lease documentation.
6. Registered ewes may enter market class or ewe class, but not both.
7. Exhibitors can show no more than two sheep per class, except one in market.
8. Any sheep not in show condition, as determined by chairperson, will not be allowed to remain on grounds.
9. General livestock rules and youth livestock rules apply unless superseded by these sheep rules.
10. Market lamb class may include wethers, grade ewes or registered ewes.
11. Market lambs must weigh a minimum of 75 lbs. to show. Exhibitors whose lambs do not meet the minimum weight requirement will be given ten pounds on the low end and will be allowed to show and sell. If any market lamb weighs less than 65 lbs. it cannot show or sell.



SHEEP SHOW, CONTINUED

CLASSES

MARKET CLASSES

(Market lambs must be less than one (1) year of age) Classes will be determined after final weigh in.

REGISTERED BREED CLASSES – RAMS

1. Yearling Rams – Rams born January 1 - December 31, 2025
2. Junior Ram Lambs – Rams born after January 1, 2026
3. Grand Champion Ram
4. Reserve Grand Champion Ram
- * Cannot have reached 2nd Birthday
5. Bred by exhibitor - rams.

REGISTERED BREED CLASSES – EWES

5. Three Year Old – Ewes born January 1 - December 31, 2023
 6. Two Year Old – Ewes born January 1 - December 31, 2024
 7. Yearlings Ewes – Ewes born January 1, - December 31, 2025
 8. Early Spring Lambs – born January 1 - March 31, 2026
 9. Late Spring Lambs – born April 1 - June 30, 2026
 10. Grand Champion Ewe
 11. Reserve Grand Champion Ewe
 - *Cannot have reached 4th Birthday
 12. . Bred by exhibitor - females.
- Bred by exhibitor must be noted on the entry form.

COMMERCIAL EWE CLASSES

Same classes as for the registered ewes

No Bred by Exhibitor on Commercial.

PREMIUMS

Registered	
Blue.....	\$40.00
Red.....	\$30.00
White.....	\$20.00

Commercial	
Blue.....	\$30.00
Red.....	\$20.00
White.....	\$10.00

SHOWMANSHIP RESOURCES

Sure Champ® Offers Livestock Showmanship Tips for Success - Sure Champ

Beef Cattle Showmanship: Tips for Show-Ring Success | UGA Cooperative Extension

Beef Cattle Showmanship: What You Need to Know to Be Successful - UF/IFAS Extension Bradford County

9 Livestock Showmanship Tips for Success

Open to Exhibitors showing Beef, Dairy Cattle, Dairy Goats, Sheep & Swine

Youth will be judged on how they show their animals and how well they are fitted and groomed for show purposes.

Classes are as follows:

JUNIOR — Ages 8-10 years old as of September 1, 2026.

INTERMEDIATE — Ages 11-13 years old as of September 1, 2026.

SENIOR — Ages 14-18 years old as of September 1, 2026 (not graduated). Prizes will be awarded in each age group division in each contest.

First Place.....Belt Buckle, \$30.00

Second Place.....Rosette, \$25.00

Third Place.....Ribbon, \$20.00

Fourth Place.....Ribbon, \$15.00

Fifth Place.....Ribbon, \$10.00

Sixth Place.....Ribbon, \$5.00



MARKET EXHIBITOR CHECKLIST

□ **July 25, 2026**

Mandatory Market Exhibitor Meeting and Quiz Due

THIS MEETING IS MANDATORY FOR ALL MARKET EXHIBITORS & A PARENT/GUARDIAN

□ **SEPTEMBER 1, 2026**

Livestock entry deadline.

Enter online www.neflfair.org.

NO FAXED OR E-MAILED ENTRIES ACCEPTED

IF YOU ENTERED YOUR MARKET ANIMAL ONLINE IN JULY, YOU DO NOT HAVE TO ENTER AGAIN

□ **TUESDAY, OCTOBER 13, 2026, 12:00 P.M.-4:00 P.M.**

Receive market animals for the fair.

Animals will be weighed upon arrival.

Turn in project books to the steer, lamb, or swine chairperson
by 7:00 p.m.

MARKET EXHIBITOR CHECKLIST

☐ **WEDNESDAY, OCTOBER 14, 2026**

Lamb Show at 3:30 p.m. (following Pee Wee Lamb Showmanship)

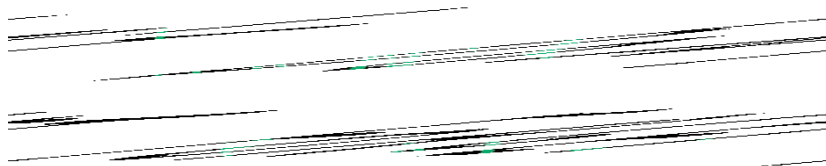
Swine Show at 5:30 p.m. (following Pee Wee Swine Showmanship)

☐ **THURSDAY, OCTOBER 15, 2026, 3:00 P.M.**

Steer Show will follow the Youth Beef Show

☐ **FRIDAY, OCTOBER 16, 2026**

Market Animal Sale at 7:00 p.m.



WHAT GOES IN THE SHOWBOX

Whip/Show stick You will need it for your pig and steer.

Brush(es) It is a good idea to take at least a couple of brushes..

Shampoo There are many different kinds of livestock shampoos, and some exhibitors even use human shampoo or dish soap.

Safety pins or belt clip If you show with an exhibitor number, you will need some way to attach it to your clothing. Safety pins are always a good backup, even if you have a belt clip.

Water hose It is always a good idea to have one in your showbox. Another consideration: a spray nozzle for the end of the hose.

Small first aid kit Band aids, antibiotic crème, and other commonly used medications belong in the showbox for minor cuts and illnesses. •

Zip ties An alternative to wire, although it is a good idea to include both in your tack box.

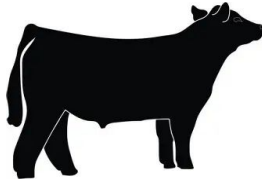
Feed Only take the feed that you think you will need.

Bucket Small bucket for carrying feed and water to your animals.

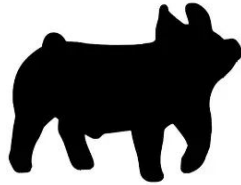
Feeders Pans or hanging feeders work well depending on which species of animals you have. If possible, keep consistent with what you have been using at home.

Manure pick It may not fit in the tack box, but cleaning your pen is just as important at the show as it is at home.

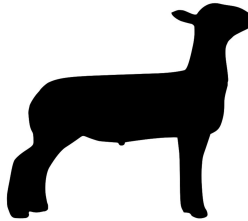
WHAT GOES IN THE SHOWBOX



[showcattleequipment-checklist.pdf](#)



[pigequipment-checklist.pdf](#)



[showlambequipment-checklist.pdf](#)

click on the links above for a printable resource

ETHICS

THE NORTHEAST FLORIDA AGRICULTURE FAIR SUPPORTS THE NATIONAL CODE OF SHOW RING ETHICS

Exhibitors of animals at livestock shows shall at all times deport themselves with honesty and good sportsmanship. Their conduct in this competitive environment shall always reflect the highest standards of honor and dignity to promote the advancement of agricultural education. This code applies to junior as well as open class exhibitors who compete in structured classes of competition. This code applies to all livestock offered in any event at a livestock show. In addition to the "IAFE National Code of Show Ethics," fairs and livestock shows may have rules and regulations which they impose on the local, county, state, provincial and national levels.

All youth leaders working with junior exhibitors are under an affirmative responsibility to do more than avoid improper conduct or questionable acts. Their moral values must be so certain and positive that those younger and more pliable will be influenced by their fine example. Owners, exhibitors, fitters, trainers and absolutely responsible persons who violate the code of ethics will forfeit premiums, awards and auction proceeds and shall be prohibited from future exhibition in accordance with the rules adopted by the respective fairs and livestock shows. Exhibitors who violate this code of ethics demean the integrity of all livestock exhibitors and should be prohibited from competition at all livestock shows in the United States and Canada.



ETHICS

The following is a list of guidelines for all exhibitors and livestock in competitive events:

1. All exhibitors must present, upon request of fair and livestock show officials, proof of ownership, length of ownership and age of all animals entered. Misrepresentation of ownership, age, or any facts relating thereto is prohibited.
2. Owners, exhibitors, fitters, trainers, or absolutely responsible persons shall provide animal health certificates from licensed veterinarians upon request by fair or livestock show officials.
3. Junior exhibitors are expected to care for and groom their animals while at fairs or livestock shows.
4. Animals shall be presented to show events where they will enter the food chain free of violative drug residues. The act of entering an animal in a livestock show is the giving of consent by the owner, exhibitor, fitter, trainer and/or absolutely responsible person for show management to obtain any specimens of urine, saliva, blood, or other substances from the animal to be used in testing. Animals not entered in any event which culminates with the animal entering the food chain shall not be administered drugs other than in accordance with applicable federal, state and provincial statutes, regulations and rules. Livestock shall not be exhibited if the drugs administered in accordance with federal, state and provincial statutes, regulations and rules affect the animal's performance or appearance at the event.



ETHICS

If the laboratory report on the analysis of saliva, urine, blood, or other sample taken from livestock indicates the presence of forbidden drugs or medication, this shall be prima facie evidence such substance had been administered to the animal either internally or externally. It is presumed that the sample of urine, saliva, blood, or other substance tested by the laboratory to which it is sent is the one taken from the animal in question, its integrity is preserved and all procedures of said collection and preservation, transfer to the laboratory and analysis of the sample are correct and accurate and the report received from the laboratory pertains to the sample taken from the animal in question and correctly reflects the condition of the animal at the time the sample was taken, with the burden on the owner, exhibitor, trainer, or absolutely responsible person to prove otherwise.

At any time after an animal arrives on the fair or livestock show premises, all treatments involving the use of drugs and/or medications for the sole purpose of protecting the health of the animal shall be administered by a licensed veterinarian.

5. Any surgical procedure or injection of any foreign substance or drug or the external application of any substance (irritant, counterirritant, or similar substance) which could affect the animal's performance or alter its natural contour, confirmation, or appearance, except external applications of substances to the hoofs or horns or animals which affect appearance only and except for surgical procedures performed by a duly licensed veterinarian for the sole purpose of protecting the health of the animal is prohibited.
6. The use of showing and/or handling practices or devices such as striking animals to cause swelling, using electrical contrivance, or other similar practices are not acceptable and are prohibited.



ETHICS

7. Direct criticism or interference with the judge, fair or livestock show management, other exhibitors, breed representatives, or show officials before, during, or after the competitive event is prohibited. In the furtherance of their official duty, all judges, fair and livestock show management, or other show officials shall be treated with courtesy, cooperation and respect and no person shall direct abusive or threatening conduct toward them.
8. No owner, exhibitor, fitter, trainer, or absolutely responsible person shall conspire with another person or persons to intentionally violate this code of ethics or knowingly contribute or cooperate with another person or persons either by affirmative action or inaction to violate this code of ethics. Violation of this rule shall subject such individual to disciplinary action.
9. The application of this code of ethics provides for absolute responsibility for an animal's condition by an owner, exhibitor, fitter, trainer, or participant whether or not he or she was actually instrumental in or had actual knowledge of the treatment of the animal in contravention of this code of ethics.
10. The act of entering an animal is the giving of consent by the owner, exhibitor, fitter, trainer, or absolutely responsible person to have disciplinary action taken by the fair or livestock show for violation of this Code of Show Ring Ethics and any other rules of competition of the fair or livestock show without recourse against the fair or livestock show. The act of entering an animal is the giving of consent that any proceedings or disciplinary action taken by the fair or livestock show may be published with the name of the violator or violators in any publication of the International Association of Fairs and Expositions, including *Fairs and Expositions* and any special notices to members.



ETHICS

11. The act of entering of an animal in a fair or livestock show is the giving of verification by the owner, fitter, trainer, or absolutely responsible person that he or she has read the IAFE National Code of Show Ring Ethics and understands the consequences of and penalties provided for actions prohibited by the code. It is further a consent that any action which contravenes these rules and is also in violation of federal, state, or provincial statutes, regulations, or rules may be released to appropriate law enforcement authorities with jurisdiction over such infractions.

THINGS TO REMEMBER:

- What is one life skill you have learned by being involved with this project?
- You have an obligation to provide proper care for your animal. If asked by a member of the public, what are some ways you care for your animal?
- You have read and reviewed the Northeast Florida Fair General Livestock Rules, Youth Livestock Rules and Market Animal Rules and code of Show Ring Ethics and understand the importance of upholding ethical behavior and care of your animal.



THANK YOU LETTERS

- A greeting with the buyer's name or company.
- An acknowledgement of the specific reason for the thanks (i.e., the purchase of your animal project).
- The reason why you appreciate the buyer.
- A description of how you will use the money from the sale.
- Information about why you enjoy 4-H/FFA, your animal, or something you learned completing your project.
- A repeat of your thanks.
- A closing with "Sincerely, your name" or "With Thanks, your name".
- Click here to see the entire document:

[ANATOMY OF A GOOD BUYERS LETTER](#)



YOUTH SHOWBOX

ANATOMY OF A GOOD THANK YOU LETTER

Why write thank you letters?

- To give buyers recognition for their support of the program.
- To thank them for their support of your project.
- To show you care and are willing to go the extra mile.
- To make a connection even after the show ring.

Make your greeting respectful and personalized.

Dear Mr. Smith,

Share a little about yourself and what your support will help with.

I would like to thank you for helping to support the Anywhere County 4-H and FFA Livestock Auction and for buying my lamb. Your support means a great deal to me personally and to the 4-H and FFA programs.

I am a junior in high school this year, and the money that I receive from your purchase will go towards purchasing a livestock project for next year, and helping to pay for college.

Thank them for their support of the program and specifically for their support of your project.

Once again, thank you for your support!!

Thank them again, close with a respectful salutation and sign your first and last name.

Sincerely,
Bob Johnson.

Hand sign the letter!

Other things to remember:

- Use nice stationery or a notecard and handwrite your message.
- Use your best handwriting and proofread for spelling errors.
- Mail the thank you or hand deliver it, but be sure that it is received in a timely manner.

www.FarmCreditVirginia.com/Knowledge-Center

FARM CREDIT KNOWLEDGE CENTER

SHOWING AND FITTING SUPPLIES

Weaver Livestock - Livestock Show Supplies

All Things Livestock Supplies - Sullivan Supply, Inc.

Livestock Show Supplies

Valley Vet - Show & Grooming Supplies Catalog

Shop - Stock Up Supply

QUESTIONS



Home / Northeast Florida Fair

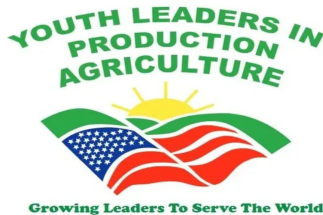
livestock@neffair.org

Facebook: Northeast Florida Fair Callahan FL
Livestock Group

LIVESTOCK SHOW

/LĪV,STĀK • SHŌ/ (NOUN)

A ROAD PAVED WITH LIFE LESSONS,
HANDSHAKES & MEMORIES,
ALL COMING TOGETHER AT THE
PEAK MOMENT WHEN YOU STEP
INTO THE RING AND REALIZE
YOU ARE ALREADY A CHAMPION.



See you at the fair!