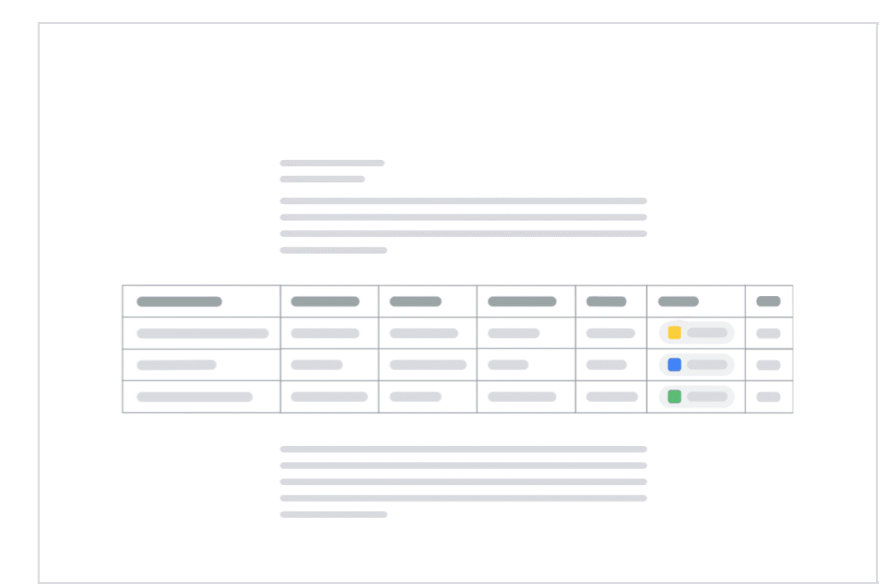


**ERIE COUNTY JR. FAIR SALES CODE OF ETHICS FOR SELLERS AND PARENTS**

1. Offer a quality product for sale. Do a good job of feeding and caring for your animal(s) and preparing your sale item.
2. Invite prospective buyers to attend this sale. Do not depend upon somebody else to do this.
3. When inviting a prospective buyer, ask them to come and support the sale. Don't insist that a prospective buyer must buy your animal(s) or project(s). Don't ridicule a buyer for not buying your animal(s) or project(s).
4. Remember, buyers sometimes bid on a number of animals(s) or project(s) before buying. Sometimes, the bid goes beyond the limit set by a prospective buyer.
5. Never criticize a buyer for not buying your or your child's animal(s) or project(s). This action will do more to keep a potential buyer away from future sales than any other action you can take.
6. One buyer does not make a sale. Some potential buyers do a lot of bidding, but end up with no animals or projects. These people deserve a thank you also for their support of the sale.
7. Relatives or others should never attempt to run the bid on a buyer. This action can and often does set a poor climate for the entire sale and future sales. The sale committee is attempting to run an honest sale and get the highest dollar for each exhibitor.



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