

**MINIMUM REQUIREMENTS TEL-O-
AUCTION OR BOARD LOAD
ON-FARM SALES**

(Proposed revision July 2017)

1. Any feeder cattle offered for sale while still on the farm where the cattle are not commingled during regular in-barn sales must meet minimum requirements set forth in other sections of the Association's Standard Operating Procedures. The primary purpose of this procedure is to allow for the efficient marketing of larger groups of uniform feeder cattle – primarily in truck load lot sizes.
2. In this section, the term “tel-o-auction sales” refer to those sales held on dates scheduled by the Association during which only lots of feeder cattle are sold directly off the farm. Also within this section, the term “board lots or sales” will refer to lots of feeder cattle sold directly off the farm held in conjunction with a scheduled in-barn sale.
3. Cattle offered for sale in the load lots may come from either one owner or group of consignors working together to offer a load of similar cattle.
4. Calves to be eligible for the sale must be produced by the consignor and yearlings owned at least (60) days
5. All cattle will be graded and grouped by representatives of the Virginia Department of Agriculture and Consumer Services. The VDACS representative in consultation with the consignor will collect information on each sale lot including: number of head, estimated average weight and weight range, grades, breeds/colors, flesh and cleanness scores, health program, feeding program, location of the cattle, weighing conditions, owner contact information, livestock market handling the transaction and other pertinent information. The above information on each lot of cattle will be forwarded to the Association at least one week before the scheduled sale date.
6. Any lots of cattle for consignment to the Tel O Auction received after the promotional material for the upcoming Tel O Auction sale has been initially distributed shall be considered an “added” lot of sale cattle. These “added” lots of sale cattle will be promoted as best practical prior to the sale and all “added” lots of Tel O Auction sale cattle will be sold in the order they are received at the end of the corresponding sex (steers first, heifer second).
7. All cattle, preferably weaned, must weigh between 300 and 1300 pounds except Virginia Quality Assured feeder cattle which must not weigh less than 400 pounds according to VQA guidelines.
8. Un-weaned cattle may be sold in uniform lots on the Tel O Auction as long as all the cattle have received the Virginia Quality Assured feeder cattle program required vaccinations including protection against clostridial diseases, Bovine Respiratory Disease Complex (modified live), and Pasturella according to label directions for administration and withdrawal. Deworming is also required and implanting is optional.
9. All cattle should be dehorned and healed or naturally polled. Horned cattle may be sold but must be described in the sale lot information.
10. Steers must be properly castrated and healed. ~~No heifers will be guaranteed open unless specifically guaranteed by the consignor.~~ Guaranteed open heifers found to be pregnant will be subject to a \$200 per head refund for each confirmed pregnant heifer payable by the seller to the

buyer on demand after receipt of veterinary certification of pregnancy.

11. No ill, dwarfs, or defective cattle will be accepted.
12. All cattle will be graded by a representative of the Virginia Department of Agriculture and Consumer Services. Cattle grading L-1, LL, M-1, S-1, L&M2, and **L&M3** will be accepted. If Holstein steers are offered for sale, L&M4 cattle may be sold along Jersey/Jersey crosses, but their presence must be described.
13. Sellers must remove from their consignment any cattle that become ill or injured between the sale date and the delivery date. The seller must deliver on the cattle that were accepted by VDACS personnel at the time of inspection and grading.
14. Sellers must either agree to the sale price or reject it immediately ~~within 24 hours of~~ at the end of the auction on their lot of cattle.
15. The buyer of the cattle has ten (10) days after the sale to pick up the cattle. The buyer must give the seller notice at least twenty-four (24) hours before the intended delivery of the cattle. If the buyer delays pick up of the cattle for more than ten (10) days after the sale, an adjustment in the sale weight will be made to account for the extra weight gained during delayed cattle delivery.
16. Official pay weights of all cattle must be taken on commercially used scales that are inspected by VDACS or a commercial inspection service.
17. The estimated weight of the cattle at take-up time will be advertised. A price slide will be used to adjust the final sale prices for cattle weighing more or less than the advertised weight.
18. A representative of the Association or the livestock market handling the transaction will be present at the delivery of the cattle to ensure the cattle delivered meet the advertised description and to make any adjustments on each load of cattle at delivery.
19. Consignors will pay (\$5.00 per head for Tel O Auction & \$2.75 per head **for field cattle sold in conjunction with any other sponsored sale**) promotional fee and other marketing costs to the Virginia Cattlemen's Association and appropriate marketing fees to the local feeder cattle association and livestock market.
20. The local sales group associated with the livestock marketing handling the transaction will accumulate voting privileges in accordance with the established procedures set forth in Section II of this S.O.P.
21. As of October 1, 2013 all dairy type cattle consigned should be appropriately identified for interstate commerce in accordance with the requirements of the federal and Virginia Animal Disease Traceability rule.
22. The Virginia Cattlemen's Association Executive Secretary, after consulting with the Feeder Council Vice President, will have the discretion to add/alter/cancel advertised Tel O Auction sales.