

STANDARD OPERATING PROCEDURES

FOR THE

VIRGINIA FEEDER CATTLE SALES

Amended February 14, 1955
Amended February 9, 1973
Amended February 8, 1974
Amended February 6, 1976
Amended February 4, 1977
Amended February 6, 1981
Amended February 11, 1982
Amended February 16, 1985
Amended February 9, 1989
Amended February 9, 1990
Amended February 1, 1991
Amended February 11, 1994
Amended February 21, 1997
Amended February 24, 2005
Amended February 11, 2010
Amended February 10, 2012

- I. The affairs of the Virginia Feeder Cattle Sales shall be supervised by the Board of Directors of the Virginia Cattlemen's Association. However, at least seven of the directors shall be elected, one or more from each of the following seven feeder cattle regions. Directors representing the seven feeder cattle regions shall comprise the Feeder Cattle Council who shall have direct input in the operation of feeder cattle sales.

<u>Feeder Cattle Regions</u>	<u>Sale Groups</u>
Region I	Abingdon Jonesville Tazewell
Region II	Wytheville
Region III	Dublin Narrows
Region IV	Harrisonburg Bath-Highland Cattlemen Monterey
Region V	Front Royal Fredericksburg

Region VI

Radiant

Region VII

Amelia Area Cattlemen
Bedford Beef Producers
Botetourt Cattlemen
Buckingham Cattlemen
Campbell-Amherst Marketing
Pittsylvania County Cattlemen
Southern Virginia Beef Alliance

If a feeder cattle region sells more than 17,000 head of cattle within a one year period, the region shall be eligible to elect two members to the Feeder Cattle Council of Board of Directors of the Virginia Cattlemen's Association. The two directors cannot be selected from the same sale group unless there is only one sale group within the region.

II. Voting

- A. Only qualified members who have patronized the Association-sponsored sales at least once during the two years preceding any annual meeting, or paid the prescribed membership dues, shall vote in an Association vote. In cases where the vote is not unanimous, the Unit Rule shall apply, and a roll call shall be made, at which time each recognized sale group will receive votes according to the number of Association sponsored sales conducted according to the following schedule: Sales with 1 to 1000 head = 1 vote; sales with 1001 to 2000 head = 2 votes; sales with 2001 to 3000 head = 3 votes and so on. The total number of VCA Tel-O-Auction sale cattle associated with each sale group would add to that group's votes based 1 vote for each 1000 head of cattle sold. A majority of the votes cast shall be required to pass each motion except as set forth in paragraph III of the S.O.P.

- B. The Board of Directors shall present their written recommendations to the individual sale groups at least 30 days prior to the annual meeting of the Virginia Cattlemen's Association. A representative (or representatives) from each sale group should attend the annual meeting with the proper authority from his members or directors, to vote upon the board's recommendations, and any other matters which may properly come before the annual meeting. It is hoped and anticipated that members and individual sale groups will bring matters before the annual meeting for action. It is suggested that when possible, such matters be presented to the Board of Directors well in advance of the annual meeting in order that they can be presented in writing to the directors from all sale groups. This action should shorten discussion, as the result of better understanding of the issue and should expedite favorable action.

III. S.O.P. Changes and Violations

Any changes in the Standard Operating Procedures of the Virginia Feeder Cattle Sales shall require an approval by two-thirds majority of those present and eligible to vote under the Unit Rule procedures.

Sale groups violating the minimum requirements set forth in the S.O.P. shall be dealt with in the following manner.

1st Violation – A letter from the President of the Association warning the local sale group that a violation has been committed will be sent.

2nd Violation – Local sale group may appear before the Board of Directors to explain. If there is an insufficient explanation, the sale group is placed on probation.

3rd Violation – This would require action by the entire membership of the Association to consider expulsion of the sale group from the Association.

IV. Funds due to the Virginia Cattlemen's Association for promotional activities are due within 30 days after the sale.

V. Recognized Sale

To be a VCA recognized sale group with voting privileges, a group must have been a member of the Virginia Cattlemen's Association for one year, or longer, and have sponsored sales under Association S.O.P.'s and paid its promotional fees. For groups marketing lots of Tel-O-Auction feeder cattle, at least 48,000 pounds of cattle must have been during a one year period to become recognized.

VI. Care of Cattle After Sale

Cattle left in the market after a sale will be fed, watered and cared for at the buyer's expense.