

## In-Barn Graded Feeder Cattle Sales Information

The Virginia Cattlemen's Association, in cooperation with 18 local or regional feeder cattle associations, sponsors graded feeder cattle sales throughout the year. The regional associations contract with local livestock markets to conduct the sales with assistance from the Virginia Department of Agriculture and Consumer Services and Virginia Cooperative Extension.

To reserve a space on the sale conference call for VCA in-barn sales, call the appropriate livestock market at least 30 minutes prior to the time of the sale.

**Breeding:** All calves are sired by beef-type bulls and out of cows of beef breeding.

**Sales Locations:** Sales are located within the areas in which the calves are produced. Contact VCA for the livestock market nearest you.

**Consignor:** Calves must be produced by the consignor.

**Tagging and Weighing:** Calves are individually tagged and weighed at receiving.

**Grading:** Grading is conducted by qualified, trained personnel of the Virginia Division of Markets.

- L – Large Frame with # 1 Muscling
- M – Medium Frame with # 1 Muscling
- S – Small Frame with # 1 Muscling
- Shoulder Stripe – L & M Frame with # 2 Muscling
- Loin Stripe – L & M Frame with # 3 Muscling

❖ [U.S. Standards for Grades of Feeder Cattle – Click Here](#)

**Penning:** Calves are separated according to breed, sex, and grade. As appropriate they are further divided into groups of similar weights.

**Pen Size:** Pen size varies from 5 to 50 or more. Some sales allow buyers to secure 10 or more head selected at random from pens having more than 20 calves.

**Selling:** All calves are sold at auction by hundred weight, with any disputed bids settled by the auctioneer.

**Shipping:** To insure prompt movement of your cattle, it is suggested that you make tentative arrangements with a trucker before buying cattle. If you need help in getting cattle moved, the management of the individual sales can assist you with arrangements.

**Refunds:** Most heifer calves are guaranteed open, with 20% of purchase price up to a maximum of \$50 refunded on bred heifers. Ear tag numbers and certification by an Extension Agent or Veterinarian must be forwarded to sale management with eight (8) months following the sale.

Steer calves are guaranteed not to be bulls or stags, with 10% of purchase price refunded if otherwise. Ear tag number and certification from an Extension Agent or Veterinarian must be forwarded to sale management within eight (8) months following the sale.

**Series of Sales:** Sales are arranged so that buyers save both time and travel if attending two or more sales. Also, this may help in the shipping of cattle from multiple sales on the same truck.

**Buying:** All buyers are requested to provide credit references before making purchases. Buyers are expected to pay for calves before they are moved. All sales sponsored by the Virginia Cattlemen's Association have teleconference hookup, which allows for bidding by telephone. If you would like to participate in a sale by telephone, call the sale barn or a VCA representative prior to the sale to reserve a space on the teleconference line. We will be glad to fax you a copy of the sale order with cattle descriptions, or give you a rundown over the telephone.