

## Tel-O-Auction and Board Sale Information

Tel-O-Auction and Board Sales offer buyers the convenience of trailer-load lots of cattle that are sold by auction over the telephone. Tel-O-Auction sales are held on most Mondays throughout the year, while board loads of cattle are offered in conjunction with in-barn graded sales.

- ❖ Descriptions of sale lots are provided to buyers in advance for both tel-o-auction and board sales. To request sale information in advance of a sale, buyers should call the Virginia Cattlemen's Association at **(540)992-1009**.
- ❖ To reserve a buyer number, buyers should call VCA anytime on the day of the sale up to four (4) hours before the time of sale.
- ❖ Cattle are officially evaluated on USDA grade standards by Virginia Department of Agriculture and Consumer Services livestock marketing specialists. Sale information includes estimated weight ranges, breeds/colors, feed program, health program, flesh condition, cleanliness score, and weighing conditions.
- ❖ An adjustment in price ('slide') is used if actual weights of cattle are heavier or lighter than estimated weights.
- ❖ The successful buyer, in cooperation with the seller, selects a delivery date. A buyer has up to seven (7) days following the sale to take delivery of cattle unless otherwise stated.
- ❖ Buyer must give at least 24-hours notice of pick-up time.
- ❖ Payment must be made on the day of delivery by check or wire transfer.
- ❖ Buyers are responsible for obtaining any and all necessary health papers to accompany cattle to their destination.