

mind. You can learn by studying models and pictures. Breed publications with pictures of state and national champions are good resources. The Unified Scorecard has a picture of the ideal cow for each breed.

4. In approaching a class to be judged, stop first at a distance of 25 or more feet and view the animals. You can observe all four animals better from this distance. Beginners often make the mistake of going up close for their first look.
5. Put in first place the animal that is most nearly ideal and in last place the one least like the ideal animal. This leaves only two animals to place. Put the one more like the first place animal in second place, which automatically leaves the other animal in third place.
6. Work quietly to avoid disturbing animals, and be polite to and considerate of others who are judging. Allow 10 minutes for placing.
7. Write down placing on card, remembering that first impressions are usually best. Rely on your own judgment rather than trying to place the class as some other contestant has placed it. Correct placing counts 50 points.
8. Check your card to be sure placing and name of class are as you mean them to be. Also, be sure your number is correct. Mistakes with this can mean you get a zero score for the class.
9. Make notes on classes that require oral reasons. These classes are designated at the beginning of contest.

SUGGESTIONS ON GIVING REASONS

1. Study notes diligently so you have your reasons organized but not memorized when called to give them. Practice giving your reasons thoroughly before giving them. They count 50 percent of the total score. You have 2 minutes to give oral reasons. You should never refer to notes while giving reasons.
2. When called to give reasons, move promptly to the judge and stand attentively and straight some 5 or 6 feet in front of the judge. Speak clearly, distinctly, and confidently. Make reasons fit the class rather than giving mechanical reasons that may or may not apply.

3. Be neatly dressed. Present a neat, clean, well-groomed appearance.
4. Stand squarely on your feet. Don't slouch. Look directly at the person to whom you are speaking. Know what to say, and say it. Be sure to use correct terms.
5. **Always** compare two animals being discussed rather than describe one animal. Use comparative terms ending in "er" (such as longer, larger, deeper) rather than descriptive terms (long, large, deep).
6. **Never** use the word "better" in giving reasons. Instead, use a comparative term that points out exactly what you mean.
7. Tell the important differences first. Emphasize the superior points of why one animal excels, and then grant any strong points to the animal you placed lower.
8. Never go back. Say all you intend to about one placing, then proceed to the next. When you have completed your reasons on the cow in last place, you are finished.
9. Avoid any "questionable points" on which the judge could disagree with you.
10. Use numbers of the cows often enough the judge can follow you easily.
11. Always carry a clear, mental picture of the class.
12. A courteous attitude and sportsmanlike conduct have never lowered the score of a contestant.

Keep in mind that you can make a good score on reasons even if your placing score is not good. Try to convince the judge on your placement with clear, accurate information.

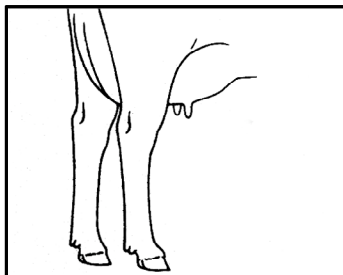
DAIRY TERMINOLOGY

EXAMPLES OF OPENING STATEMENTS

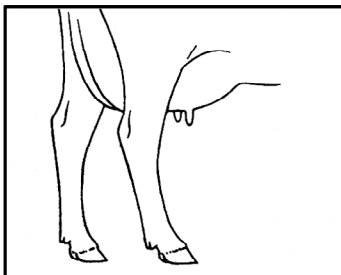
1. 1-2-3-4 is my placing in this class of (class name).
2. I place this class of (class name) 1-2-3-4.
3. My placing for this class of (class name) is 1-2-3-4.

These drawings show three examples of the 12 most important functional-type traits. They should be helpful in understanding correct conformation.

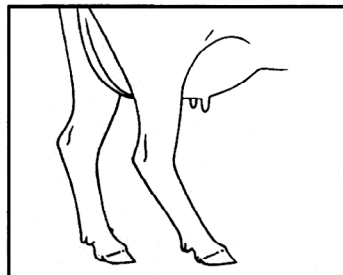
Rear Legs (Side View)



Extremely posty



Slight set in hock



Extremely sickled