4-H and FFA DAIRY CATTLE JUDGING MANUAL

Be a Successful Dairy Judge

1. Start early and make a commitment. Learn to judge as a junior member to be a better judge as a senior on your county or chapter team. Commit yourself now to be a successful judge. Do your best.

2. Decide why you want to judge. What are the rewards? How will judging help you? Do you want to learn?


4. Who can help? Your 4-H agent, your instructor, dairy farmers, former team members, parents, other 4-H and FFA members. Practice judging pictures, writing reasons and talking reasons to a tape recorder or in a mirror.

5. Discuss placings. Listen to your coach and discuss reasons and opinions on placings. If your opinion is different, find out the reason why. Have confidence in your coach.

6. Work together. Help other team members through group discussion to correct mistakes. Give reasons to each other. Ask questions about anything you do not understand.

7. Follow accepted guidelines. Know the parts of a cow, the ideal type, how to compare cows, how to take notes, how to remember the cows, how to write reasons and how to present oral reasons.

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INTRODUCTION

Dairy judging is an important learning event. To select a good calf for the dairy project, 4-H and FFA members must be able to recognize good type animals. Dairy judging is not difficult but requires disciplined study and practice. Members must first learn the parts of a cow and how an ideal cow looks. They must have a discerning eye to pick out good and bad points. The points must be weighed and a decision made based on what they see and the emphasis placed on each type characteristic. After a placing decision is made, the animals must be remembered and the member must be able to defend his decision orally or in writing. Judging tests the ability to learn, to remember, to organize, to evaluate, to decide and to explain and defend decisions. Judging is competitive as is life. Learning through judging should help members develop traits useful in dealing with their daily life and work.

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DAIRY COW UNIFIED SCORE CARD

Order of observation

1. GENERAL APPEARANCE
   (Attractive individuality with, femininity, vigor, stretch, scale, harmonious blending of all parts, and impressive style and carriage. All parts of a cow should be considered in evaluating a cow's general appearance)
   BREED CHARACTERISTICS — (see reverse side)
   HEAD — clean cut, proportionate to body; broad muzzle with large, open nostrils; strong jaws; large, bright eyes; forehead, broad and moderately dished; bridge of nose straight; ears medium size and alertly carried
   SHOULDER BLADES — set smoothly and tightly against the body
   BACK — straight and strong; loin, broad and nearly level
   RUMP — long, wide and nearly level from HOOK BONES to PIN BONES; clean cut and free from patchiness; THURS, high and wide apart; TAIL HEAD, set level with backline and free from coarseness; TAIL, slender
   LEGS AND FEET — bone flat and strong, pasterns short and strong, hocks cleanly moulded. FEET, short, compact and well rounded with deep heel and level sole. FORE LEGS, medium in length, straight, wide apart, and squarely placed. HIND LEGS, nearly perpendicular from hock to pastern, from the side view, and straight from the rear view
   Perfect Score 30

2. DAIRY CHARACTER
   (Evidence of milking ability, angularity, and general openness, without weakness; freedom from coarseness, giving due regard to period of lactation)
   NECK — long, lean, and blending smoothly into shoulders; clean cut throat, dewlap, and brisket
   WITHERS, sharp. RIBS, wide apart, rib bones wide, flat, and long. FLANKS, deep and refined. THIGHS, incurving to flat, and wide apart from the rear view, providing ample room for the udder and its rear attachment. SKIN, loose, and pliable
   Perfect Score 20

3. BODY CAPACITY
   (Relatively large in proportion to size of animal, providing ample capacity, strength, and vigor)
   BARREL — strongly supported, long and deep; ribs highly and widely sprung; depth and width of barrel tending to increase toward rear
   HEART Girth — large and deep, with well sprung fore ribs blending into the shoulders; full crops; full at elbows; wide chest floor
   Perfect Score 20

4. MAMMARY SYSTEM
   (A strongly attached, well balanced, capacious udder of fine texture indicating heavy production and a long period of usefulness)
   UDDER — symmetrical, moderately long, wide and deep, strongly attached, showing moderate cleavage between halves, no quartering on sides; soft, pliable, and well collapsed after milking; quarters evenly balanced
   FORE UDDER — moderate length, uniform width from front to rear and strongly attached
   REAR UDDER — high, wide, slightly rounded, fairly uniform width from top to floor, and strongly attached
   TEATS — uniform size, of medium length and diameter, cylindrical, squarely placed under each quarter, plumb, and well spaced from side and rear of udders
   MAMMARY VEINS — large, long, tortuous, branching
   "Because of the natural undeveloped mammary system in heifer calves and yearlings, less emphasis is placed on mammary system and more on general appearance, dairy character, and body capacity. A slight to serious discrimination applies to overdeveloped, fatty udders in heifer calves and yearlings.
   Perfect Score 30

Subscores are not used in breed type classification.

TOTAL 100
**AYRSHIRE**
Strong and robust, showing constitution and vigor, symmetry, style and balance throughout, and characterized by strongly attached, evenly balanced, well-shapedudder.
COLOR—Light to deep cherry red, mahogany, brown, or a combination of any of these colors with white, or white alone, distinctive red and white markings preferred, black or brindle objectionable.
SIZE—A mature cow in milk should weigh at least 1200 lbs.
HORNS—Inclining upward, refined, medium length and tapered toward tips. No discrimination for absence of horns.

**GUERNSEY**
Size and strength, with quality and character desired.
COLOR—A shade of fawn with white markings clearly defined. Skin should show golden yellow pigmentation. When other points are equal, a clear (buff) muzzle will be favored over a smoky or black muzzle. A bright golden yellow pigmentation on the nose, around the eyes, in the ears, in the escutcheon, around the udder and at the point of tail is favored. Two of the 10 points under General Appearance are to be allotted to yellow skin secretion.
SIZE—A mature cow in milk should weigh at least 1100 lbs. “In milk” means normal condition after having been in milk from 3 to 6 months.
HORNS—No discrimination for absence of horns.

**JERSEY**
Sharpness with strength indicating productive efficiency.
COLOR—A shade of fawn, with or without white markings.
SIZE—A mature cow in milk should weigh about 1000 lbs.
HORNS—No discrimination for absence of horns.

**BROWN SWISS**
Strong and vigorous, but not coarse. Size and ruggedness with quality desired. Extreme refinement undesirable.
COLOR—Solid brown varying from very light to dark. White or off-color spots objectionable. Females with any white or off-color markings above the underside of the belly or with white core in switch do not meet color standards of the Brown Swiss breed, and shall be so designated when registered.
SIZE—The minimum weight for mature cows should be about 1500 lbs.
HORNS—No discrimination for absence of horns.

**HOLSTEIN**
Rugged, feminine qualities in an alert cow possessing Holstein size and vigor.
COLOR—Black and white or red and white markings clearly defined.
SIZE—A mature cow in milk should weigh a minimum of 1500 lbs.
HORNS—No discrimination for absence of horns.

**EVALUATION OF DEFECTS**
In a show ring, disqualification means that the animal is not eligible to win a prize. Any disqualified animal is not eligible to be shown in the group classes. In slight to serious discrimination, the degree of seriousness shall be determined by the judge.

**DREY COWS**
Among cows of apparently equal merit: Give strong preference to cows in milk.

**FREEMLTIN HEIFERS**
Disqualification unless proved pregnant.

**OVERCONDITIONED**
Slight to serious discrimination.

**TEMPORARY OR MINOR INJURIES**
Blemishes or injuries of a temporary character not affecting animal’s usefulness: Slight discrimination.

**EVIDENCE OF SHARP PRACTICE**
1. Animals showing signs of having been operated upon or tampered with for the purpose of concealing faults in conformation, or with intent to deceive relative to the animal’s soundness: Disqualification.
2. Uncalved heifers showing evidence of having been milked: Serious discrimination.
Parts of The Cow

It is necessary to know the parts of a cow to be able to judge cattle, to compare good and bad points and to discuss judging techniques. The first step in learning to judge is learning the parts of a cow. Only then can placings and reasons be discussed with understanding.

Ideal Type

Dairy cattle type refers to body conformation or physical appearance. Type depends on structure of bones and other body components and how they fit together to form the cow. Each dairy breed has a model or ideal type cow. When judging we choose top cows that most nearly resemble the ideal type. Keep the ideal type in mind when judging.

Major Points of Consideration

In general the major points in order of priority are the udder and attachments; size, scale and body capacity; dairy character as displayed by sharpness and cleanliness; correctness and smooth blending of shoulders, back, rump and tail; and breed characteristics.

1. Mammary System

Study the mammary system first. The mammary system accounts for 30 points on the scorecard and should demand first and greatest consideration. In a close placing, always choose the cow with the best udder. The mammary system will often determine the placings of a class. The udder should be strongly attached, held close to the body (especially in young cows) of uniform shape, of good quality and capacious.

The most important consideration of udder attachment is the middle support (medial suspensory ligament) which is displayed by a definite crease between the halves when viewed from the rear. Teats should be evenly spaced, hanging plumb to the ground or pointing slightly inward. A flat udder floor and strutted teats indicate a weak middle support. The fore udder should be attached well forward, and attached strongly and smoothly. The rear attachment should be very high and wide. Weak attachments are denoted by: no crease in the udder floor, a bulging fore udder that swings as the cow walks, a deep rear udder, a sloping udder floor, teats that point outward, or an udder wider on the floor than at the top.

Udders should be capacious but not necessarily large. Depth of udder is usually not a desirable trait. Capacity is determined by size and quality. Size is preferred in length and width but not depth of udder. Quality is the display of large amounts of secretory tissue as opposed to connective, fatty, or scar tissue. Veining, pliability and softness are signs of udder quality. Udders in young cows should be held close to the body and even in older cows should be well above the hocks. Udders should be uniform with teats at the same level indicating that all quarters are healthy and secreting milk. Udders should be symmetrical without heavy or large quarters.
Phrases and Terms to Describe the Mammary System

... has a more snugly attached udder
  carries her udder closer to the body
  carries her udder higher above the hocks
  the floor of the udder is carried higher above the hocks
  is higher, wider and stronger in rear udder attachment
  exhibits a stronger medial suspensory ligament
  displays more crease in the udder floor when viewed from the rear
  has more center support
  displays more uniform width of udder from the top to the floor
  has a higher attached rear udder
  has a stronger, smoother fore udder attachment
  has teats that hang more nearly plumb
  has a stronger attached udder; both fore and rear
  is more level on the udder floor
  is leveler on the udder floor, as 2 is sloping up somewhat
  is more firmly attached in front
  has a more evenly balanced udder
  has more balance of rear (or front) quarters
  has an udder showing better symmetry
  has more uniformly placed teats
  carries out fuller in the rear quarters
  carries up and out better in the rear quarters
  has a more desirable contour of rear udder
  shows more width and length of udder
  has teats more squarely placed
  has teats more perpendicular to udder floor
  has teats of more uniform size and shape
  has teats that are more evenly and correctly placed
  shows more quality and texture of udder
  has a softer, more pliable udder
  shows more pronounced veining and quality
  has a finer textured udder
  has a more bulgy and weaker attached fore udder
  has a broken udder attachment
  has a more unbalanced udder
  is light in the left (or right) front (or rear) quarter
  is unlevel on the udder floor
  is deeper in the rear quarters making the floor unlevel
  is pinched and narrow in the rear attachment
  has an abruptly attached fore udder
  has teats pointing outward indicating a weak middle support
  has a pendulus udder
  is too short in the fore udder
  has an unbalanced udder
  is too deep in the udder
  has an udder which hangs too low
  is cut up between front and rear quarters
  has a badly quartered udder
  has a rear udder tucked inward which limits capacity
  lacks capacity of udder by being narrow and short in front
has teats that are too close together
has teats too long and funnel shaped
has teats set too far on the corners of the udder
has teats that point outward
has a harder meaty udder, lacking in quality
has a harder and more congested udder
is more tilted on the udder floor

(Pictures of Mammary System)

Excellent Udder

Short, abruptly attached fore udder
and misshaped rear udder limits capacity. Teats are too long. Udder
lacks overall symmetry and quality.

Tilted udder floor with bulgy fore udder and short fore attachment.

Ill-shaped teats. Udder is halved.

Lack of medial suspensory ligament shown by no crease on udder floor also
a weak and broken fore attachment.
Excellent high and wide rear udder with good crease in udder floor.

Rear udder tucked inward limiting rear udder capacity.

Low, pinched and narrow rear attachment. Teats tending to point outward.

Excellent heifer udder showing good promise of development.

Lack of middle support. No crease on udder floor. Teats point outward.
2. Body Capacity

A dairy cow has a large four-compartment stomach which allows her to digest the roughage type feeds she consumes. A cow’s potential for milk production may be limited by the amount of feed the cow is able to consume. Therefore, it is desirable for the cow to have a large digestive capacity. A large space is also desirable for great lung capacity for adding oxygen to the blood and for the heart and blood supply which carries nutrients to the udder for milk synthesis. For these reasons, dairy cattle judges desire cows with a large body capacity. Body capacity is indicated by length of body; length and depth of fore and rear rib increasing in the rear ribbing; width of chest; spring of rib as viewed from the rear; fullness at the crops and at the elbow; and openness of ribbing as viewed from the side. Judges also like dairy cattle tall at the point of withers; wide across the hips; long from hooks (hips) to pins; and displaying a lengthy head with a broad muzzle and large open nostrils.

Phrases and Terms For Describing Body Capacity

... is taller at the point of the withers
has a more capacious barrel
shows greater arch to the ribs
is more open in the ribs
is a much larger framed cow
has greater spring of fore rib
has greater spring of rear rib
has greater depth of rib
is deeper in the heart
is wider in the chest floor
is fuller in the crops
is a longer bodied cow
shows more length and stretch
has more stretch and scale
is a deeper bodied individual
is deeper in the flank
is fuller in the heart girth
is wider down the top
is more shallow behind the shoulders
is more narrow in the chest
is a more narrow bodied cow
is a shorter and more compact individual
is a shorter coupled cow
is weaker in the crops
is pinched at the elbow
is a more shallow bodied cow
lacks depth and spring of rib

(Pictures displaying Body Capacity, next page)
Good body capacity: Deep chest, deep heart girth, deep in rear rib and flank, open ribbing, full thursis.

Poor body capacity. Lack of depth and length of body and spring of rib.

Deep, wide chest floor.

Shallow and narrow chest with limited capacity.

Good depth of chest and heart girth.

Lacks depth of chest and heart girth.
3. Dairy Character

Dairy character is an indication that the cow converts feed into milk rather than body flesh. Dairy cattle are bred for this purpose and high producers can not eat enough feed to gain in flesh during most of the lactating period. Cows in later lactation or during the dry period and springing heifers must be given due allowance for carrying more flesh. Thinness due to underfeeding should not be confused with dairy character. Dairy character is signified by freeness of excess flesh; sharpness at the withers; incurving, flat thighs set wide apart; loose and pliable skin; long, lean, smooth blending neck; clean cut throat, dewlap and brisket; wide, flat and well spaced ribs; and deep and refined flanks.

Phrases and Terms to Express Dairy Character

... is sharper over the withers
is more angular throughout
is longer and leaner in the neck
is sharper at point of withers and cleaner and flatter down through her rump and thighs
is carrying her sharpness back through her rump and thighs
is a "fresher" cow
has more "bloom" of udder
is flatter and cleaner in the thighs
is cleaner in the throat
is flatter and more open ribbed
is neater and more refined at the tail setting
is cleaner over the top with more prominent vertebrae
is cleaner cut about the head
is thinner in the thighs
has well defined vertebrae
is freer from excess flesh
is more prominent at the hooks and pins
is more refined and dairy-like throughout
is heavier over the shoulders
is shorter and thicker through the neck
has thicker and heavier thighs
is patchy at the pins
is thick and meaty over the rump
is heavy and coarse at the tailhead
is close ribbed
is throaty
is thicker over the withers
is a beefier looking individual
carrys too much excess flesh throughout
is overconditioned

(Pictures Displaying Dairy Character, next page)
Good dairy character. Sharp at withers, prominent vertebra, hooks and pins. Clean rump.


Excellent dairy character. Poor dairy character.
4. General Appearance

General appearance is the overall attractiveness and beauty signified by correct structure and smooth blending of all parts. Breed character, femininity, vigor, stretch, scale, impressive style and carriage are also important in evaluating general appearance.

Phrases and Terms to Describe General Appearance

shows more style and balance
has smoother blending parts throughout
more closely resembles the true type model
shows more angularity and sharpness
shows more maturity
carries herself with more style
has more style about her
does not blend well
is awkward when walking
is "dumpy"
tends to lose symmetry when on the move

A. Topline and Rump

The back and rump should be strong and straight. The vertebrae should be clearly defined in the back. The rump should be wide from one hip bone to the other and wide at the pins. The rump should be long and level from hips to pins with a smooth, squarely set tail head. The thurls should be high and full and the rump clean and free of excess flesh.

Phrases and Terms to Describe the Topline and Rump

has a wider and more level rump
is wider and more level from hips to pins
is smoother at the tailhead
is wider from hook to hook and longer from hooks to pins
is higher at the thurls
is wider at the pins
is stronger over the back and loin
is straighter across the top
is stronger in the chine
has a stronger, straighter topline
is higher in the chine
is weak in the chine
is weak in the loin
has a narrow and sloping rump
is narrow in the rump especially at the pins
has a high and coarse tailhead setting
is thick and patchy over the rump
is low in the thurls
is low at the pins
lacks strength of top
is high and rough at the tail setting

(Pictures of rumps and toplines, next page)
Excellent topline: Strong & straight. High, full thurls.

Acceptable: Strong and straight, but a bit rough. Weak thurls.

Weak in the chine. Sloping rump.

Weak in the loin. High at the tail head.

Excellent rump: Long and level from hooks to pins. High and wide thurls.

High tail head setting. Low, weak thurls.

Sloping from hooks to pins and patchy across the rump.

Prominent hooks and pins. Wide at the pins.
B. Legs and Feet

Front legs should be squarely placed with hoofs pointing forward. They should be straight and set wide apart. The rear legs should be straight and wide apart when viewed from the rear. Rear legs should have proper set without being too straight or showing too much curvature. "Rear legs should be perpendicular from hock to pastern." The bone should be flat, strong and show good substance without being coarse. The hocks and knees should be clean and strong looking without puffiness. The pasterns should be short and strong. Long pasterns tend to be weak and lay closer to the ground. The feet should be short with a deep heel and level sole so that weight is more evenly distributed on the hoof and the cow stands with weight on her toe.

Phrases and Terms to Describe Legs and Feet

... stands on a stronger, straighter set of legs  
stands wider between front legs  
stands more correctly on her feet and legs  
has a nicer set to the rear legs  
stands straighter on her rear legs  
stands more squarely on her legs  
is straighter on her legs when viewed from the rear  
is deeper in the heel  
is flatter and cleaner in bone  
stands squarely on her hoof  
is narrow between front legs  
toes out in front  
is sickle-hocked in the rear  
has crooked rear legs  
shows evidence of lameness  
stands too close at the hocks  
tends to hock in and toe out in the rear  
has shallow heels  
is too long in the pasterns  
walks on weak pasterns  
has legs too light and refined  
stands too straight on her rear legs  
is puffy and coarse in the hock

(Pictures of Feet and Legs, next page)
Excellent: Strong, straight and refined rear legs.

Poor: Sickle hocked. Too straight.

Short, strong pasterns. Good depth of heel.

Long, weak pasterns. Shallow heel.

Excellent foot.
C. Head, Neck and Shoulders

The head should be trim, neat and well formed with a broad muzzle, large nostrils, strong jaws and lustrous and alert eyes. The size of the head should be in proportion with the body, with a straight bridge to the nose, a broad, slightly concave forehead, and medium sized alert ears.

The neck should be long, lean, clean-cut and blending in smoothly with the shoulders. The shoulders should be set firmly and smoothly to the body, especially noticeably at the point of the shoulder, the elbow and the point of the withers.

Phrases and Terms to Describe the Head, Neck and Shoulders

... has a more feminine head
has higher head carriage
has a wider muzzle and stronger jaw
her neck blends in smoothly with the shoulders
is tighter through the shoulders
is smoother at the point of the shoulders
is more alert and has a brighter eye
has a smoother blending head and neck
is too coarse and plain about the head
has a wry face
is open in the shoulders
has winged shoulders

(Pictures of Head, Neck and Shoulders)

Good blending head, neck & shoulders.

Smooth blending shoulders.

Coarse shoulders.

Winged shoulders.
D. Breed Character

Breed character indicates that the cow conforms to the standards set forth by the breed organizations for size, color and other attributes.

Phrases and Terms to Describe Breed Character

... more resembles the breed type
shows more breed character about the head
conforms to breed type
lacks size and scale for her breed
is plain and lacks breed character
lacks style and breed characteristics

(Pictures Showing Breed Character)

A clean cut head blending smoothly to the neck and showing good breed character.

Unattractive head with "roman" nose and prominent poll. Junction of head and neck is coarse and abrupt.

Judging Heifers

The same points are desired in a heifer as in a cow. Older heifers should have an indication of developing a good udder (good promise of udder). Younger heifers may give little or no indications of udder development and thus little weight is given to their mammary system. Heifers will generally not display the angularity desired in cows. Older heifers will usually carry some excess flesh evident at the withers and over the rump. This fleshiness is tolerated in springing heifers.
Judging Dry Cows

Consideration must be given to stage of lactation. Dry cows will normally be carrying some extra flesh and not show the sharpness of milking cows. The dry udder should be well collapsed, soft and pliable unless near parturition. If near calving time, the udder may be edematous and some consideration is given to this. In any event the udder should show signs of strong attachments, quality and uniformity.

A System of Observation

1. Stand at a distance for first observation. First impressions are important and can be better formed from 25-40 feet.

2. Formulate a tentative placing from a distance. Try to pick out top and bottom animals or top and bottom pairs.

3. Observe each cow from the front, rear and both sides.

4. Closely inspect each cow for good and bad points. Compare each cow to the ideal and each cow to the others in the class.

5. Make easy placements first. Remember the appearance of each cow as viewed from different angles. Step back from the class and make the final decision.

6. In reasons classes allow yourself plenty of time, then write your reasons or make notes for oral reasons.

7. Don't change your placings at the last minute. Thorough evaluation during the allotted time should not yield to last minute changes in opinion.

8. Don't let other contestants or judges influence your placing during a contest.

Making Notes for Oral Reasons

Notes serve the purpose of helping recall the class of cows. You should not use your notes to memorize reasons, but as an aid to remember the class and the major points of comparison. Make your placings early and write the placing at the top of the card. For the first pair, list the major points first in simple terms. Indicate if the placing was easy or if there was a close pair. To help remember the class, indicate something about the cow that is descriptive (the white cow, the cow with horns, etc.). List all the advantages of the placing then list those points in which the second cow is better (grants). Continue this procedure through each comparison. Then note why the last cow is on the bottom. Your card should look somewhat like the one on the following page.
<table>
<thead>
<tr>
<th>Class 1</th>
<th>Jersey Cows</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 2 1 4</td>
<td>Grant 2</td>
</tr>
<tr>
<td></td>
<td>Better tail setting</td>
</tr>
<tr>
<td></td>
<td>Higher thurls</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3/2</th>
<th>Spotted Cow Easy Top</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stronger udder attach</td>
</tr>
<tr>
<td></td>
<td>Better teat placement</td>
</tr>
<tr>
<td></td>
<td>Taller &amp; sharper at withers</td>
</tr>
<tr>
<td></td>
<td>Straighter rear legs</td>
</tr>
<tr>
<td></td>
<td>Wider in chest</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2/1</th>
<th>Higher, wider rear udder</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stronger, longer fore udder</td>
</tr>
<tr>
<td></td>
<td>Taller</td>
</tr>
<tr>
<td></td>
<td>More body capacity</td>
</tr>
<tr>
<td></td>
<td>More spring of rib</td>
</tr>
<tr>
<td></td>
<td>Smoother blending parts</td>
</tr>
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<table>
<thead>
<tr>
<th>1/4</th>
<th>Higher attached udder close pair</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Better teat placement</td>
</tr>
<tr>
<td></td>
<td>Straighter on feet and legs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>4</th>
<th>Last horned cow</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Loosely attached udder</td>
</tr>
<tr>
<td></td>
<td>Flat udder floor</td>
</tr>
<tr>
<td></td>
<td>Teats point outward</td>
</tr>
<tr>
<td></td>
<td>Unlevel udder floor</td>
</tr>
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<table>
<thead>
<tr>
<th>Grant 4</th>
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<tbody>
<tr>
<td>Taller</td>
</tr>
<tr>
<td>Sharper</td>
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<tr>
<td>Strength of loin</td>
</tr>
<tr>
<td>Strength in chest</td>
</tr>
</tbody>
</table>

| 4 is good bodied sharp cow |

Rules For Written or Oral Reasons

1. Begin the reasons with an opening statement giving the name of the class and how you analyze the class such as: In placing this class of 3 year old Holstein cows 2413, I found an easy top in the well uddered 2, a close middle pair in the smaller 4 and 1 and an easy bottom in 3, who lacks strength of udder attachments.

2. When judging 4 animals compare the top pair, the middle pair and the bottom pair. Then tell why the bottom cow is last.

3. Many beginners make the mistake of describing each cow individually. Don't describe the animals but make comparisons: In my middle pair, I placed 4 over 1 in a close placing because 4's udder was attached higher and wider in the rear. Four also displayed more sharpness at the withers and has more spring of rib than 1 when viewed from the rear. I do grant that 1 had more correct size and shape of teats and 1's fore udder was longer and smoother attached.
4. Comparisons should be specific. The terms dairy character and general appearance mean little unless qualified. Avoid talking in general terms; be specific: 2 further excelled 4 in dairy character as signified by being sharper at the withers, having a longer and leaner neck and being freer of excess flesh through the region of the rump.

5. Give the most important points on each pair first, then go to the secondary or less important reasons for the placing. When discussing a specific body part, completely cover the point before discussing the next body part. Don't skip around and don't go back to a point already covered. You will usually have different priorities to discuss first in each comparison.

6. Make your comparisons positive when possible: 2 is sharper than 4 at the withers and longer and leaner through the neck. Do not say: 2 excels 4 because 4 is thick at the withers and is short and thick in the neck.

7. Do not use unnecessary or undescriptive words. Instead of saying Cow number 2 is sharper at the wither than cow number 4, say: 2 is sharper than 4 at the withers. Don't use better, nice or good but tell why it is better or nicer. Do not say I think, or I guess.

8. Use proper dairy cattle terms. Use a variety of terms and different phrases to describe the same thing. Make your reasons interesting and descriptive. Describe the class so that it may be visualized by the judge listening to your reasons.

9. When contrasting a pair of cow, the cow placed down may excell the top cow in certain respects. If this is the case, discuss these points with the introduction: I grant, I recognize, I admit, I concede, however, etc. Grant only major points.

10. Do not say something that is wrong. Know what you are looking for and be sure what you describe is accurate and true. If you aren't sure of a statement it is better to leave it out. Untruths or mistakes are: 1 shows more dairy character than 2 by being full in the thighs and thick over the withers, or by saying 1 showed more length and stretch than 2 when indeed 2 was the lengthier cow. Do not mention questionable points that give the judge opportunity for disagreement.

11. In writing reasons, make complete sentences, use correct punctuation and spell all words correctly. Write reasons neatly and plainly so that they can be read.

12. For oral reasons study your notes, remembering the class so you can mentally see the animals while talking about them. Never try to memorize a set of reasons. You are not allowed to look at notes while giving reasons.
13. Be sure to give numbers of animals accurately. Don't confuse numbers and be sure you give reasons on the same placing you submit for grading. Give numbers often so the judge can easily follow. Instead of saying: she excelled her, say: 1 excelled 2.

14. Oral reasons should be presented without hesitation. Don't talk too fast or too loud. Show confidence and talk plainly using some inflections in tone and pitch of voice.

15. Dress neatly. Stand comfortably about 6 - 8 feet from the judge. Look at him while talking. Don't move around but stand squarely on your feet without fidgeting.

Phrases and Terms For Organizing Reasons

In placing this class of 3 year old Jerseys 3241, I ....
I placed this class of 3 year old Jerseys 3241 ....
I found an easy top in 3, a close middle pair in 2 & 4 and a logical bottom in 1 ....
I found a close top pair in 3 & 2 and a close bottom pair in 4 & 1 ....
I placed 3 over 2 in what I consider a close placing ....
I found 3 & 2 to be a close pair, however in the final analysis ....
I placed 3 at the top of the class and over 2 because 3 is ....
In an easy placing I put 4 over 1 because 4 is ....
I found that the class divided itself into two pairs ....
I grant that 1 has an advantage in ....
I placed 1 at the bottom because 1 is ....
3 excells 2 in dairy character because 3 is ....
3 excells 2 in general appearance in that 3 is ....
3 logically places over 2 because 3 is ....
I admit that 1 is more upstanding, however, I placed 1 at the bottom because ....
On the other hand 1 is taller but belongs on the bottom because ....
I placed 3 the spotted cow over 2 because 3 shows more openness and depth of rib when viewed from the side ....
3 shows more spring of rib when viewed from the rear ....
3 shows much more sharpness throughout and especially over the withers ....
3 is superior to 2 in strength of ....
Giving 4 further advantage in ....
Recognizing that even though dry, 1 is ....
4 easily places over 1 because ....
3 excells 2 in dairy character in that 3 is ....
4 shows more body capacity than 1 by being ....
I grant that 3 is .... but I fault her and left her last because she is ....
Even though 3 is .... I refused to place her higher in this class because she is ....
Grading Placings

In a judging contest, the judge puts an official placing on each class. He also designates cuts or a numerical value between each placing. The amount of this cut indicates the ease or difficulty with which the placing was made. More difficult placings have lower cuts and easier placings, higher cuts. These cuts are used to calculate your placing score. A perfect score is 50 points.

Example:

Official placing with cuts: 2 4 1 3
(cut of 2) (cut of 8) (cut of 3)

This indicates fairly close top and bottom pairs.

If your placing was 1234 then score yourself like this:

\[
\begin{align*}
1 & \text{ over } 2 & -2 & -8 = -10 \text{ points} \\
2 & \text{ over } 3 & \text{ correct} \\
3 & \text{ over } 4 & -8 \quad = -8 \text{ points} \\
4 & \text{ over } 3 & \text{ correct} \\
5 & \text{ over } 4 & \text{ correct} \\
6 & \text{ over } 4 & -8 \quad -3 = -11 \text{ points} \\
\end{align*}
\]

\[\text{Score} \quad 50 - 29 = 21 \text{ points}\]

Your score is 21 points.

Example Class With Reasons

In placing this class of 4 year old (breed) cows 3241, I found a logical placing from top to bottom with an outstanding top in 3.

I placed 3 over 2 and felt that this was an easy placing because 3 excelled 2 in body capacity in that 3 was especially deeper in the rear rib, deeper in the heart girth and is a longer and stretchier cow. 3 has a higher and wider rear udder attachment and smoother fore udder attachment. 3 also has more prominent veining about her udder than 2. On the other hand 2 has more correct size of teats.

2 logically places over 4 because 2 is leveler on the udder floor. 2 is also leveler from hooks to pins and 2 carries out more correctly across the rump and tail setting. 2 blends smoother through the neck and shoulder and shows more depth of body than 4. I grant that 4 has a smoother fore udder attachment and shows more veining on her udder.
4 over 1 in my bottom pair was the easiest placing. 4 carries her udder closer to her body with stronger udder attachments both fore and rear. 4's udder is also more uniform in that 1's udder is lower and quartered. 4 also has more correct teat size and shape, faulting 1 for large, funnel-shaped teats. 4 is also stronger through the loin, deeper bodied, smoother about the tail head setting and stands on a stronger, straighter set of rear legs with stronger pasterns.

Although 1 shows good dairy character, I placed her last because she lacks the shapeliness of udder, strength of udder attachments, strength of top, depth of body and correctness of rear legs to place higher in the class.
Written Reasons - Example II

In placing this class of 4 year old (breed) cows 3241, I found that the class fell into logical order from top to bottom, with 3 an outstanding top that closely resembles the ideal type, a dairy-like middle pair that easily places 2 over 4 with an obvious bottom in 1.

3 places over 2 because 3 shows more body capacity by being deeper in the heart-girth and especially deeper in the rear rib and flank. 3 is fuller in the crops and is a longer, stretchier cow than 2 with a longer, cleaner head and neck. 3 carries out fuller in the rear quarters with a higher rear udder attachment. 3 shows more pronounced veining on the udder than 2. 3 is also neater and more refined at the tailhead and wider in the pins. I grant that 2 has more correct size of teats.

I place 2 over 4 because 2 has a more level udder floor, as 4 is low in the rear quarters indicating a weak rear udder attachment. I credit 2 with more correct placement of teats which hang more perpendicular while criticizing 4 for having front teats set too far apart. 2 is leveler from hooks to pins with higher thurls and stands straighter on her rear legs. 2 is deeper in the chest and barrel and shows more spring and openness of ribs. 2 has more length and stretch as 4 is a short coupled, shallow bodied individual. 2 further excels 4 in smooth blending of shoulders. On the other hand 4 has a stronger, smoother fore udder attachment with more veining on her udder.

In the bottom pair 4 easily places over 1 because 4 has a more snugly attached udder carried higher above her hocks. 4's udder shows more symmetry with stronger attachments, both fore and rear as 1's udder is badly quartered and loosely attached. 4 also has more desirable size and shape of teats. 4 is stronger and straighter on her rear legs with stronger pasterns. 4 is more nearly level across the top, showing more strength in the loin. 4 is deeper in the heart with smoother and tighter shoulders, as 1 is pinched in the heart and open shouldered. 4 has a stronger jaw with smoother blending of head and neck.

1 places last because she has a poorly shaped and loosely attached udder. 1 is weak in the loin, high at the tailhead, pinched in the heart, open at the shoulders and stands on crooked rear legs. I admit that 1 is level on the udder floor and is free of excess flesh, but shows poor dairy type and belongs at the bottom of this class.
This public document was promulgated at a cost of $844.00, or 42.2 cents per copy to teach 4-H youth how to judge dairy cattle. 1-2M-80
FIVE EASY STEPS TO

PREPARING EFFECTIVE
REASONS

FOR DAIRY CATTLE
JUDGING CONTESTS

II. FOR SENIOR MEMBERS
DEVELOPING STRONG ORAL REASONS

Russ Giesy and James Umphrey
University of Florida
Cooperative Extension Service

Edited by Debra Summerall
FIVE EASY STEPS TO PREPARING EFFECTIVE REASONS FOR DAIRY CATTLE JUDGING CONTESTS

Introduction

Dairy cattle judging is one of the finest opportunities we can provide youth. It teaches one to understand anatomy, quickly evaluate physical characteristics of animals, accomplish a comparative analysis, make a decision based upon data generated, develop a presentation of the reasons for the decision, and present the reasons convincingly to a judge.

The student may apply these skills in several ways:

- as a competitor in contests, where success generates self-esteem;
- as an animal breeder, where animal selection speeds improvement;
- as a citizen, where communication skills often make the difference between who makes decisions and who carries them out.

What will this booklet teach you?

The purpose of this booklet is to explain the procedures involved when putting together a set of oral reasons. Top-scoring sets of reasons require correct terminology, good use of limited time, note-taking skills, effective voice manipulation techniques, effective body language and an ability to maintain superior concentration during contests.

Why did we author this booklet?

The dairy judging program has flourished in Florida since the implementation of the teaching techniques discussed in this booklet. Florida judging teams are consistently preforming at, or very near, the top of most contests in oral reason scores. Within Florida, there is considerable variation in reason scores, depending upon whether contestants have received this training. The goal of this booklet is to reach more students, which will rapidly promote progress.
Who contributed to this booklet?

Several people have helped write and edit sections of this booklet. Jewel and Jay Giesy, Debra Summerall, Debbie Clements, Matt Walter, and the entire 1993 national winning 4H team of Christy Betts, Christa Carlson, Chris Holcomb and Renee Mathe, all deserve credit and our thanks.

Recommended references

The most often used texts on the subject of dairy cattle judging are "Dairy Cattle Judging Made Easy" by Dr. Dennis Hartman; and "Dairy Cattle Judging Techniques" by Dr. George W. Trimberger, which is now in its fourth edition.
STEP #1. UNDERSTAND THE BASICS

The scorecards

Many students are introduced to dairy judging in practice sessions, workshops, clinics or contests without previously studying the scorecards as provided by the Purebred Dairy Cattle Association (PDCA). We have observed that many experienced judges have not been introduced to both scorecards (yes, there is a heifer scorecard). Many have read the scorecards, but not fully understood them. As a result, they have continuing problems determining their priorities or rankings of the relative weaknesses of animals. All students should be challenged to understand the scorecards early in their educational experience. On the next two pages are copies of the PDCA Dairy Cow Unified Score Card and the Dairy Heifer Score Card.

Terminology

First, learn and memorize a general comparative phrase related to each of the five major areas on the PDCA Dairy Cow Unified Score Card. Correct and appropriate terminology is the basic ingredient of reasons.

Use these basic sentences

As a beginning student, you should use these sentences as a basis for developing reasons.

She has more style and balance and is a taller, more upstanding individual, showing more size and scale.

She has an advantage in mammary, being smoother in the fore udder attachment and is higher and wider in the rear udder.

She stands on a more correct set of rear legs when viewed from both the side and rear, having less set to the hock and more width between the hocks.

She has greater body capacity, being longer bodied, wider and deeper in both the fore and rear ribs.

She has an advantage in dairy form, having more open ribbing, and is sharper over the withers, hips and pins.

As you get more experience, you will need to be able to use only the specific parts of these sentences that apply to the class you are discussing.
DAIRY COW UNIFIED SCORE CARD


Breed characteristics should be considered in the application of this score card

MAJOR TRAIT DESCRIPTIONS

There are five major classification traits on which a classifier bases a cow’s score. Each trait is broken down into body parts to be looked at and ranked.

1) Frame - 15%

The skeletal parts of the cow, with the exception of feet and legs, are evaluated. Listed in priority order, the descriptions of the traits to be considered are as follows:

- Rump: long and wide throughout with pin bones slightly lower than hip bones. Thurls need to be wide apart and centrally placed between hip bones and pin bones. The tailhead is set slightly above and neatly between pin bones, and the tail is free from coarseness. The vulva is nearly vertical. Stature - height, including length in the leg bones. A long bone pattern throughout the body structure is desirable. Height at the withers and hips should be relatively proportionate. Front End - adequate constitution with front legs straight, wide apart and squarely placed. Shoulder blades and elbows need to be firmly set against the chest wall. The crops should have adequate fullness. Back - straight and strong; the loin - broad, strong, and nearly level. Breed Characteristics - overall style and balance. Head should be feminine, clean-cut, slightly dished and broad muzzle, large open nostrils and a strong jaw is desirable.

Rump Stature, and Front End receive primary consideration when evaluating Frame.

2) Dairy Character - 20%

The physical evidence of milking ability is evaluated. Major consideration is given to general openness and angularity while maintaining strength, flatness of bone and freedom from coarseness. Consideration is given to stage of lactation. Listed in priority order, the descriptions of the traits to be considered are as follows:

- Ribs: wide apart. Rib bones are wide, flat, deep, and slanted toward the rear. Thighs - lean, incurving to flat, and wide apart from the rear. Withers - sharp with the chine prominent. Neck - long, lean, and blending smoothly into shoulders. A clean-cut throat, dewlap, and brisket are desirable. Skin - thin, loose, and pliable.

3) Body Capacity - 10%

The volumetric measurement of the capacity of the cow (length x depth x width) is evaluated with age taken into consideration. Listed in priority order the descriptions of the traits to be considered are as follows:

- Barrel: long, deep, and wide. Depth and spring of rib increase toward the rear with a deep flank. Chest - deep and wide floor with wellsprung fore ribs blending into the shoulders.

The Barrel receives primary consideration when evaluating Body Capacity.

4) Feet and Legs - 15%

Feet and legs are evaluated. Evidence of mobility is given major consideration. Listed in priority order, the descriptions of the traits to be considered are as follows:

- Feet: steep angle and deep heel with sort, well-rounded closed toes. Rear Legs: Rear View - straight, wide apart with feet squarely placed. Side View - a moderate set (angle) to the hock. Hocks - cleanly molded, free from coarseness and puffiness with adequate flexibility. Pasterns - short and strong with some flexibility.

Slightly more emphasis placed on Feet than on Rear Legs when evaluating this breakdown.

5) Udder - 40%

The udder traits are the most heavily weighted. Major consideration is given to the traits that contribute to high milk yield and a long productive life. Listed in priority order, the descriptions of the traits to be considered are as follows:

- Udder Depth - moderate depth relative to the hock with adequate capacity and clearance. Consideration is given to lactation number and age. Test Placement - squarely placed under each quarter, plumb and properly spaced from side and rear views.
- Rear Udder - wide and high, firmly attached with uniform width from top to bottom and slightly rounded to udder floor.
- Udder Cleft - evidence of a strong suspensory ligament indicated by adequately defined halving.
- Fore Udder - firmly attached with moderate length and ample capacity.
- Tests - cylindrical shape and uniform size with medium length and diameter.
- Udder Balance and Texture - should exhibit an udder floor that is level as viewed from the side. Quarters should be evenly balanced; soft pliable and well collapsed after milking.
# DAIRY HEIFER SCORE CARD

## FRAME

<table>
<thead>
<tr>
<th>Score</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>40</td>
<td>Backline - straight and strong; loin broad, strong and level with chine on rump; rump long, wide with pin bones slightly lower than hip bones; tail head refined, blending smoothly with the rump; thurs... set high and wide.</td>
</tr>
<tr>
<td></td>
<td>Stature - tail and upright in consideration of age. Height at withers and hips should be similar.</td>
</tr>
<tr>
<td></td>
<td>Front End - indicating strong constitution with dairy refinement. Shoulder blades set smoothly and tightly with the neck and body. Chest deep, wide and strong.</td>
</tr>
<tr>
<td></td>
<td>Breed Characteristics - see Unified Dairy Cow Scorecard.</td>
</tr>
</tbody>
</table>

## DAIRY CHARACTER

Emphasizing angularity, sharpness, openness, and cleanliness with strength and freedom of coarseness.

- Withers - sharp, with vertebrae and chine defined.
- Ribs - wide apart, flat and long.
- Thighs - flat and free of excess flesh, well apart providing ample space for udder development.
- Neck - long and lean with throat and dewlap free of excess flesh.

## FEET AND LEGS

Emphasizing ease of mobility through correctness in leg structure with strength of pasterns and soundness of feet.

- Feet - steep angle and deep heel with short, well-rounded, clipped toes.
- Rear Legs; Rear View - straight, wide apart with feet squarely placed. Side View - a moderate set (angle) to the hock.
- Hocks - cleanly molded, free from coarseness and puffiness with adequate flexibility.
- Pasterns - short and strong with some flexibility. Slightly more emphasis placed on Feet than when evaluating this breakdown.

## BODY CAPACITY

Corresponding size to scale of animal, providing adequate capacity for large intakes of forage. Consideration given to period of gestation.

- Body - long, deep and wide with depth and spring of rib increasing toward the rear. Flanks, deep.
- Chest - strong with wide floor and well sprung fore ribs. Crups full.

## MAMMARY DEVELOPMENT

The heifer should have four teats that hang plumb (extra teats removed). It should also have adequate folds of skin to show promise of udder development with due consideration given to stage of gestation if bred.

A slight to serious discrimination should be made when a teat or teats is too long, strut widely, or are poorly spaced. An enlarged quarter or udder that is fat and over developed is also objectionable and should be discriminated against.
BREED CHARACTERISTICS

Except for differences in color, size, and head character, all breeds are judged on the same standards as outlined in the Unified Score Card. If any animal is registered by one of the dairy breed associations, no discrimination against color or color pattern is to be made.

AYRSHIRE
Strong and robust, showing constitution and vigor, symmetry, style and balance throughout, and characterized by strongly attached, evenly balanced, well-shaped udder.
HEAD-clean cut, proportionate to body; broad muzzle with large, open nostrils; strong jaw; large bright eyes; forehead, broad and moderately dished; bridge of nose straight; ears medium size and alertly carried.
COLOR-light to deep cherry red, mahogany, brown, or a combination of any of these colors with white, or white alone, distinctive red and white markings preferred.
SIZE-a mature cow in milk should weigh at least 1200 lbs.

BROWN SWISS
Strong and vigorous, but not coarse. Size and ruggedness with quality desired. Extreme refinement undesirable.
HEAD-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and slightly dished; bridge of nose straight; ears medium size and alertly carried.
COLOR-solid brown varying from very light to dark. Muzzle is black encircled by a mealy colored ring, and the tongue, switch and hooves are black.
SIZE-a mature cow in milk should weigh 1500 lbs.

HOLSTEIN
Rugged, feminine qualities in an alert cow possessing Holstein size and vigor.
HEAD-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and moderately dished; bridge of nose straight; ears medium size and alertly carried.
COLOR-black and white or red and white markings clearly defined.
SIZE-a mature cow in milk should weigh a minimum of 1500 lbs.

GUERNSEY
Size and strength, with quality and character desired.
HEAD-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and slightly dished; bridge of nose straight; ears medium size and alertly carried.
COLOR-a shade of fawn with white markings throughout clearly defined. When other points are equal, clear (buff) muzzle will be favored over a sooty or black muzzle.
SIZE-a mature cow in milk should weigh at least 1150 lbs.

MILKING SHORTHORN
Strong and vigorous, but not coarse.
HEAD-clean cut, proportionate to body; broad muzzle with large, open nostrils, strong jaw; large bright eyes; forehead, broad and moderately dished; bridge of nose straight; ears medium size and alertly carried.
COLOR-red or white or any combination (No black markings allowed)
SIZE-a mature cow should weigh 1400 lbs.

JERSEY
Sharpness with strength indicating productive efficiency.
HEAD-proportionate to stature showing refinement and well chiseled bone structure. Face slightly dished with dark eyes that are well set.
COLOR-some shade of fawn with or without white markings.
Muzzle is black encircled by a light colored ring, and the tongue and switch may be either white or black.
SIZE-a mature cow in milk should weigh about 900 lbs.

FACTORS TO BE EVALUATED
The degree of discrimination assigned to each defect is related to its function and heredity. The evaluation of the defect shall be determined by the breeder, the classifier or the judge, based on the guide for discrimination and disqualifications given below.

HORNS
No discrimination for horns.

EYES
1. Blindness in one eye: Slight discrimination.
2. Cross or bulging eyes: Slight discrimination.
4. Total blindness: Disqualification.

WRY FACE
Slight to serious discrimination.

CROPPED EARS
Slight discrimination.

PARROT JAW
Slight to serious discrimination.

SHOULDERs
Winged: Slight to serious discrimination.

TAIL SETTING
Wry tail or other abnormal tail settings: Slight to serious discrimination.

CAPPED HIP
No discrimination unless affects mobility.

LEGS AND FEET
1. Lameness-apparently permanent and interfering with normal function: Disqualification.
   Lameness-apparently temporary and not affecting normal function: Slight discrimination.
2. Evidence of cramped hind legs: Serious discrimination.
5. Toe out: Slight discrimination.

UDDER
1. Lack of defined udder: Slight to serious discrimination.
2. Udder definitely broken away in attachment: Serious discrimination.
3. A weak udder attachment: Slight to serious discrimination.
5. One or more light quarters, hard spots in udder, obstruction in teat (spider): Slight to serious discrimination.

7. Abnormal milk (bloody, clotted, watery): Possible discrimination.

LACK OF SIZE
Slight to serious discrimination.

EVIDENCE OF SHARP PRACTICE
(Refer to PDCA Code of Ethics)
1. Animals showing signs of having been tampered with to conceal faults in conformation and to misrepresent the animal's soundness: Disqualification.
2. Uncalved heifers showing evidence of having been milked: Slight to serious discrimination.

TEMPORARY OF MINOR INJURIES
Blemishes or injuries of a temporary character not affecting animal's usefulness: Slight to serious discrimination.

OVERCONDITIONED
Slight to serious discrimination.

FREEMARTIN HEIFERS
Disqualification.
STEP 2. DEVELOP CONSISTENT PROCEDURES

Use time effectively

Develop a timetable. During most reasons classes, you are allowed 20 minutes to place the class, take notes and prepare the reasons. Effective use of this time is important. To accomplish this, it is most effective if you concentrate on one task at a time. An effective breakdown of the 20 minutes would be to allow 5 minutes to place the animals, working toward a goal of under 3 minutes. It is rare that a class will be so difficult that more time is needed.

Next, prepare your notes for the class during the next 5 minutes, again working toward a goal of under 3 minutes. To save time, you should develop a set of symbols or a shorthand method for recording your notes. Only half of your allotted time should be used to place the cows and prepare notes.

Use the remaining 10-12 minutes to prepare your reasons for placing your class. Using the following guidelines will insure that you know the cows, visually and mentally, for presenting your oral reasons to the judge.

♦ As you go through your notes for the first time, look at the cows to make sure that what you are saying is true. If there is a questionable point, quickly re-evaluate and revise your notes.

♦ Next, turn your back to the class and visualize them as you go through your reasons at least once, if not twice. If you find you are getting stuck on one point, turn and look at the pair as you mentally go over that point. This will help that particular point stick in your head.

♦ Finally, at this point you should be well prepared to give your reasons to the official judge. Turn your back to the class again and visualize yourself standing in front of the judge. Give your reasons again, not looking at the class unless you find a point that is questionable.

♦ If the cows leave the ring before you have completed these three steps, you have not used your time effectively. Effective time use takes practice, but it pays off in the end.
# ABBREVIATIONS AND SYMBOLS

**Frame:**

TL: TOPLINE  
S+S: SIZE & SCALE  
S+B: STYLE & BALANCE  
H-P: MORE LEVEL FROM HIPS TO PINS

**Feet and Legs:**

F+L: FEET & LEGS  
FA: FOOT ANGLE  
DH: DEPTH OF HEEL  
SET: SET OF HOCK

**Dairy Character:**

DF: DAIRY FORM  
DC: DAIRY CHARACTER  
RIBS: OPEN RIBS

**Body Capacity:**

BC: BODY CAPACITY  
FR: FORE RIB  
RR: REAR RIB

**Mammary System:**

FU: FORE UDDER  
MS: MAMMARY SYSTEM  
RU: REAR UDDER  
MSL: MEDIAL SUSPENSORY LIGAMENT
STEP #3. DEVELOP PURPOSEFUL NOTES

Many contestants waste limited and valuable time developing extravagant notes describing each cow. Reasons must be comparative, not descriptive, so the most helpful notes should be comparative in nature. Below is a sample set of notes developed for a class of aged Holstein cows.

Set of notes for placing a class of Aged Holsteins 1-2-3-4

******************************************************************************

A-H 1-2-3-4 1- Large white cow, best udder
2- Black cow, DC
3- Black/White cow
4- Small, white cow

1/2 S+B, S+S, LEGS**
  easy MS, FU, RU, MSL*
   BC

2/3 DF**
  close MS, FU
  Grant RUMP, LEGS

3/4 MS**
  easy S+B, S+S, TL,
   BC, ALL
  Grant DF, F+L

4 bot LACKS S+S, MS, BC

******************************************************************************

Notice how we used symbols instead of words. Look back to the previous page and transform the symbols into sentences. On the following page is an example of how one might transform these notes into a set of reasons.
STEP #4. PREPARING REASONS (what you say)

Reasons Generated from these Notes

With an excellent set of notes, a powerful set of reasons can be developed quickly and easily. As you read the sample reasons below, refer back to the notes to understand how we have replaced our symbols and abbreviations with phrases and sentences.

I place this class of aged Holstein cows 1-2-3-4, finding an easy top in the stylish and beautifully uddered 1, a very close middle pair in 2 and 3, and an easy bottom in the smaller and weaker uddered 4.

I place the white 1 on top and easily over 2, because she has much more style and balance and is a much taller, more upstanding individual, showing more size and scale. She also has easily the best udder in the class, and is particularly stronger and smoother in the fore, higher and wider than the rear udder attachments than 2. Her udder is held closer to the body and has a stronger median suspensory ligament. One is also stronger over her topline, especially in the loin, and stands on a more correct set of legs when viewed from the side, showing less set to the hock and a steeper foot angle. One is deeper in both the fore and rear rib than 2, although I grant 2 shows more desirable dairy form.

In the closest placing of the class, I place 2 over 3 due to her tremendous advantage in dairy form. She is much more open in her ribbing, is sharper over the withers, hips and pins, and has much more quality throughout. Two is longer and leaner in the neck, cleaner about the throat, dewlap and brisket, and flatter, cleaner in her thighs. Two has a slight edge in mammary, being stronger and smoother blending in the fore udder. In making this a very close placing, I do grant to 3 an advantage in frame being more nearly level in the rump and standing on a much more correct set of legs, especially when viewed from the rear, showing more width between the hocks.

I easily place 3 over 4 because she greatly excelled in mammary system, being smoother in the fore udder and much higher and wider in the rear. She carried her udder higher above the hock and showed more evidence of strength in her medial suspensory ligament. She also shows more balance to her udder and has more quality of udder. Three is a taller, more upstanding cow with more style and balance throughout. I gave 3 the advantage in body capacity, as she was a larger cow with more spring and depth of fore and rear rib. I will grant that 4 has more dairy character and stands on a more correct set of legs, faulting 3 for being cow hocked.

I easily placed 4 last because she lacks the size, strength of mammary system and depth of body to place higher. However, I do admire her dairy form.

For these reasons, I have placed this class of Aged Holstein cows 1-2-3-4.
SCORING OF ORAL REASONS

PREPARATION

In scoring reasons, we look for evidence of preparation in five areas; format, comparative tense, terminology, accuracy and logic. Preparation is given 25 points on a reasons scorecard, with 5 points allocated to each of these five areas.

**Format.** The set of reasons should have an introductory paragraph, three paragraphs of pair placings and a summary paragraph.

The introduction should include the class and your placing. It may also include some additional information, such as how you perceived that the class was configured. Configuration examples might include; two pairs or easy top, close middle pair, easy bottom. Please recognize that a risk is taken by indicating how you feel the class was configured, it may not agree with the judge's view.

In general, each pair discussion should include 3 points raised to support your placing and one point as a grant (ratio 3:1). It is acceptable in the case of a very close pair to have a ratio of 2:2. It is rare not to have some point to grant. The summary paragraph indicates, once again, the class and your placing.

Oral reasons should be presented in 2 minutes. Following this format should help you accomplish this goal. We allocate 5 points to format if the reasons length is 2:00 to 2:10. For every 5 seconds of deviation, either long or short, we subtract 1 point.

**Comparative tense.** Reasons are comparative, not descriptive. You must phrase your discussion using comparative terms such as taller, stronger and sharper. In scoring, we subtract a point (up to 5) for each occasion that a descriptive term or phrase is used. An exception is allowed in both the introductory or summary paragraphs.

**Terminology.** The use of appropriate terms is important. In scoring reasons, we deduct a point (up to 5) for any use of the term "better" or use of inappropriate anatomical words like "bag", "tits", etc.

**Accuracy.** This reflects whether the reasons you raise are correct. For each inaccuracy, we deduct a point from a potential score of 5. However, obvious reasons incorrectly identified may cost you more, while reasons raised that are debatable are less costly.

**Logic.** The reasons raised in a discussion of a pair should be raised in an order which develops the strongest and most logical argument. The most important point of difference should be articulated first, etc. As the scorer, we deduct a point for each occurrence that reasons are raised differently than our perception of the most logical discussion.
STEP #5. PRESENTING REASONS (how you say it)

When scoring oral reasons we also look for evidence of strong presentation skills. This are can definitely make it or break it for you in your oral reasons scores. Strong presenters can persuade a judge easier than those who need to polish their presentation skills. Presentation is given 25 points on our reason scorecard with 5 points being allotted to each of the five major areas: poise, body language, smoothness, voice manipulation, and persuasiveness.

**Poise:** This is how you present yourself to the judge and the environment you set for the 2 minutes you are in front of the judge. It mainly deals with how you carry yourself in front of a judge. You should have a confident, yet friendly manner in your presentation. When you enter the room show confidence, initiative, and make eye contact with the judge immediately. Points are deducted for lack of confidence.

**Body Language:** When presenting a set of oral reasons, enter the room wearing neat attire and hair style, avoid chewing gum and use an assertive style and position. Many contestants lose points by appearing passive, letting the judge intimidate them, or by appearing aggressive, completely dominating the judge. These extremes can be avoided by practicing the correct assertive stance. Stand a moderate distance from the judge, look comfortable and stand still. People who stand far from the judge, speak softly, move their feet or hands and direct their eyesight to other objects can be perceived as passive, uncomfortable and not very confident. You will lose points for excessive swaying or fidgeting.

**Smoothness:** This is exactly what it sounds like, how smoothly you present your set of reasons. A point will be deducted for each break, long pause or use of the word “um”.

**Voice:** A pleasant voice is one that is easy to listen to, not too high or too low. For a judge, the use of proper voice manipulation adds excitement to a set of reasons. Voice manipulation is adding emphasis to important words. It is key in making a set of reasons interesting and easy to listen to and is achieved by using variations of the pitch, tone, and loudness you speak with to stress important words or issues. Voice manipulation adds power to your reasons and reflects your confidence in your decisions. Points will be deducted for use of a monotone delivery.

In the sample reasons, certain words were underlined. In a set of oral reasons, these words would be pronounced with a voice inflection. This is a good technique. It helps in avoiding a monotone delivery and adds conviction to your reasons.

**Persuasiveness:** Overall, this category deals with how convincing you were with your presentation. To receive full credit in this area, you must be strong in the other four areas of presentation. Points will be deducted in this category for mixing numbers.
Concentration

There is one more element to becoming a successful judge of dairy cattle: concentration. Keep your mind on what is going on in the ring. Many judging contests occur at the same time as other events at dairy shows. Keeping your mind active only on the task at hand can be difficult, yet, may well make the difference between yourself and another contestant. Concentration can mean the difference between first and second place in the contest.

Summary

Many excellent judges have lost in major dairy judging contests because they were outscored in reasons. Preparing a set of reasons for delivery in a dairy judging contest is a learned skill. You must first develop an understanding of basic information and desirable technique.

Top-scoring sets of reasons require correct terminology, good use of limited time, skilled note-taking, effective writing skills or voice manipulation techniques, effective body language, and an ability to maintain superior concentration during contests.

After this booklet, you need only to practice, practice, practice to develop your ability and confidence. What is your reward for this hard work? Top scores in dairy judging contests and skills that you will use for a lifetime.