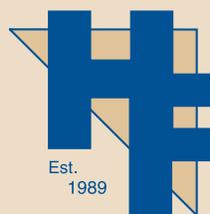


Showring Ready

A Beginner's Guide to Showing Dairy Cattle
VOLUME 2



**HOLSTEIN
FOUNDATION**

"Developing Dairy Leaders for Tomorrow"

Introduction

Working with dairy cattle and preparing them for a show can be an extremely rewarding and fun experience that teaches young people many valuable lessons and skills that can be applied to all areas of their life. Responsibility, patience, self-confidence, teamwork, sportsmanship, problem-solving and organizational skills are just a few things that youth will gain throughout their project work. This workbook is designed to serve as a guide for youth, parents and dairy project leaders who are interested in learning the basic skills associated with caring for and exhibiting dairy cattle at fairs and other shows.





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Selecting Your Project Animal

Whether you live on a dairy farm with many animals to pick from or you are planning to go out and purchase or lease your first project animal, there are a few things to take into consideration.

There are several different dairy breeds in the United States, with Holsteins being the most common. Some people have a preference when it comes to breeds, and you may be limited in breed selection depending on what you have available on your farm, or what is available from area farms or sales.

Consider what age of animal you would like to show. It is best to pick an animal that will be appropriately sized, not too big, or too small, for the person who will be showing it. Next, look at the birthdates of the animals you have to choose from. Your ideal heifer should be well grown and competitively sized in her class, so look at animals who would be some of the older ones in their class (see page 18 for a list of class breakdowns by age).

If you have more than one calf to choose from, the one that is your favorite or the friendliest may not necessarily be a show winner. Evaluate the pedigrees of calves you are interested in especially if you are purchasing the animal and plan to raise it and eventually milk her as a cow. The most important consideration when selecting the calf should be her overall physical correctness. An ideal calf is free of major faults; well grown for her age, long-bodied, deep ribbed and feminine, with a desirable set of feet and legs.

Learn more about what to look for in conformation with the Holstein Foundation's free *Dairy Judging* workbook (available at www.holsteinfoundation.org).



Ayrshire



Brown Swiss



Guernsey



Red & White



Holstein



Jersey



Milking Shorthorn

Source: PDCA Dairy Cow Unified Scorecard, 2009.

Holstein image - ©2012 Holstein Association USA, Inc.

Caring for Your Show Animal

Keeping Records

Preparing the necessary paperwork is one of the most important steps in making sure you will be ready for the show season. First, find out if your animal is registered with its breed association. It may need to be registered or transferred into the exhibitor's name by a specific date, depending on which shows you are planning to enter. If she is not registered but is eligible to be, obtain a registry application from the breeder or breed association and complete it as soon as possible to ensure you have it back in time for the show. If you don't own the animal, you will likely need to complete a lease application through a breed association, 4-H or FFA. Rules will vary from show to show, so check the rules for each show you plan to enter as soon as possible to ensure that you will meet all requirements and deadlines. If you are purchasing or leasing a registered calf, it is a good idea to become a member of the breed's Junior Association, as it is usually a requirement for entering breed-specific youth shows, and can offer a wealth of opportunities, activities, and the chance to meet people who are interested in similar things as you. A list of breed association websites can be found on the Holstein Foundation web site under the Links section.

You will want to keep accurate health records on your animal, such as when they get dehorned and receive vaccinations (see page 32). It is also a good idea to record your calf's performance to ensure it is meeting benchmarks for health and growth. Monitor your calf regularly, and try to record her growth monthly. See the heifer growth recommendations on page 31 to see how your heifer compares to those benchmarks.

Another helpful exercise with your dairy project will be to create a budget and keep track of your expenses. Consider what you will spend on purchasing any needed equipment, veterinary care, feed, bedding, transportation, and show entry fees for your project (see page 33).

SEE ALSO:

page 31
Heifer Growth
Recommendations

page 32
Health & Management
Record Worksheet

page 33
Budget Worksheet



Housing

There are many housing options for raising calves and heifers. If you are on a farm that already has youngstock housing, it is ideal to separate your show animal(s) from the rest of the herd when you are preparing them for the show. This is helpful in many ways, including making them more convenient to work with, being able to monitor their health and condition more closely, keeping them cleaner and being able to feed them a ration specifically tailored for their needs.

Your heifer's pen should be sanitary, dry, well-ventilated, protected from drafts, with an area that provides shade and protection from weather. Ensure the area is free from debris, sharp objects, or anything else that could injure your animal. The ideal temperature for raising calves is 68 degrees Fahrenheit. Cattle are most comfortable at a range between 30 and 75 degrees Fahrenheit. If the animal is in an outdoor pen or barn that tends to get very warm in the summer, it would be a good idea to set up a fan to help the animal stay cool in hotter temperatures.

The area should be large enough that the animal will not be crowded, has room to move about, is easily accessible to you, and conveniently located to areas where you wash and practice leading your heifer. The pen should also have designated areas for feed and water.

Finally, if you have multiple animals you are working with, it is acceptable to keep them all in one pen, as long as there is not too much size difference between the animals. For example, you would not want a young calf to have to share a pen with a more aggressive yearling. This would create unfavorable competitiveness for feed, and the younger calf may be bullied and not get all of the feed it requires.

Nutrition

Your animal will be dependent on you for feed, quality water and general care. If an animal's nutrient needs are not met, it will not grow at an acceptable rate. Consult with a dairy nutritionist, experienced dairy farmer, or showman to develop a diet that will allow your animal to reach its maximum growth potential while maintaining a healthy weight and body condition.

Feeding times should be consistent from day to day. Feed good quality hay to aid in rumen development. In show animals, feeding hay helps the animals develop their depth of body and spring of rib. Ensure you are feeding appropriate levels of grain and/or silage to help prevent weight gain from excessive amounts of energy in the diet. As it gets closer to the time of a show, you should transition to feeding the animal a similar diet to what it will receive at the show. This is important so the animal does not go off-feed and prevents stomach problems from a sudden change in diet.

All feed should be placed in a way that it will be easy for the animal to eat, and is unlikely to get dirty. Animals will not, and should not, consume dirty feed. If you have multiple animals in one pen, ensure enough space at the feed bunk so all animals have an equal opportunity to eat.

It is extremely important that your animal has constant access to fresh, clean water. Heifers will drink several gallons of water each day, even more in the hot summer months. Ideally, have a water bowl or tub set up that automatically refills when the animal drinks from it. If you cannot set up an automatic waterer, check the animal multiple times a day to ensure it is not out of water. Inspect the water tub at least once a day to ensure it is free of dirt, algae, manure or other debris, and clean as necessary.

Whether your animals are housed individually or in a group, monitor your animals' body condition regularly. The heifers' ration may need to be adjusted periodically, depending on how they are developing. Heifers that carry too much excess fat will not only be unappealing in the showring, but it could also lead to other developmental problems as they mature. Exercise is an important part of making sure your animals maintain a healthy body condition.

Animal Health

Several things are important to keeping your animal healthy throughout the year. A thorough vaccination program along with a watchful eye, fresh water, clean bedding, healthy air and good feed are all key ingredients to raising quality animals. Throughout your dairy project, you should develop a good relationship with a local veterinarian who can help advise you on the best practices for keeping your animal healthy and meeting all health requirements you might need to exhibit at a show.

Dehorning is an encouraged management practice in the dairy industry, for the safety of the animal, other animals, and people. Hopefully your project animal will already be dehorned when you obtain it, but if it is not, it should be taken care of immediately. Ideally, calves should be dehorned as soon as a person can feel where the horn buds are. The younger a calf is dehorned, the less stressful it is on an animal. Another thing that should be done around the time of dehorning is checking for extra teats on your heifer. Extra teats should be removed as soon as an experienced person is able to distinguish them from normal teats. If your animal needs to be dehorned or has extra teats, consult with a veterinarian or other experienced individual, as these procedures should only be performed by knowledgeable professionals.

Vaccination is an important investment in preventative care that can go a long way to keeping your animal and herd healthy. Your veterinarian can help you create a vaccination program customized to the needs of your farm. Purchased animals should be vaccinated prior to arrival on your farm and closely observed after they enter the general population. When vaccinating animals, try to do it in the morning when heat stress is lowest. Medical procedures usually cause some stress to an animal, so try not to group them with other stressful events, such as weaning, as that could cause longer recovery time.

Hoof care has a large impact on your animal's general health, as well as how she walks and will look in the showring. Management and housing factors have a major effect on hoof growth and wear. Animals kept primarily on soft surfaces such as grass or a bedded pack will not have much opportunity to wear their hooves down, and their toes may grow too long. Hoof trimming should be done at least one month before the show. Consult with your veterinarian or an experienced dairy farmer for advice, as hoof trimming should only be done by someone with experience.

Common external parasites in cattle include lice, ticks, mites, flies and mosquitoes. Flies can be a significant stress on young calves, and breed in moist warm climates. Bedding and accumulated manure make a good place for flies to breed, so keep a clean environment for your animal by disposing of manure and waste right away. There are many methods of fly control, including pour-on, sprays, and rubs or dusters, and using some combination of these methods may prove most effective. Your animal will be more comfortable, and their coat will be healthier and easier to work with.

Monitor your animal for signs of common bovine ailments, such as ringworm, warts and pinkeye, as all of these will make your animal ineligible for a show because they are infectious. **Ringworm** is a common fungus, usually found in heifers, that begins as a round scaly spot with hair loss; it is commonly first seen on the face, and can spread rapidly across the body. Be very cautious when handling animals with ringworm, as it easily spreads to other cattle (if you have one heifer in a pen with ringworm, chances are the others will develop it too) and can spread to humans. **Warts** are caused by a virus, and appear as single or multiple rough nodules on the skin that are white/grey in color. **Pinkeye** describes redness and inflammation of the lining of the eyelid and eyeball. Pinkeye is highly contagious, and commonly spread by flies. Consult your veterinarian for treatment of ringworm, pinkeye and the removal of warts as soon as you notice signs of them on your animal.

Finally, get into the habit of practicing good biosecurity protocols on the farm and during transport. Everyone should take steps to prevent the spread of disease from one animal to the next. Frequently washing your hands and properly sanitizing equipment, clothing and shoes after working with your animals, especially before and after going to another farm, are just a few things you can do.

Preparing for the Show

Equipment

In order to properly care for and groom your animal, you will need the right show gear. The following list includes recommended items to bring to a show. All of these supplies should be available at your local farm supply store, or popular show supply web sites. Show supplies are an investment, but with proper care, they should last several years.

STORAGE

Show box or other large container

BRUSHES

Stiff-bristled brushes
Soft-bristled brush
Curry comb
Tail brush or comb

WASHING EQUIPMENT

Scrub Brush
Hose
Spray nozzle
Soap (such as Orvus)
Bucket
Cloth to clean ears
Topline brush for the tail

CLIPPING EQUIPMENT

Large clippers
Small clippers with fine blades
2 sets of blades
Blade lubricant (such as WD-40)
Blow dryer
Extension cords (3-prong)
Topline brush
Hair adhesive (such as Clear Magic)
Power strip

TACK

Nylon halter
Leather show halter
Two-way ties
Neck chains

FEED SUPPLIES

Grain
Hay
Beet pulp
Water bucket
Feed tub
Feed scoop

PAPERS

Health papers (from your vet)
Registration papers
Production records

CLOTHES

Show clothes
Hard toed shoes
Clothes to wear while washing
Rubber boots
Show harness

BEDDING SUPPLIES

Straw
Shavings
Broom
Pitch fork
Shovel
Wheelbarrow
Strawboard (used to create a square edge on your bedding pack)

TOOLS

Duct tape
Hammer
Nails
Pliers
Scissors
Staple gun
Wire
Zip ties

EXHIBIT

Fans
Display decorations
Chairs
Extension cords (3-prong)

OTHER SHOWBOX SUPPLIES

Fly spray
Extra rags/baby wipes/paper towels
Rubbing alcohol

GENERAL MEDICAL SUPPLIES

Thermometer*

**If you think your animal is becoming sick at a show, contact the official show veterinarian or another professional for assistance.*

Now that you've made all the preparations to set yourself up for success, it's time to start working with your animal. You should begin working with your animal as early as possible or as soon as the calf is old enough, but at least two to three months prior to your show. The more you work with your animal, the better the experience will be for everyone involved. Dairy cattle are creatures of habit and they will respond best to calm and consistent practices. When working with your animal, always take care to be calm and gentle, and try not to make any sudden movements or loud noises that would startle your heifer.

Before doing anything with your animal, ensure you have proper attire and footwear to minimize your risk of injury. Flip flops, sandals, clogs and bare feet are strictly unacceptable when working with cattle. Hard toe and sole shoes are a must.

An important first step is getting your heifer accustomed to normal grooming routines, such as being led, handled and washed. Spend time with your animal to get her used to people; talk to your heifer to familiarize her to your voice, and handle her with gentle movements to keep her calm. Grooming her daily will help improve her appearance, keeping the hair and skin healthier. The more time you spend with your calf, the sooner you will develop a relationship and trust. All good showmen have a natural, quiet, gentle way with cattle.

Beginning Halter Training

Though not always possible, the best time to halter train an animal is when it is young and can be easily handled. Especially the first several times you are catching your heifer, have at least one person assisting you. When catching your animal to put a halter on it, again remember to work calmly and quietly. You do not want the animal to feel like she is being chased; it should be a pleasant experience that she will grow to enjoy.

Always use a nylon halter for training. To apply the halter, hold the lead rope in one hand, and make sure the chin strap provides enough slack so there is plenty of room for the animal's nose to fit through. The adjustable side of the halter always goes on the left side of the calf's head. Do not drag the end of the halter as it may become tangled in the calf's legs and/or get dirty. Grasp the head stall in your other hand and slip it over the calf's head and ears. Arrange the chin strap and guide up its chin, tightening the lead rope to fit. The nose piece should be evenly positioned between the top of the nostrils and the eyes. Nylon halters typically come in two sizes (calf and heifer/cow), so try to use one that is made for the age of the animal you are working with.



This heifer is wearing a correctly applied nylon halter.

Start off by tying your heifer with a halter for up to an hour the first few days. Her head should be tied at a comfortable height (not too high; the heifer should be able to stand comfortably without having to stretch her neck), with no more than five inches of slack in the rope. If the lead rope has too much slack in it, the heifer may be able to get tangled up and injure themselves. Tie your animal in a safe, quiet place, on secure footing that she will not slip on if she moves around. Never leave an animal tied up unattended, and never leave them tied for an extended period of time in direct sunlight. Always tie your animal using a quick-release slip knot, so you can untie her quickly and easily if an emergency were to arise. You may want to practice this on a rope several times until you get the hang of it before attempting to tie your animal up. See the next page to learn how to tie a slipknot.

Use this time while your heifer is tied up to begin forming a bond with her. Work calmly and quietly, talk to your animal and keep a hand on her at all times so she knows where you are and doesn't

become startled. Take care not to get kicked, and never put yourself in a position where you would be trapped against a wall or other hard object if your animal were to swing around. You can brush your heifer, and if she is calm enough, work your way up to her head and spend some time petting her neck and shoulder area. This will get her accustomed to you being by her head and will make the transition to leading her easier.

How to Tie a Quick Release Slip Knot



1. Wrap the end of the lead rope around a secure rail.
2. Wrap the loose end of the lead rope back over the part of the rope between the rail and the rest of the halter, forming a circle.
3. Reach your fingers through the circle, and grasp a section of lead rope.
4. Pull that section of lead rope back through the circle, forming a loop and pulling until the knot is tight.
5. To secure the knot, slip the loose end of the lead rope through the loop (but don't pull it tight).
6. To release the knot, remove the loose end of the lead rope from the loop and pull. The knot should come undone quickly and easily.



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DEVELOPING A PARTNERSHIP

Once your heifer is used to the halter and stands quietly when tied up, it's time to begin training her to lead properly. Again, it will be helpful to have someone to assist you. Heifers often walk better if they have someone to follow them when they are first learning. Always lead your animal from her left side. If you attempt to pull a stubborn calf right away it may plant its legs and pull back on the lead rope. If this happens, let the tension off the rope. When the animal takes a step forward, release its head tension. Pull only to start it walking again after it stops. Remember that you are working with a young animal, so don't try to do too much the first few times. Practice leading on a dry, level surface that doesn't have many rocks or other debris you or your heifer could step on.

When leading your heifer, NEVER wrap the lead rope around your hand, arm, waist, or any other body part; if the heifer moved away from you quickly when you were bound like this, you could be seriously injured. If your animal starts to pull and tries to get away, try to keep ahold of her, but of course, don't put yourself in a position to be injured. This is one more reason why it is helpful to have an older person assisting you when you are getting started. It is important for your animal to develop good habits, and if it learns it can get away from you, it will try to do it again, which can quickly become a problem.

When you first start your training, don't worry too much about the heifer's head carriage. It is more important to just get her walking forward comfortably. Remember that this is a learning experience for both of you, be patient, and do not get upset if your animal is not cooperative at first. A gentle tug as you walk should signal the calf to follow. Once your heifer has successfully taken a few steps, stop and pet her gently on the neck, then try to take a few more steps. This system of small progress and reward, and being gentle will quickly teach the heifer what you want her to do. Begin getting your heifer accustomed to setting her legs up the way you will want her to in the showing. There is more detail on this later, but the basics are that the front feet should be set squarely beneath her shoulders, and the hind leg closest to the judge (typically the inside of a circle, walking clockwise) should be set further back than the other. As she begins to walk more freely, work on getting her to take small uniform steps.

Never hit your animal under any circumstance. Usually a tap on the nose or a tug on the halter is enough to let her know that you are in control. If you need to slow your heifer down, put your hand in front of her muzzle or use your right hand to apply pressure to her point of shoulder. If your heifer remains pushy, have an older person try leading her for a little while, so they learn to respect the person leading them.

Once your animal is consistently leading comfortably on the halter, work on strengthening your partnership and showing her to her best advantage. Hold her head at an appropriate level so she looks her best. Practicing leading should become part of your daily routine, working with your calf for 20 minutes each day. Practice leading in different areas so she learns to trust you and becomes accustomed to strange sounds such as birds, falling branches and other strange noises. Also, have someone else lead her as you watch, so you can see how she looks when walking and standing in certain positions.

INTRODUCING THE SHOW HALTER AND FINE TUNING YOUR SKILLS

Once you and your calf are comfortable and she can be led without tugging, introduce her to the leather show halter. Select a halter color that best compliments your calf's breed; black is commonly used for Holsteins, while some colored breeds may look better with a brown leather halter. Halters come in several sizes, from Small for young calves, to Extra Large for older, larger cows, so you will want to be sure you find the size that is best for your animal. The halter's noseband should be evenly positioned to fit across the bridge of the nose, midway between the animal's eyes and the top of the nostrils. A halter that is too big takes away from an animal's appearance and is dangerous as it can easily be pulled off. Never tie your animal up when they have a show halter on; either hold them yourself, or have someone assist and hold the animal for you if you need to do some finishing touches after you have already put the show halter on.





Note how the exhibitor is grasping the ring and chain without placing his fingers through the ring.

When leading, the halter should be held firmly in the exhibitor's left hand, with the hand inside the halter wrapped around the ring with a firm grip on the chain; never lead an animal with your fingers inside the halter's ring. The lead strap should be looped loosely in the right hand. When in the showring you will almost always be walking in a clockwise direction, so this is how you should practice at home. Practice having someone approach and touch your calf in the same way a judge would in the ring.

When showing, always stay on your animal's left side. Face at an angle, in a position far enough away to see the stance of her feet and topline. Again, to pose a heifer, the front feet should be squarely placed with the rear leg closest to the judge back. For a cow in milk, the hind leg nearest the judge should be slightly ahead of the other leg. If possible, position her front feet on a slight incline rather than going downhill. You will want to reposition your animal's hind feet as the judge moves

from one side of the animal to the other, so practice taking your heifer one step ahead or back, so you will easily be able to make the transition. Never use your feet to position your heifer's rear legs, and don't allow your animal to stand too stretched out. If you need to use your feet to square up your animal's front feet, do it calmly and discreetly. While practicing at home, getting your heifer accustomed to setting up her feet will make things much easier on show day.



Correct rear leg position for a heifer.



Correct rear leg position for a cow.

Once your animal is consistently walking freely with you at the halter, get her in the habit of always walking with her head up, not just in the showring, with your hand in the halter (walking forward). This will ensure that you always have good control of your animal, reinforces your training that her head should be up in the showring, and will also keep your heifer looking her best at all times. You never know who may be watching you while you're walking your animal, either at home or at the show. It is a positive reflection on you as a showman to have a calm animal that always looks nice, whether she is in the showring or just walking to the wash rack.

Your ultimate goal is to get your heifer to respond quickly to halter commands and walk gracefully. A useful move to teach your animal is how to back up. To back her up, apply pressure to the point of shoulder with your finger tips on your right hand, and apply backward pressure on the halter. This is not a natural move for dairy cattle, so it will take some practice. Use this skill to adjust the position of your heifer's feet; do no circle your animal when you need to switch poses.

The only way to have a properly trained animal is to spend hours working with it. Animals should respond to subtle cues, if they have been worked with regularly. They should also stay alert and behave during the class.

Washing

A nylon halter should always be used when washing your calf. Tie her securely in your washing area using a slip knot. Again, make sure you do not have too much slack in the rope (less than five inches), as animals tied too long will move around more, making them difficult to wash. For safety sake, ensure the area you are washing in has good footing to reduce the chance of your heifer (or you) slipping when the surface becomes wet and soapy. Wear clothes and hard-toed shoes or rubber boots that you don't mind getting wet; some people that have several animals to wash will even invest in a rain suit to help them stay dry.

Using a hose with a nozzle, slowly begin wetting the animal completely. Start at the hooves and work your way up to the legs, back, shoulders and neck. Remember, cattle prefer a nice, steady spray. As always, work calmly and gently and don't do anything that would surprise or startle your animal. Gently wet the head with a weaker spray, and avoid the eyes and ears (getting water in a heifer's ear will cause it to droop). Repeat this process on the other side. Don't forget to wet and wash the tail; some people save this step for last as animals like to swing their wet tails.

Fill your wash bucket with soap and water. Using soap specially formulated for cattle (such as Orvus) works best. Dip a stiff-bristled brush in the bucket and begin scrubbing, using firm circular motions, starting at the top of the body and working downwards. Use a clean, wet cloth to wash around your heifer's eyes, nose and ears. Be cautious around the legs and belly as some animals may try to kick. Scrub both sides of your animal and under the belly, working the water and soap into a lather. Pay special attention to the topline, working to wash out all of the dirt and sweat, as that will make it easier when you are working with the hair later. Work your way down to scrub the hooves (carefully, to avoid getting kicked), removing as much dried manure from them as possible by scrubbing with a stiff bristled brush. Be careful, because some animals are sensitive with their feet, especially around the hoof hairline.

Thoroughly rinse the soap out from the head and work your way down every part, including the belly, tail and hooves. If you don't get all the soap washed out, it will create dandruff and dry skin that is hard to get rid of. Again, take extra care to ensure all soap is washed out of the animal's topline. If your heifer's tail is tangled after washing, you can use some regular hair conditioner to help detangle it. Some showmen also like to use conditioner on their animals' toplines to help the hair stay in top condition. Like with soap, if you use conditioner, be sure to thoroughly rinse it out.

Once rinsed, brush her swiftly to remove the remaining water, using either a clean stiff-bristled brush, or your wash brush after it has been thoroughly rinsed. After getting the tangles out, hold the switch upside down and comb it with a topline brush to give it a fuller appearance. Remember to brush the belly as that area tends to collect water. Your heifer should not be dripping water when you take her back to her pen after washing. The topline hair should be brushed down flat with the grain of the hair as this will make it easier to work with when it comes time to fit her for the show.

You should wash your animal with soap once or twice per week, but it is a good idea to at least rinse them off daily with water, especially during the warmer months, as this will help cool them down, keep them clean and get them used to being handled regularly. Washing with soap too frequently may dry out the skin and hair. For a show your animal should be clean, free of dust and the tail should be combed and fluffed. Also, inside the ears should be cleaned.

Fitting Your Animal

An important part of exhibiting dairy cattle is being able to clip and prepare them so they look their best in the showing. Clipping is one of the most important things you can do to your animal, as it improves its style and overall appearance. No two people clip exactly the same, and not all animals are alike. Work to develop your own system and style; once you have mastered the art of clipping, it will be extremely satisfying knowing that you prepared your animal on your own. Some shows will even include a clipping competition for youth.

When you first start out, ask for an advisor's assistance, having them coach you through the process. If you have access to multiple animals, practice clipping animals that are not ones you plan to show, so you can experiment with your technique and it is OK if you make mistakes. Practice makes perfect! If you have the opportunity, watch an experienced showman clip their animals, paying attention to how they handle the clippers and work with the hair in different parts of the body.

Taking proper care of your equipment is important, and doing so will ensure it will last a long time. Here are a few basic pieces of equipment you should have in your show box, and what each is used for:

- **Large clippers:** A large set of clippers is what you will use to clip most of the body, with the exception of the ears and tail.
- **Small clippers:** A small set of clippers typically have finer blades and will clip the hair shorter. These clippers are to be used on the ears, tail and to fine tune the topline.
- **Two sets of blades:** It's helpful to have multiple sets of blades in case the set you are using becomes dull or breaks. More advanced fitters will have multiple blades that will clip the hair different lengths depending on what the end goal is. Read more about this on page 17.
- **Blade lubricant:** It is important for you to spray a lubricant, such as WD-40, on your clipper blades frequently to help them stay cool and sharp longer.
- **Blow dryer:** The blower will be used to help the animal's hair stand up when you are working on the topline.
- **Extension cords and power strip:** You will want to have at least one good length extension cord (3-prong, not household) in case you have to clip in an area that is not close to an electrical outlet.
- **Topline brush:** You will want to only use this brush when working on the topline, to ensure it stays clean. This stiff-tined brush will help train the animal's hair to stand up when you are working on the topline.
- **Hair adhesive:** A strong adhesive, such as Clear Magic, which is formulated specifically for use in cattle, will help the hair stay in place once the topline is clipped and blown up on show day. This product is very strong and should be used sparingly until show day; get advice from an experienced showman when learning to apply hair adhesive to the topline.



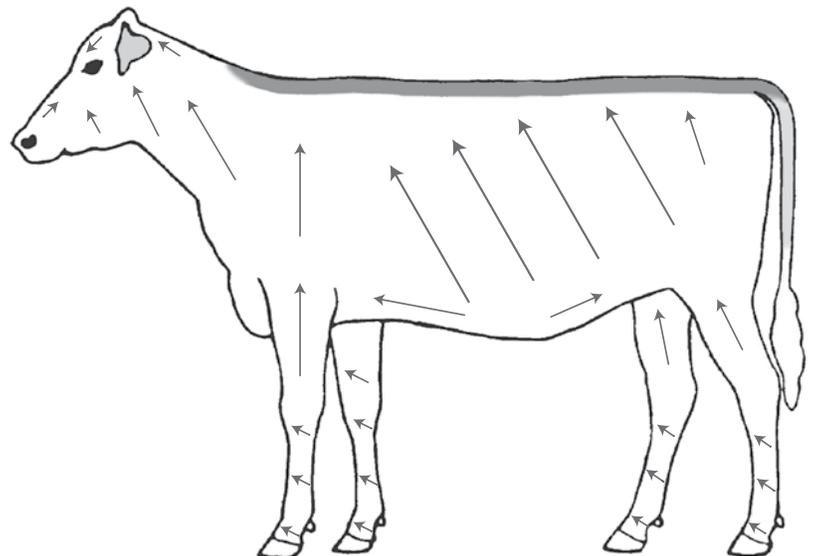
Before the show season begins, you should fully clip your animal, removing her long winter coat. This will allow the hair to grow back evenly with a clean, healthy appearance.

A month or so before your first show, begin working with the animal's topline hair, training it to stand up. Begin by washing your calf well. When she is completely clean and dry, you can begin blowing up the animal's topline and removing any remaining dampness.

Two days before the show you should clip your animal for the final time, getting her topline clipped the way you will want it to look, so on show day all you have to do is blow it up and set it with hair adhesive.

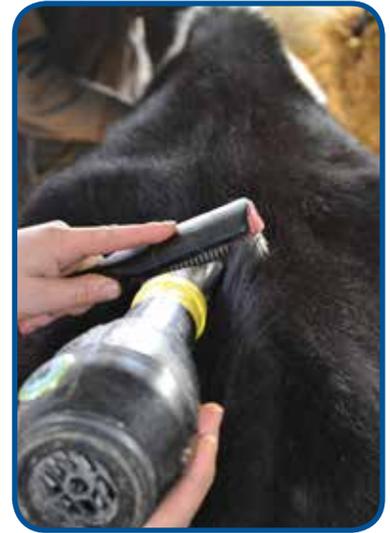
WORKING WITH TOPLINE HAIR

To blow up her topline hair, take your blower, and hold it at a slight angle against the topline. You should be working up the hair on the sides, rather than brushing straight down the top of the spine. Be careful to make sure the blower is primarily blowing against the hair, rather than the spine, or you risk burning your heifer's skin. Place your topline brush in front of the blower, and push them together down the back, encouraging the hair to stand on end. The cleaner the hair is, the easier it will train. You will have to do this over the area several times per session to train it to stand up easily. Again, do not let the hot air hit your animal's skin for an extended period of time, or leave it in one place on the hair for too long, or you risk scorching the hair and/or burning your animal's skin.



The arrows on this diagram show the direction you should clip the hair to go against the grain of the hair. The dark grey area along the back is considered the "topline." The light grey areas on the ears and tail show where shorter blade small clippers should be used.

While a regular blow dryer can work, if you have multiple animals or plan to show at many shows, it would be wise to invest in a blower designed for use on livestock. Many times they come with a special attachment that helps direct the flow of air better.



THE BASICS OF BODY CLIPPING

Here are a few helpful tips for getting started clipping:

- Always clip in a well-lit area so you can clearly see what you are doing.
- Always clip against the grain of the hair.
- Clip slowly, taking long, steady strokes.
- Begin on one side of the animal and finish it completely before moving to the other.
- Never leave your animal half-clipped; if you are going to start clipping, be sure you will have enough time to do the job completely.
- Always keep your free hand on your animal to help steady it, especially when working around the legs. Like any other time you work with your animal, you do not want to startle it.

Some animals do not like to be clipped, so be patient as they adjust to the noise and the feeling of the clipper blades. For the purposes of this workbook, we are going to recommend working from back to front, as cattle are usually less sensitive when working with their back end, and it will give them more time to adjust to being clipped before you get close to their head. Before you start clipping, blow up her topline hair, so you can begin to see how it will look and start blending as you go.

Beginner showmen should have two sets of clippers – one large set of livestock clippers to be used on most of the body, and a set of smaller clippers with shorter blades (recommended: size 30/0.5 mm blade) to be used on the tail and ears. For more guidance on specific clipper blade sizes, see the section “Taking Your Fitting to the Next Level” on page 17.

TAIL/RUMP

The tail should be clipped three to four inches above the top of the switch up to the rump. If you have them, clip the tail with your small clippers, as the shorter hair will help give a leaner, more dairy appearance. Stop clipping up the back of the tail with the small clippers at the point where the hair begins to form a ridge; you will blend that later as part of the topline. Clip the rump with your large clippers, leaving enough hair by the topline so it can be blended in and you can correct any faults. Clip off any long hairs on the vulva with small clippers.

LEGS

Legs can be one of the most difficult areas to clip, because animals tend to move, and there are many different curves and crevices to get around the hock. Be careful when you clip the legs, as your animal may kick, and keep one hand on the calf's body to make it feel more comfortable. When clipping the front and rear legs, all the hair should be removed up to the belly, including the inside of the legs. Take your time and experiment with different ways of angling the clippers to help you get all the hair, especially down by the hoofline. If you have a pair of small clippers with blades that clip the same length as your large clippers, they can be easier to maneuver on the lower part of the leg.

BODY

Hold the clippers parallel against the body of your animal, as the clipper blades are sharp and you don't want to cut your heifer or yourself. Remember to work in long, steady strokes clipping against the grain of the hair; don't use short, choppy strokes. Clip the entire body, leaving two to three inches of hair near the back, including the loin, chine and rump. This hair eventually will be blended to form the topline.

Clip hair off from the belly, making sure you clip all the way up through the brisket. Some exhibitors prefer to leave longer hair on a heifer's belly. If you have the opportunity to work with an experienced showman, you can have them show you how to properly blend the belly hair if you decide to leave it on. If you are exhibiting a milking cow, the belly and udder will need to be clipped to display the milk veins. You will want to use small clippers on the udder to remove as much hair as possible, as well as along the milk vein. Ask for assistance from an experienced showman if you are unsure what to do when clipping a milking cow for the first time.

HEAD & NECK

Most animals will not like having their heads clipped, especially if it is their first time. Start by clipping the brisket and throat, working calmly. Always have an adult assist you when clipping the head to help you control the animal. Clip the head and neck with regular large clippers, and use small clippers on the insides and edges of the ear. Do not use large clippers on the ears.

When clipping the neck, start inside the point of shoulder. Go straight up from the point of shoulder to the top of the shoulder blade. Keeping your clippers at the same angle, go straight up; do not round off the top of the withers, as that is part of the topline.

Working calmly and quietly, clip the head, still clipping against the grain of the hair. It is sometimes helpful if you have access to headlocks, as the halter can be moved for easier access. You will likely have to hold the clippers in several directions to get all of the hair, as cows often have a lot of swirls on their foreheads. Clip the entire head, trimming behind the poll and clipping off the whiskers. Be extra cautious when working around your heifer's eyes, and take care not to accidentally trim off her eyelashes. You will need to loosen up the halter to get the hair that was hidden by the rope.

TOPLINE

Clipping a heifer's topline is a key step in preparing for a show. The purpose of clipping the topline a specific way is to enhance the animal's appearance, making her look straight and sharp down her top. It takes a great deal of practice and experimentation to master this, and it is best if you can practice first on animals that you do not plan to show. It would also be helpful to find someone with experience clipping cattle to help guide you through the process the first time.

Make sure your calf is standing on level ground with its head at the same level it will be when you are showing it. It is sometimes easiest if you can have an assistant hold the animal, rather than tying it up. Start by blowing the heifer's topline hair up so it is standing up, as you had trained it.

Once the hair is standing up, begin by trimming straight across so she looks level from her rump to her withers. Keep two hands on the clippers for stability. You can fine tune the levelness when you are done blending with a pair of scissors, if needed.

Next, begin whittling away at the hair to give her a nicely blended, wedge-shaped topline. Hold the clippers with one finger held beneath the blades as a guide and for balance. Blend the standing hair into the body of the heifer using a very light touch. Clip the hair along both sides (crops, shoulders and back) of the topline creating a wedge shape. Take a little off at a time as you can always go back and take more off. Remember to trim on both sides of the tail head.

When you are finished, the topline should look smooth, natural, and well-blended. If it still looks rough and obvious where the longer hairs are, you should keep working. You may need to stop at some point while you are clipping and re-blow up the topline hair to ensure it is standing straight up. When you are finished brush your animal off to see if you missed any spots. If you have someone helping you, have them lead the calf as if you were at a show so you can stand back and make sure her topline looks level and well blended. Getting the topline right, especially when you are first learning, can take time, so be patient and don't rush.

Wash your heifer again after you are finished clipping to remove any dirt that was ingrained in her hide, loose hair, and to wash out any adhesive products you used on the topline.

TAKING YOUR FITTING TO THE NEXT LEVEL

As you hone your skills in clipping show animals and build your inventory of fitting supplies, you may start to look for ways that you can take your skills to the next level. One thing that many experienced dairy fitters do is use different size/length blades to achieve a more refined look for their animal. Below are some guidelines from experienced showpeople on different blades you can work with and how to use them.

As you can see from the pictures below, most clipper blades come clearly labeled with their standard lengths. When in doubt, consult with a salesperson at your show supply store to be sure you are purchasing the correct blade you are looking for. As many of these blades will cut the hair very short, you should experiment first on animals that you are not planning on showing, until you get the feel for how the blades work, and/or ask for guidance from an experienced fitter or showperson.

- **For the Body:** Andis brand size 31 bottom blade with a size 23 top blade, or something comparable of a different brand
- **For the Head and Legs:** Size 10 blades on a small clipper (cuts hair to 1.5 mm)
- **For the Ears:** Size 30 blade on a small clipper (cuts hair to 0.5 mm)
- **For the Tail and Udder:** Size 30 blade on the black part of the tail and size 40 or 50 on the white part. The 40 and 50 blades will cut the hair extremely short, and should never be used on black hair because it will make the skin appear grey and be too hard to blend. Size 40 and 50 blades should also never be used for fitting anywhere on an animal's body except the tail, and udder on cows.



Completing Show Entries

Before heading to a show, there is another important step you need to complete – filling out and sending in an entry form! Rules can vary greatly from show to show and within the dairy breeds. Obtain a copy of the rules from each show you are planning to enter and review them thoroughly. Review the health requirements and check with your veterinarian for any health tests or paperwork that may need to be completed.

For a show, all entries are divided into classes by age. Showmanship classes are grouped according to the exhibitor's age (usually as of January 1, but check the show rules). Conformation classes are grouped, by breed, according to the age of animal.

The following is a list of typical classes you will find at most dairy shows, listed youngest to oldest. Always verify the official classes your show is offering in the show rules.

1. **Spring Heifer Calf** – (also referred to as Junior Calf) born on or after March 1 in the year of the show and over 4 months of age
2. **Winter Heifer Calf** – (also referred to as Intermediate Calf) born December 1 – February 29 in the year of the show
3. **Fall Heifer Calf** – (also referred to as Senior Calf) born September 1 – November 30 of the year prior to the show
4. **Summer Yearling Heifer** – born June 1 – August 31 of the year prior to the show
5. **Spring Yearling Heifer** – (also referred to as Junior Yearling) born March 1 – May 31 of the year prior to the show
6. **Winter Yearling Heifer** – (also referred to as Intermediate Yearling) born December 1 – February 28
7. **Fall Yearling Heifer** – (also referred to as Senior Yearling) born September 1 – November 30
8. **Junior Champion, Reserve Junior Champion & Honorable Mention Junior Champion** – (selected from first and second place animals from Spring Heifer Calf – Fall Yearling Heifer classes)
9. **Junior Best Three** – Consists of three females all bred by the exhibitor and shown in heifer classes. Breeder must own at least one of the animals. The owner of the dam at the time of breeding is considered the breeder of the animal.
10. **Milking Yearling Heifer** – born on or after September 1 (must have freshened)
11. **Junior Two-Year-Old Cow** – born March 1 – August 31 (must have freshened)
12. **Senior Two-Year-Old Cow** – born September 1 – February 28 (must have freshened)
13. **Junior Three-Year-Old Cow** – born March 1 – August 31
14. **Senior Three-Year-Old Cow** – born September 1 – February 28
15. **Intermediate Champion, Reserve Intermediate Champion & Honorable Mention Intermediate Champion** – (selected from first and second place animals from Milking Yearling – Senior Three Year-Old Cow classes)
16. **Four-Year Old Cow** – born September 1 – August 31
17. **Five-Year-Old Cow** – born September 1 – August 31
18. **Six-Year-Old Cow & Older** – born before September 1
19. **150,000 lb. Cow** – Any age milking cow producing over 150,000 pounds of milk lifetime. To participate in this class, you will have to bring along an official milk testing sheet verifying her production.
20. **Three & Four-Year-Old Dry Cow** – born September 1 – August 31
21. **Five-Year-Old & Older Dry Cow** – born before September 1, making her over five years old at the show
22. **Senior Champion, Reserve Senior Champion & Honorable Mention Senior Champion** – (selected from first and second place animals from Four-Year-Old Cow – Dry Cow)
23. **Grand Champion, Reserve Grand Champion & Honorable Mention Grand Champion** – (selected from winners of the Junior Champions, Intermediate Champions and Senior Champions)
24. **Senior Best Three** – Consists of three milking females all bred by the exhibitor shown in classes 10-14 and 16-21. Breeder must own at least one of the animals. The owner of the dam at the time of breeding is considered the breeder of the animal.
25. **Group Classes** – Many shows have group classes depending on the show they could include: Produce of Dam, Dam & Daughter, Exhibitor's Herd and State Herd. Check show rules to verify which classes will be offered.
26. **Champion Bred & Owned** – Chosen from the highest ranking animal bred and owned by the exhibitor.
27. **Premier Breeder** – This honor is calculated using a point system. Each class has a specific point value for each placing. The breeder winning the most points is designated Premier Breeder. To be considered the breeder of an animal you must own the dam at the time of breeding.
28. **Premier Exhibitor** – This honor is calculated using a point system. Each class has a specific point value for each placing. The exhibitor winning the most points is designated Premier Exhibitor. To be considered the exhibitor of an animal you must currently own it.

At the Show

Arriving at the Show & Herdsmanship

Before leaving for the show, make a checklist of items you need to bring to the show and start gathering your supplies. Plan ahead and don't wait until the last minute to do this. The show box checklist on page 8 would be a helpful place to start. Get everything together in one place and make sure all your equipment is clean.

Give some thought to your exhibit prior to the event. Prepare a simple display and signs for all of the animals that will be tied in your show string. You will have plenty of chances to talk to fairgoers as people often like to stop and ask questions about your cattle or agriculture during the fair. Make a good first impression by having a neat and clean display.

See page 36
for an example
show sign.



When you arrive at the show, you will be assigned a place to stall your animal. You may want to arrive before the cattle trailer does to give yourself time to set up the display and prepare your cattle bed. Herdsmanship is the combination of preparing your exhibit and caring for your cattle throughout the show. It also includes the way you interact with other exhibitors, show officials, and the general public. The purpose is to make your cattle look their best at all times, outside of the showing. Cattle that appear clean and comfortable are the mark of good herdsmanhip. The following is an example of a herdsmanhip scorecard.

Dairy Herdsmanship Scorecard for Cattle Shows

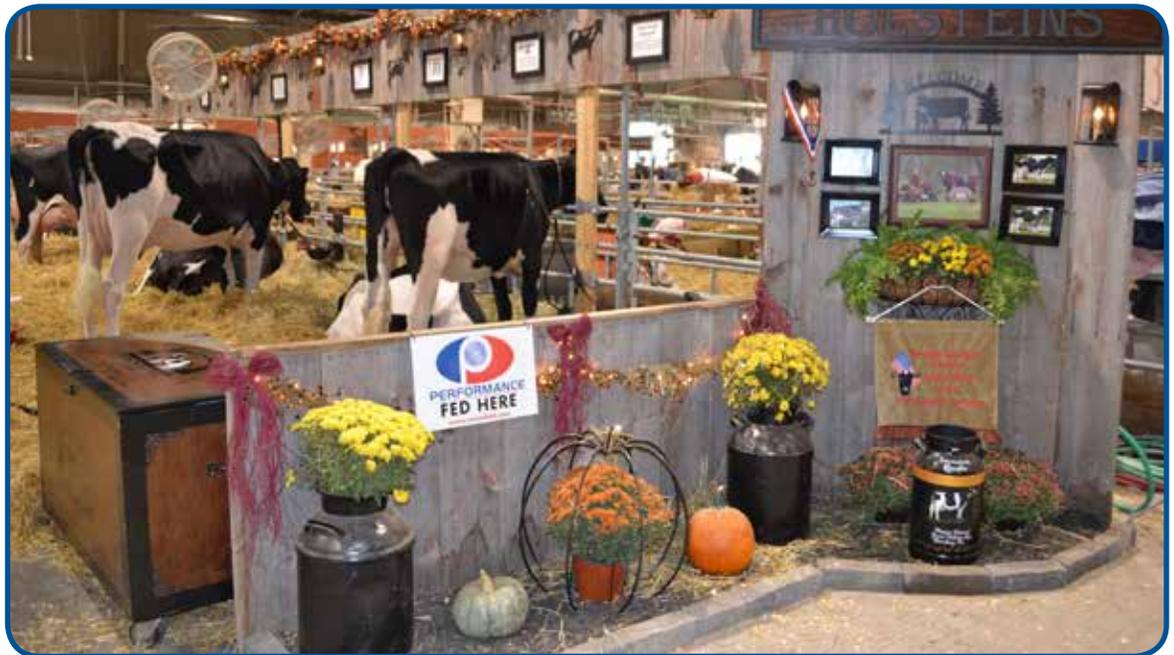
PREPARATION OF EXHIBIT	40
a. Adequate bedding properly packed, front higher than rear, straw clean and bright.	10
b. Animals attractively arranged and correctly spaced (neither too close nor too far apart).	10
c. Decorations neat and attractive; well-planned, not gaudy or overdone.	10
d. Appropriate signs for each animal, displaying complete information.	5
e. Appropriate color scheme, background, tack boxes; originality.	5
APPEARANCE AND ATTITUDE OF EXHIBITORS	15
a. Knowledgeable, courteous, friendly; able to answer questions about the exhibit and the cattle.	10
b. Clothes and person neat and dress appropriate	5
CARE OF THE EXHIBIT	45
a. Cattle clean, well-groomed, neat and attractive	15
b. Aisles clean and neat, adequate width for visitors.	10
c. Bedding clean and dry; shows evidence of frequent reworking, rear edge neat and square.	10
d. Feed and equipment stored neatly out of sight if possible; equipment clean.	10

HOW TO PREPARE A CATTLE BED

Having your cattle bedded properly is a very important part of having your exhibit in order at a show. You will need a shovel and/or rake, a pitch fork, clean straw, shavings, and a wheelbarrow. It is important to establish a firm footing for the cattle bed. The more firmly the bedding is packed the better it will be. Use plenty of straw and shavings when you prepare the first bedding as doing a quality job the first time will save you time and money in the long run. Bright, clean straw will also add to the appearance of your exhibit.

1. If on dirt flooring, level the existing ground with a shovel and rake, and spray the entire area with fly spray.
2. Shake out the straw completely, making sure there are no clumps or hard spots in the bedding. Shake the straw into small pieces by hand, and then work the bedding with a fork, positioning it in the area your cattle will be tied. Make the front a little higher than the rear as this displays cattle at their best when they are standing uphill.
3. Add in shavings and pack the bedding firmly with a pitchfork.
4. Put down a second layer of straw and shavings, packing them together with a pitchfork. When you are finished, the pack should be about 12 inches in height.
5. If you have access to a strawboard (a flat piece of board attached to a long handle that is used to create a square edge on the outside of your pack), have someone hold it and use a pitchfork to pack the straw, creating a square, level edge.

Maintaining your pack throughout the show takes effort, but it pays off as your cattle will be more comfortable and your exhibit will look much better. Each morning at the show, you should remove dirty and wet bedding and replace it with fresh straw and shavings, along with getting rid of any uneaten hay. When your animals stand up throughout the day, smooth and re-work the



An attractive farm exhibit at a show.

bedding underneath them to keep the cattle comfortable and create a more attractive exhibit. Pick up any manure or dirty bedding as soon as possible, removing as little bedding as you can. If you have an extra pan or small bucket it may be helpful to keep it behind the animals and use it to catch any fresh manure or urine. That is an easy way to keep your pack very clean. Try to maintain a square, tidy edge to your pack, and sweep any loose straw from your aisle to keep your area neat.

It is important to have proper spacing between cattle when they are tied in the pack. If tied too close together, they will become irritable and there is a higher risk of them becoming tangled or stepping on and injuring one another. If they are tied too far apart, however, they will stand or lie crossways in the exhibit and make it difficult to keep the bedding clean and dry. Tie all animals securely with a slipknot so they cannot get loose. If you choose to use neck ties instead of a halter in the pack, two-way ties with around 18 to 24 inches of rope work best. Put your smallest calves on one end of your exhibit and work up to the largest animals at the opposite end. Take special care to see that young calves are tied where drafts will not affect their health. If it is going to be hot in the cattle barns, having large fans blowing on the animals will help keep them cool and comfortable.

GETTING INTO A ROUTINE AT THE SHOW

Once the cattle arrive on the show grounds, take them to the wash rack to be rinsed off or washed. It is important to get cattle settled into their new environment as soon as possible. Most cows will tend to lie down after they have been washed. Allow them plenty of time to rest and get comfortable in their new environment.

Plan to do chores (washing, cleaning the pack, feeding and watering) at a time when fairgoers are least likely to be present. Morning chores should be completed and the exhibit ready for visitors by 8:00 a.m. Afternoon chores should be done in a way that avoids aisle blockage and causes minimum mess. Try to have all afternoon chores done before the evening fair crowd arrives. It is important for you and the cattle to establish a routine at the show and have a set schedule of feeding and watering times that are consistent from day-to-day. Your cattle should have hay in front of them at all times; a good rule of thumb is to give your heifer a small amount of hay every time she stands up. Feeding her small amounts consistently through the day encourages her to eat more than just putting a large slab of hay in front of her in the morning. Most exhibitors feed heifers their grain mixture twice a day (cows are sometimes fed three to four times in a day). Having adequate water is extremely important to keeping your animal healthy and eating at the show. Cattle should be watered at least three to four times a day, especially if it is warm in the barn.

If time allows and the ring is not being used, find some time to take your animal out for exercise and let her get used to the showing. This will help you and your calf become familiar with the surroundings and make you less nervous on show day.

EXAMPLE FAIR CHORE SCHEDULE

- 6:00 a.m. Arrive at fair, clean out pack
- 6:30 a.m. Wash heifer and water her on the way back to the pack
- 7:00 a.m. Feed heifer and get her settled in
- 12:30 p.m. Water heifer and take for exercise/walk
- 6:30 p.m. Water heifer and give evening feed
- 8:00 p.m. Practice leading in the showing
- 8:15 p.m. Water heifer and settle in for the night



Little details can make a big difference in the appearance of your exhibit. Keep the aisles behind your cattle clean and neat at all times. Feed and equipment should be stored out of sight. If you have to keep your hay at the exhibit, stack it neatly. Keep all equipment in tack boxes when it is not being used. Someone should be present at the exhibit at all times, ideally people who can help keep the cattle clean and answer dairy and agriculture-related questions from visitors.

What to Expect at the Show

Knowing where you are supposed to be and when can do a lot to help you stay organized and relaxed at a show. While each show is different, there are many commonalities that are helpful to understand. The following is a run-down of the various things you might encounter at most shows you attend.

When your cattle arrive you will need to check them in. Know where your health and registration papers are, and have them available during check-in. There will likely be an exhibitors meeting for you to attend. You will need to get your exhibitor number cards for the show, which are often handed out at an exhibitors meeting, or a volunteer will come around and distribute them to exhibitors. Once you receive your number put it in a safe place as you will need it to enter your class on show day. If you are exhibiting more than one animal, write the name of the animal on the back of each number so they don't get mixed up. Make sure you know what time the show is starting and what order classes are in so you will be ready at the right time.

Most shows offer two different types of classes for youth to participate in, showmanship and conformation classes. In showmanship classes, the judge is evaluating the exhibitors, rather than the physical structure of the cattle, and their ability to prepare their cattle for show and leading the animal to its best advantage. In conformation, judges evaluate the physical appearance of your animal and how it compares to the breed standard. Heifers are evaluated on their general appearance, dairy character, feet and legs, and size; cows are judged on frame, dairy strength,

feet and legs, and udder. To learn more about how dairy cattle are judged, refer to the Holstein Foundation's *Dairy Judging* workbook. Knowing what the judge is looking for in ideal animals is an important skill for all exhibitors to have, and will be very helpful when selecting your project animals.

On show day, listen for announcements as to when the show is getting started and pay attention to what class is in the ring. You will want to make your way to ringside while the class prior to yours is in the ring. A volunteer at ringside will likely check you in for the class and instruct you when it is time to enter the ring and in what order you are to enter. Most shows prefer cattle to enter the ring from youngest to oldest, so listen for instructions at ringside.

More about the particulars of how you should lead your animals will be discussed in the showmanship section, but there are a few general things to know. You will enter the ring with cattle circling clockwise around the ring. After the judge has had some time to evaluate the animals, they will signal for you to come into an initial side-by-side lineup. From there, the judge will typically study the animals a little further, and then signal the exhibitors into a second side-by-side lineup, which is usually the final placing. Some shows will have a person, called a ringman, in the ring to help instruct exhibitors where to line up.

When they have finished placing the class, the judge will take the microphone and give reasons for their placing. As the judge gives his reasons, the class will lead out. Pay attention to what the judge says when they give their reasons, as you might be able to pick up on what you could improve for the next time you exhibit your animal.

If you aren't sure of the order of classes, look at a class list. If you placed first or second in your class, you will want to keep your animal clean and haltered so she will be ready to go back in to compete in a champion class.

Showmanship

When showing dairy cattle, exhibitors are expected to follow a specific dress code; white pants, a collared white shirt and hard-toed shoes. Pants should be worn over boots, not tucked in to boots. Your shirt should be tucked in with a belt. Your overall appearance should be neat, so as to not detract from the general appearance of your animal. Also, remember good sportsmanship is a must.

Showmanship is the one area in which you can excel regardless of the correctness of your animal's conformation. The goal is to keep your calf looking her best at all times, while making it appear effortless. As you start working with your project animal it is important to know what the judge will be looking for in the showmanship class. The three main areas that judges are evaluating are the exhibitor, the cleanliness, fitting, and physical condition of the animal, and how well the exhibitor is showing the animal to its best advantage. A good analogy for showing your heifer is that you are "escorting a lady" around the ring, and you should treat her as such, walking with grace and not bullying your animal.

ENTERING AND LEADING YOUR ANIMAL IN THE RING

Always be on time for your class. Enter the ring circling in a clockwise direction, confident and relaxed. Lead your animal, walking forward, from the animal's left side. Hold the halter in your left hand while pulling throat with your right hand. Remember to have your heifer take small steps. Once the last animal has entered the ring, turn to face your animal and begin walking backwards. When in the ring, all of your attention should be on your animal and the judge. Don't be distracted by spectators and things going on outside of the showring.



This exhibitor is leading her calf into the ring, walking forward.

Find a good balance of watching the judge and your calf, never staring at one or the other. Always know where the judge is. As the animals enter the ring, the judge will take turns talking to each contestant and examining each animal for close inspection. The judge may ask questions pertaining to your animal such as birthdate, sire and the dam's information as well as strengths and weaknesses of your animal. When the judge walks from side to side, position the animal so her legs are set up correctly. This should be able to be done in one or two steps. *A note to parent's and leaders: Do not teach your child, no matter their age, to watch you for signals on the outside of the ring. Work with them at home so they can confidently show their animal on their own. Their focus in the ring should only be on their calf and the judge.*

Don't tailgate the exhibitor in front of you. Depending on the size of the ring and number of animals in the class, keep a good distance between you and the calf in front of you (three to five feet), as well as keeping a good distance between you and the outside of the ring (around five feet). Remember, the ring needs to be large enough so that everyone in the class fits and the judge can see all the animals. Never pass an animal that is walking more slowly in front of you, and never block the judge's view of another animal. If the animal in front of you is being unruly and won't walk for the exhibitor, it is acceptable to assist them by giving the calf a gentle tap on their thigh to help them get moving.

Do not stop walking your animal in the showring unless told to by the judge. Quickly set up your animal with the back leg toward the judge back on heifers and forward on cows, with the two front feet square. You can smoothly touch the front feet of the animal to set them correctly, but never use your feet to set the hind legs. The animal should appear balanced and not too stretched out. When the judge moves behind your animal, hold her head up with her nose pointed straight ahead, so her entire back appears straight. If the judge reaches to feel your calf's hide, turn her head slightly toward the judge. If your calf starts to act up, stay calm and regain control. Sometimes it helps to hold your hand in front of the muzzle to calm them down.

PULLING INTO LINE AND WHAT TO DO WHEN YOU ARE THERE

After the judge has inspected the animals individually, he or she will begin pulling exhibitors in the center of the ring forming a preliminary line up. Pay close attention to their instructions as missing your command may cost you several places. A judge will often point at exhibitors to signal when they want them to come into line. Once the judge signals you into line, turn and walk forward, moving quickly but gracefully. Walk smoothly into line, never run.

Always enter the lineup in the order you were selected. Maintain an even line, as all animals in line should have their front feet in a straight line. Don't leave too much extra space between your animal and the one next to you, no more than one foot. When setting your animal up, remember to set the rear feet in the correct position. The first person in line should set their animal up as if the judge was on the leadperson side of the animal. The last person in line sets their animal up as if the judge were opposite the leadperson. Everyone else in line sets their animal up so that they look balanced with one rear foot forward.

Once you have your animal's legs positioned correctly and comfortably, keep her there. Do not move the animals feet every time the judge goes from one side to the other. She should be relaxed, steady and alert; your right hand can be placed near the point of shoulder to help steady your calf. When the judge walks in front of the line, they will want to evaluate the front end of each animal, so turn and face forward with the lead in your right hand and take a small step back and to the side so the judge can have a clear view. Do not obstruct the animal next to you in line when doing this. If your animal pushes forward, a touch to the shoulder while pushing your animal's weight back at the halter should move her back into line.

In a showmanship class, often times the judge will have the exhibitors pull out again, close to the final placings and continue to evaluate for proper spacing, head carriage, attentiveness to the judge and which animal is being presented to its very best.

Always keep showing until the class leaves the ring. Be a good sport and congratulate your fellow competitors, no matter what the end result.



Here the exhibitors are leading their animals into the lineup, walking forward, and making a straight line with proper spacing between animals.

HANDLING QUESTIONS FROM THE JUDGE IN THE RING

Throughout your work with your project animal, you should learn a great deal of information about your heifer. The judge will most likely ask you questions in a showmanship class about you and your calf to find out just how much work you have done and how much knowledge you have about your animal.

Some basic questions a judge might ask are:

- When was your calf born?
- What age class will your animal show in?
- Who is your heifer sired by?
- What is your heifer's name? (Answer by providing the full registered name)
- How long have you been showing?

The judge may also ask you specific questions such as, "What would you want to improve about your animal?" That is where your dairy judging knowledge will come in handy, as the judge will want to know if you are aware of what your animal's strengths and weaknesses are.

More advanced showmen should know milk production, calving and breeding information. There is also a chance that advanced showmen will be asked to switch animals with another leadsman. If this happens, exhibitors should quickly examine their new animal to determine her faults before taking the halter, and then exhibit her to the best of their ability.

TIPS TO TAKE YOUR SHOWMANSHIP TO THE NEXT LEVEL

A few common issues dairy cattle can have in the ring are easily remedied by an attentive showman, and go a long way to enhance the appearance of your animal. It is always helpful to consult with an experienced showman when looking for advice on ways to help your heifer look her best in the ring. Here are solutions to some of the most common problems:

- **Extra flesh under the chin/neck, "beefy" appearing head** - Some animals have extra flesh on their necks, under their chin, which makes them look less dairy and feminine in the head. If your heifer has extra flesh, you should "pull throat" to make her head and neck appear cleaner. The easiest way to do this is to pull up and hold the skin below the jaw in your right hand while you hold the halter with the left. If you intend to do this at a show, practice at home so that both you and your calf become accustomed to it.
- **Holding tail up while walking** - The best way to tuck the tail down is to reach back with your right hand and push your finger down in the indent between the pin bone and the tailhead.
- **Arching her back (sometimes referred to as "roaching")** - To correct an animal from arching her back, gently pinch down the middle of her back, with fingers on either side of the topline, so you don't interfere with it.
- **Animals that are weak over the topline** - Some animals that are weak over the chine or loin can benefit from being touched under the barrel to give them some lift.

Examples of pulling throat



Final Preparations on Show Day

Show day is exciting for everyone involved, and the time when all of your hard work and preparation will shine. It will be a busy time, and you want to be well prepared so you can work calmly to get your animal and yourself ready to go.

Start by rising early to get a good start on a successful day. Wash your animal in plenty of time so it will be completely dry for your final preparations and the show. This should be completed at least two to three hours before the show starts so the animal will have time to dry, eat, and you will have time to finish grooming and setting the topline.

Offer your animal plenty of fresh hay and feed the morning of the show, as she will look her best with a proper fill in her stomach. Many exhibitors feed beet pulp the morning of the show to accomplish this, along with several different types of hay. If you're going to feed beet pulp on show day, you don't want it to be the first time she has been exposed to it, so if you plan to do this, talk to a nutritionist or other experienced person about incorporating it in her daily diet leading up to the show. An animal that is shallow will need to be filled earlier than a deep ribbed one as you do not want your animal to appear gaunt for the show. If you are showing a cow, you will want to try and show her with a full udder to look her best; the ideal amount of milk to have in the udder will have to be decided on the day before the show. As with everything, if you are exhibiting a cow, or want advice on feeding your heifer on show day, consult an experienced showman that can help walk you through it.

Allow yourself plenty of time to do final grooming and fitting to prepare for your class; things like cleaning ears and hooves can be done the day before the show, or even at home before going to the show. Here is a checklist:

- **Clean the heifer's ears** – Clean the inside of your heifer's ears with a baby wipe or clean towel and rubbing alcohol to remove any visible dirt or wax. Also clean the animal's ear tags if needed.
- **Shine hooves** – Make sure that there is no dried manure on your heifer's hooves.
- **Set topline** – Blow up your heifer's topline as you had practiced and use an adhesive to ensure it stays in place through the show.
- **Brush off all dust and straw** – Shortly before entering the ring, use a soft bristled brush to brush off any straw or dust from your animal, and be sure to check the belly for any straw.
- **Fluff the tail** – Use a comb or topline brush to fluff your animal's tail. Brush it straight to get any tangles out, then turn it upside down and brush downwards to give it a fluffy appearance.
- **Apply fly spray** – Especially during summer shows, you will want to spray your heifer's legs, belly and sides with fly spray before she goes in the ring to ensure she won't be bothered if there are flies around.
- **Wipe her muzzle** – Use a clean, dry rag to wipe your heifer's muzzle free of any feed or saliva shortly before she enters the ring.
- **Properly fit leather show halter** – Put your animal's show halter on and make sure that it fits properly and is neat and clean in appearance. This should be done last, shortly before you go in the ring, as you do not want to tie your heifer up with her show halter on.

Don't forget to get yourself ready! Give yourself enough time to put on your white clothes, but don't get in them too early because you don't want to get dirty before the show starts. You can always put a pair of bib overalls on over your whites to help you stay clean. Tuck in your shirt, make sure your shoes are tied tight, and put on your show harness with your animal's number inserted in it.

Listen for announcements and be sure you are on time to your class. Good luck!

After the Show

Congratulations, you did it! From each show you will be able to take home what you learned and improve the next time you are in the ring. After you are done in the ring, there are still a few things that need to be taken care of.

- Thank the judge, show superintendent and volunteers.
- Wash your animal within 24 hours after the show to rinse out any fitting products used, especially in the topline. There are sprays specially formulated to help rinse out hair adhesive you may want to invest in.
- Make sure your equipment is kept clean and organized after each show, ensuring many years of use.
- Record your show placings in your records.
- Keep your exhibit and animals clean and neat until you are released to go home. Even though the show is over, herdsmanship and tidiness are still very important.

Ethics

Showing cattle is an important part of promoting, merchandising and breeding registered cattle. It is also in the best interest of registered breeders to maintain integrity and present a positive and progressive image of themselves and their cattle in the showring.

Breed associations work cooperatively with the Purebred Dairy Cattle Association (PDCA), show management, exhibitors and judges to give encouragement, direction, and provide uniformity to national shows across the country.

For more information and to view showring policy, visit www.purebreddairycattle.com.

Appearance of Exhibitor & Equipment

Apparel

- Wear white pants, a white collared shirt, and a belt.
- Wear hard-toe, hard-sole shoes or boots. No sneakers.
- Wear pants over boots. Do not tuck pants inside boots.
- Wear a properly fitting show harness to display your backtag number.
- Be neat and clean in overall appearance.
- Minimize accessories or anything that draws attention to you instead of your animal.

Behavior

- Maintain good posture and move confidently.
- Strike a balance where you appear to be relaxed and enjoying yourself, while maintaining a competitive intensity and interest.
- Exhibit good sportsmanship before, during and after the show.
- Be comfortable with the animal you are showing, demonstrating you have worked with your animal many times before.
- Be ringside before your class begins and enter promptly when your class is called. Do not be late.
- A showman should never strike their animal, and should adhere to all PDCA Code of Ethics guidelines.

Knowledge

- Know important facts about the animal that could aid the judge in making their placing decision, such as her birthdate, calving date and lactation number.
- Know the animal's faults and how to move your animal in ways that minimize their appearance.

Halter

- Use a leather dairy show halter that is clean and shined.
- Fit the halter with nose band midway between the animal's eyes and nose.
- Have snap of the halter's chain open to the outside, so the clasp is facing you and not into the animal's jaw.
- Your left hand or part of the hand is under the chain and around the ring, but fingers are not through the ring. Hold the lead strap in the left or right hand (which ever gives you the most control) using approximately three small loops (not tightly coiled or gathered in a figure 8) so that the lead strap does not rub the animal's eye or is visible from the right side.

Appearance of Animal

Cleanliness

- Animal is clean (including hooves, tail, and inside ears) and dry.
- White spots are as white as possible, demonstrating the animal was washed regularly.
- Muzzle is wiped clean.

Condition

- Animal is in good health and condition – neither too fat or too thin.
- Hooves are trimmed.
- Animal is dehorned.

Grooming

- Animal is completely clipped within a few days of show.
- Varying clipped hair lengths are well-blended.
- Topline hair is blown up on heifers.
- Tail switch is brushed and fluffed.

Behavior

- Animal is well-trained to lead and poses quickly.
- Animal is alert, but calm when touched or around distractions.
- Animal responds well to your desired actions.
- Animal is size appropriate for the exhibitor.

Showing Animal to its Best Advantage

Entering the Showring

- Enter the ring walking forward on the animal's left side with the halter in the left hand while pulling throat with your right hand.
- Position your body to keep slightly ahead of the animal's nose, away from the animal's shoulder.
- The left arm should be comfortably positioned; not too straight and the elbow should not be too high.
- When the last animal in the class enters the ring, turn to face the animal and walk backwards.

Circling in the Showring

- Walk at a smooth even pace - not too fast or too slow. Try to walk in step with your animal, so when she steps with her left front leg, you step with your left foot, and vice versa.
- Never cross your feet to walk sideways. You should always be walking forward or backwards as appropriate.
- Hold the animal's head up at a comfortable level, where she looks her best, never with nose in air. The nose should be pointed slightly toward the center of the showring.

- ❑ Keep approximately 3 to 5 feet behind the animal in front of you and 5 feet between you and the outside of the ring.
- ❑ Keep in an even line with the other animals in front and in back of you while circling. Do not let your animal move too far inward or outward compared to the others.
- ❑ When on parade always provide the judge with a side profile of your animal.
- ❑ Your attention should be focused, keeping one eye on your animal and one eye on the judge. Spend about half the time looking at your animal and the other half watching the judge. You must also maintain awareness of everything going on in the showing.
- ❑ When the judge moves in for close inspection of your animal, stop in a desirable, posed position. Switch rear legs when judge moves around the animal.
- ❑ Whenever stopped in the ring, the animal should be posed with front feet square. Rear legs should be positioned differently for heifers and milking cows.
 - Heifers - position the rear leg nearest the judge back.
 - Cows - position the rear leg nearest the judge forward.
- ❑ Respond to questions from the judge confidently, and instructions from the judge quickly.
- ❑ If your animal lays down in the ring during the class, gently get her to stand up, quickly wipe off any loose or hanging material using two to three strokes of your hand, and continue to show her.
- ❑ Recognize your animal's faults and try to minimize their appearance.
 - If the animal carries extra flesh on her neck, pull the animal's throat with your right hand to make her appear cleaner in the neck.
 - If the animal arches her topline, pinch it down to make her appear straighter across her top.
 - If the animal weakens in her loin, slightly push her weight back using halter pressure.
 - If the animal puts her tail up, tuck the tailhead down.
 - If you are asked by the judge to switch animals with another exhibitor, do so in a timely fashion, which may include a quick assessment of the animal you are taking control of to evaluate her major strengths and weaknesses.

Entering the Lineup

- ❑ Enter the lineup in the order you were called.
- ❑ Turn and walk forward smoothly into line, never running with your animal.
- ❑ When walking into line, showmen should take care not to obstruct the judge's view of other animals still on parade.

- ❑ When you approach the line, turn around and walk backwards into line. Then set up your animal in the desired, posed position.
- ❑ Keep your animals topline straight from head to tail, perpendicular to the designated line.
- ❑ Line up with other animals in an even line, leaving no more than one foot between animals. Be careful not to bump other animals.
- ❑ Keep a straight line by lining up the shoulder of your animal with the shoulder of the animal in front of you in the lineup.

Posing in the Lineup

- ❑ Setting up your animal should be completed in one or two steps without too much overworking and movement.
- ❑ Legs should be comfortably beneath the animal. Do not get her legs too far under her body (appearing scrunched) or too far back and out from under her (appearing stretched out).
- ❑ Front feet should be lined up evenly. To move her front feet, use halter pressure, and a slight touch with your foot if needed.
- ❑ Train animal to back up by touching her shoulder combined with halter pressure, so when rear legs need repositioning, do so without using your feet. You should never use your feet to help position your animal's rear legs.
- ❑ When showing a heifer, your position in the lineup determines how the animal's rear legs should be positioned. Once your animal is set up properly, you should not switch the position of her rear legs, even if the judge walks back and forth.
 - The first person in line should set their animal up as if the judge was on the leadsperson side of the animal.
 - The last person in line sets their animal up as if the judge were opposite the leadsperson.
 - The rest of the class sets their animal up so they looked balanced with one rear leg forward.
- ❑ If you have a cow, you must move her rear legs each time the judge changes sides in the lineup.
- ❑ When the judge comes to the front of the animal, turn to face the judge presenting the front end of the animal for inspection. Do not cover up the person next to you, and do not move to the left side of the animal.
- ❑ After the judge motions for you to circle out from the lineup, keep showing your animal while the judge makes his final assessment. Once the judge has moved his attention further down the line, you can walk forward again when pulling her into the final line-up.

PDCA Showmanship Evaluation Card for Judges

It is important that participants in showmanship ensure that their animal is in proper body condition and growth based on the age of the animal. Horns are to be removed at an appropriate age to provide a safer environment for the leadsperson. Feet should be properly trimmed to promote ease of movement for the animal. These practices will show good husbandry skills of the participant as well as a positive image for the dairy industry.

PDCA recommends the following levels of discrimination in the judging of showmanship competitions.

SLIGHT DISCRIMINATIONS

Exhibitor

- Inappropriate halter (beef, nylon, rope)
- Lead strap tightly looped
- Failure to enter the ring walking forward at a smooth, efficient pace
- Sidesteps when leading calf
- Has stiff outstretched arm
- Has poor posture – either overly stiff or slumped, sloppy
- Improper head carriage, animal's nose is too high
- Calf's head is not turned slightly toward judge when hide is felt
- Stepping on or kicking at the animal's front feet. (Note that a slight touch to move animal's front feet is allowed and should not be discriminated against)
- Inappropriate size of calf for competitor

Animal

- Minor instances of animal not handling well
- Is not alert
- Muzzle is not wiped clean
- Switch is not brushed and fluffed
- Clipping lines not properly blended*

MODERATE DISCRIMINATIONS

Exhibitor

- Not wearing white clothing or show-approved professional attire
- Inappropriate or unprofessional attire that draws attention to the exhibitor
- Wearing clothing with farm or commercial advertising/logos
- Does not know birth date, fresh date, breeding date, due date
- Unable to recognize type faults of the animal*
- Halter not fitting or put together properly
- Holding the halter in the right hand
- Holding the lead strap too far from the halter
- Has fingers in ring of the halter
- Failure to hold throat when needed
- Improper head carriage, animal's head held too low
- Unable to show animal to best advantage
- Slow response to judge or ring official
- Inattentiveness
- Watching the judge too intently
- Over-showing
- Leading too slowly
- Has elbow or hands up
- Is too far to outside or inside of ring
- Incorrect spacing to the animal in front when on parade
- Once all animals have entered the ring, does not walk backwards while on parade and during close inspection
- Doesn't turn and walk forward quickly into line
- Failure to switch rear legs when the judge moves around the animal on the outside of the ring during parade (heifers, rear leg nearest the judge back; milking and dry cows, rear leg nearest the judge forward)

- Failure to correctly position animal in lineup (heifers on outer edge of lineup, outside hind leg back; inner lineup heifers, comfortably posed to show fewest faults; cows, rear leg nearest judge forward)
- Front legs not squarely positioned
- Does not keep animal straight from head to tail in lineup
- Crowding or bumping other animals when pulled in line
- Leaving extra space in line
- Failure to maintain a straight lineup
- Moves excessively in line
- Unable to back up animal
- Chewing gum

Animal

- Legs not clipped
- Dirt/dust in hair coat
- Dirt/wax in ears
- Feet not cleaned
- Excessive use of hair sprays, powder and other fitting products
- Clipping too early; hair appears too long
- Incomplete clipping
- Excessive clipping

SERIOUS DISCRIMINATIONS

Exhibitor

- Lead strap looped & fastened
- Striking the animal
- Positioning animal's rear legs by stepping on rear feet
- Fusses with or moves calf to the extreme
- Minor instances of unsportsmanlike conduct
- Is late to class
- Wearing inappropriate shoes
- Chewing tobacco
- Carries or talks on a cell phone

Animal

- Animal causing disturbances to others

DISQUALIFICATION

- Violations of PDCA Show Ring Code of Ethics
- Unsportsmanlike conduct
- Repeated striking of the animal

RECOMMENDATION FOR THE EVALUATION OF TOPLINE:

- Topline is groomed, doesn't distract from the animal's overall appearance, conforms to the guidelines of the PDCA Showring Code of Ethics.*

* Expectations should be age appropriate and at some shows, these fitting criteria may be significantly downplayed at the discretion of show management and with appropriate communication to exhibitors.

Resources and Activities

- **Growth Standard Recommendations for Holstein Heifers**
- **Dairy Project Health & Management Record Worksheet**
- **Dairy Project Budget Worksheet**
- **Example Show Sign**

Growth Standard Recommendations for Holstein Heifers

Adapted from Pennsylvania State University's *Monitoring Dairy Heifer Growth Publication, 1998*
<http://www.das.psu.edu/research-extension/dairy/nutrition/pdf/lud006.pdf>

Utilizing this Information

The information below is provided to help you develop benchmarks as to how well your dairy heifer is growing. Several percentile categories are noted. For example, if your heifer falls into the 5th percentile for weight, that means that 95% of Holstein heifers the same age as her weigh more. If she is in the 95th percentile for weight, she weighs more than 95% of Holstein heifers her age, and 5% of Holstein heifers will weigh more than her.

As it is desirable for show animals to be well grown for their age, you would want your heifer to fall above the median weight and height for their age, with the higher percentile ranges being more preferable. The following are provided as general guides based on university research; there are no hard rules for exact height and weight specifications for show heifers. Remember – having a structurally correct animal that is well grown for her age is more desirable than an extremely tall heifer that is not as structurally correct. For recommendations on growth standards for other breeds, visit the link above.

Weight Table

Age (mo)	5th %ile	25th %ile	Median	75th %ile	95th %ile
1	82	102	119	136	143
2	113	149	161	189	238
3	149	182	211	234	284
4	189	234	258	284	339
5	218	275	311	339	411
6	266	320	369	422	480
7	301	369	422	468	542
8	330	422	468	530	603
9	379	468	530	596	705
10	422	517	575	653	776
11	445	556	638	712	776
12	504	596	682	760	843
13	504	660	728	809	913
14	542	697	776	878	1026
15	582	744	843	931	1067
16	653	826	913	988	1096
17	682	860	931	1026	1191
18	744	895	969	1066	1191
19	776	913	1007	1086	1279
20	776	950	1066	1170	1302
21	792	988	1086	1191	1372
22	843	1026	1148	1235	1420
23	809	1066	1148	1279	1420
24	776	1026	1170	1301	1545

Wither Height

Age (mo)	5th %ile	25th %ile	Median	75th %ile	95th %ile
1	29	30	31	33	33
2	30	32	33	34	37
3	31	34	35	36	38
4	33	35	36	38	40
5	34	37	38	39	42
6	36	38	40	41	44
7	37	40	41	43	45
8	38	41	43	44	47
9	39	42	43	45	47
10	41	43	45	46	49
11	42	44	46	47	49
12	43	45	47	48	51
13	43	46	47	49	51
14	44	47	48	50	52
15	43	47	49	51	53
16	46	48	50	51	53
17	46	49	50	52	54
18	47	49	51	52	54
19	48	50	51	52	54
20	47	50	51	53	57
21	48	50	52	54	56
22	49	51	52	54	57
23	49	51	53	54	57
24	48	52	53	55	57

Hip Height

Age (mo)	Hip Height (in)
2	36 – 40
3	37 – 41
4	39 – 42
5	40 – 44
6	42 – 45
7	43 – 46
8	44 – 47
9	45 – 48
10	46 – 49
11	47 – 50
12	48 – 51
13	49 – 52
14	49 – 53
15	50 – 53
16	51 – 54
17	51 – 54
18	52 – 55
19	52 – 55
20	53 – 56
21	53 – 56
22	53 – 56

Dairy Project Health & Management Record Worksheet

Animal Name & ID Number: _____

Date of Birth: _____ Date Acquired as Project: _____

Weaning Date: _____ Date Dehorned: _____

Date	Vaccination or Illness	Treatment	Length of Treatment

Age (mo)	1	2	3	4	5	6	7	8	9	10	11	12
Height (inches)												
Weight												
Age (mo)	13	14	15	16	17	18	19	20	21	22	23	24
Height (inches)												
Weight												

Breeding & Calving Record

Progeny Record

Date Bred	Service Sire	Due Date	Calving Date	Remarks	Sex of Calf	ID #	Remarks

Dairy Project Budget Worksheet

Summary of Expenses

Expenses are any money that you spend associated with your project. We will break expenses down into several categories to make it easier to see where your money is being spent, and possibly discover opportunities for savings. When writing your descriptions of expenses, be specific.

Equipment Expenses - including housing, fitting, and any other related general expenses

Date	Description of Expense	Cost
TOTAL EQUIPMENT EXPENSES		

Health/Medical Expenses – including veterinary bills, vaccinations and medicine purchased

Date	Description of Expense	Cost
TOTAL HEALTH/MEDICAL EXPENSES		

Dairy Project Budget Worksheet

Overall Budget Summary

Use the information you have compiled on the previous pages to complete the blanks below.

Summary of Income

Projected Dairy Project Income \$ _____

Examples of income would be show/fair premiums, sale of your project animal's milk or offspring, or the sale of your project animal.

Summary of Expenses

Total Equipment Expenses \$ _____

Total Health/Medical Expenses \$ _____

Total Feed Expenses \$ _____

Total Other Expenses \$ _____

Total Dairy Project Expenses \$ _____

Net Income (Income-Expenses) \$ _____

How important is it to you to have a positive net income at the end of the project year? What are some things you could do to increase your total income? _____

Value of Assets

An asset is an item that you own and have available to use, which could be sold for income. When embarking on a long-term project like a dairy cattle project that may require expensive equipment or animal purchases, at the end of the year it is important to not only consider your income for the year, but also the value of your assets you have for the next project year - things you purchased and have in inventory for future use.

Estimated value of animal(s) owned at end of project year \$ _____

Value of clipping/fitting equipment owned \$ _____

Value of other general equipment owned \$ _____

Total Value of Assets \$ _____

Example Show Sign

Holstacres Aspen Brook

Spring Heifer Calf

Born March 8, 2016

1st place Spring Calf – 2016 Farmville Fair

Sire: EK-Oseeana Aspen-ET

Dam: Ms Stormatic Bridget-ET VG-85

3-05 305d 23,151M 3.4%F 842F 3.1%P 711P

Exhibited by Fred Holstein, Farmville, WI



Holstein Foundation Workbook Contribution Form

Our series of Holstein Foundation workbooks are provided free of charge as an educational resource for dairy youth and adults around the world. The development of these workbooks is supported by contributions from generous individuals who believe in the Holstein Foundation's mission of promoting and supporting programs that provide leadership for the dairy industry. If you would like to make a gift to help ensure we can continue providing these resources, please complete this form and return it to the address below. Donations may also be made with a credit card online at www.holsteinfoundation.org.

Full name, as you would like to be recognized for your gift:

Address _____

City _____ State _____ Zip Code _____

Preferred Phone Number _____ Home Mobile Office

Preferred Email Address _____

I would like to receive the Holstein Foundation E-Newsletter

I would like to make a one-time / monthly (circle one) donation to the Holstein Foundation, in the amount of \$ _____ for a period of _____ months.

This gift is a memorial gift in memory of _____.

Instructions _____

A note will be sent to the family of the above individual, notifying them of your gift.

Checks should be made payable to "Holstein Foundation" and sent to the address below.

Thank you for your contribution to the Holstein Foundation, and your support of young people in the dairy industry. Your gift makes the programs of the Foundation and our mission of developing dairy leaders for tomorrow a reality.

Please mail this form along with your contribution to:

Holstein Foundation

PO Box 816

Brattleboro, VT 05302-0816

With questions, contact Jodi Hoynoski at 800.952.5200, ext. 4261 or jhoynoski@holstein.com.