

**PENNSTATE**  
**College of Agricultural Sciences**  
**DAIRY & ANIMAL SCIENCE**  
**E-I-E-I-O**  
 From Dairy and Animal Science at Penn State

**THE VALUE OF JUDGING PROGRAMS**

**Keith A. Bryan**  
 Instructor of Dairy  
 And Animal Science

Recent trends in animal agriculture education nationwide have focused more on the scientific and technological aspects of undergraduate programs, partly because of the need to attract students from non farm backgrounds who often lack practical experience with farm animals.

Understandably, prospective

employers value that experience, but more importantly, they seek employees with a basic understanding of technical subject matter of the major coursework, who possess confidence, the ability to concentrate, and skills in effective communication, decision-making, and critical thinking. These skills, necessary for life-long learning and job success, form the foundation of any effective collegiate judging program and benefit even those students with farm background.

Results of two recently published surveys outline the benefits of participating in a judging program. The surveys were distributed to participants in meats, livestock, horse, and wool judging programs who had graduated in the past 70 years. Courses in meat judging and evaluation improved writing ability, decision-making, and judgmental skills; exposed students to animal agriculture; developed concentration ability; and provided an opportunity for the pursuit of excellence through competition (Davis, et al., 1991).

In a second survey (McCann and McCann, 1992), respondents were asked to rank personal attributes developed or enhanced by judging programs. In terms of developmental importance, communication skills and decision-making skills ranked second and third, respectively, behind evaluation skills. Respondents in this survey were also asked to rank personal attributes gained through

judging programs that have been the most useful to them throughout their lives. Improved communication skills was the single most useful attribute for 34 percent of the respondents. Evaluation skills, confidence, and decision-making skills were each ranked highest by an average of 16 percent of the respondents.

In all of the judging program courses offered by Penn State's Department of Dairy and Animal Science, students must demonstrate an appropriate level of technical expertise in the subject matter and develop the communication skills appropriate and necessary for organized and logical justification of decisions. It's believed that the communication skills components of many of our judging program courses are more intense and individualized than some courses in English or speech communication.

For example, the number of presentations delivered during a

semester averages approximately 80 sets of either oral or written reasons. Moreover, students may present reasons for critique to the course instructor, university faculty and staff, classmates, and industry personnel. They also can critique themselves on videotape.

In addition to the speaking skills components of the livestock evaluation courses, students are required to understand and use performance records and genetic evaluations of the records in their decision-making strategies. Effective communication of their understanding of the pertinent data is imperative. Thus, students must integrate subjective and objective information, arrive at a decision, and then justify the decision based on the information gathered.

Students invest both time and some of their own money in judging program participation, gaining the opportunity to travel to various

(Turn to Page A33)

**Attend Seeds Seminar**

LANDISVILLE (Lancaster Co.) — Hoffman Seeds, Inc. recently conducted a one-day training session for its service center representatives.

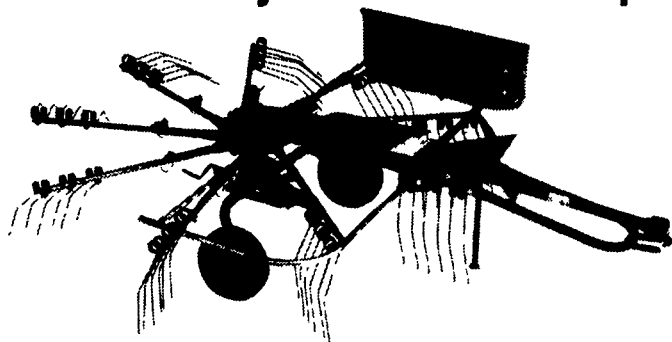
Thirty representatives attended the seminar, which focused on sales programs, product attributes, and company procedures. Company service centers are located throughout the Hoffman territory, and their representatives are responsible for distributing product and coordinating the efforts of sales associates.

David Parker, a sales training specialist from Agri Business Company in Indianapolis, was the featured speaker. He talked about needing to add value to a customer's seed purchase through better service. Aspects of improved service include greater sharing of agronomic information, greater attention to detail, and ontime deliveries.

Hoffman Seeds markets a variety of farm seed products for the Northeast, including Funk's G® brand hybrids from the CIBA-GEIGY Seed Division.

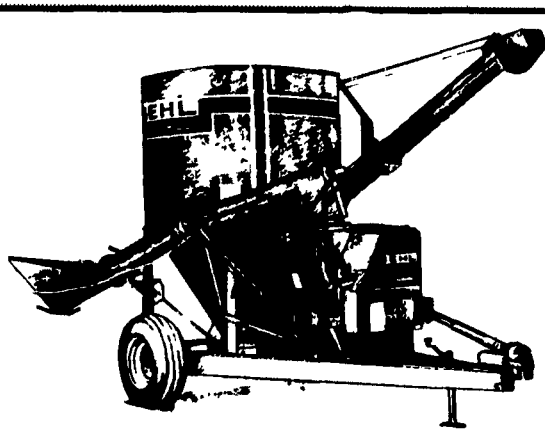


**Gehl rotary rakes deliver precise, crop-saving raking action.**



Model RR 262 RR 264

Gehl rotary rakes are designed to gently handle your hay while raking it into high standing, fast drying, fluffy windrows. These easy-to-use, low maintenance rakes feature cam-controlled arms with long, flexible tines that form high standing windrows for easy pickup by a baler or forage harvester. Rotary rake models are available with raking widths of 9 feet-4 inches and 10 feet - 4 inches.



**The #1 Name In Feedmaking**

Gehl Mix-All® portable grinder-mixers have been leading the industry for over 30 years. Now the new Gehl Roller Mixer combines proven Mix-All features with a commercial-grade roller mill to produce the best possible feed for your livestock. Gehl Mix-Alls and Roller Mixers offer these advanced features:

- Total hydraulic control - self-contained hydraulic system allows infinite speeds to power the discharge conveyor, unloading auger and in-feed attachments.
- Remote controls - operate the unloading conveyor from the tractor seat or from the rear of the machine.
- Electronic scales - for precise ration weighing.
- Customize your machine - with a wide variety of options and attachments.

**Stretch your equipment purchase dollars with Gehl Finance. Talk to your participating Gehl dealer about our current programs**

**FREEDOM FINANCING**  
 FROM GEHL  
 0% for 12 months  
 —THEN—  
 9.9% for 36 months  
 Subject to certain restrictions

Waiver of finance on all new Gehl equipment until **Dec. 1, 1992**. Then standard rate financing for up to 36 months after that

**LOW APR\***  
 0% for 18 months  
 —OR— 4.9% for 36 months  
 5.9% for 48 months

**OR CASH REBATES**

**FREEDOM FINANCING**  
 FROM GEHL  
 0% for 18 months  
 4.9% for 36 months  
 5.9% for 48 months  
 Subject to certain restrictions

\*Certain restrictions may apply. See your participating Gehl dealer for complete details. Gehl Company reserves the right to interpret, modify or cancel these programs at any time without prior notice.

20726 ©-1992 Gehl Company

**Available From Your Local Participating Dealer**

**A.L. HERR & BRO.**  
 312 Park Ave.  
 Quarryville, PA

**MILLER-LAKE**  
 RR 02, Box 273A  
 Belleville, PA

**HINES EQUIPMENT**  
 PO Box 8, Rt. 22  
 Cresson, PA  
 RR 03, Box 880, Altoona  
 (Belwood)

**BINKLEY & HURST BROS.**  
 133 Rothville Station Rd.  
 Litz, PA

**UMBERGER'S OF FONTANA**  
 RR 04 (Fontana)  
 Lebanon, PA

**STOUFFER BROS. INC.**  
 1066 Lincoln Way West  
 Chambersburg, PA

**ECKROTH BROS. FARM EQUIPMENT**  
 RR 02, Box 24A  
 New Ringgold, PA

**LINCOLN SUPPLY & EQUIPMENT CO.**  
 RR 02, Box 217A  
 Somerset, PA  
 Rt. 138  
 McCools, MD

**D.W. OGG EQUIPMENT CO.**  
 Main Location  
 5149 Cap Stone Rd.  
 Frederick, MD  
 Taylorsville, Md.  
 (Bob's Welding)

**ICKES FARM SUPPLY**  
 Rt. 1 Hwy 800 West  
 Osterburg, PA

**TOM DUNLAP**  
 Rt. 220 - Main St.  
 Jersey Shore, PA

**LEBANON VALLEY IMPLEMENT CO., INC.**  
 700 E. Linden St.  
 Richland, PA

**MILLER EQUIPMENT CO.**  
 RR 01 Stauffer Rd.  
 Bechtelsville, PA

**HOUGHTALING GARAGE**  
 RR 02  
 Middlebury Center, PA

**SCHAEFER**  
 Air Circulation Fan  
 The Schaefer Barn Kooler® is the only patented air circulation fan on the market today! (U.S. Patent # 4,818,183) Because of its design it provides more air movement and therefore more cooling effect than any other circulation fan.  
 \* Available in 20" (6000 CFM) and 24" (8300 CFM)  
 Ask for the Schaefer Barn Kooler®

**Barn Kooler**  
 Air Circulation Fan  
**Leld Farm Supply**  
 201 Gristmill Rd.  
 New Holland, PA 17557  
 17) 355-0441  
 so - Clay - Varian - Muffin