

ND CDE

Winter Show

**General
Rules and
Guidelines**

WINTER SHOW

Revised January 2007

Changes in Italics

The North Dakota Winter Show in Valley City is one of our state called activities. Each year, more than 500 FFA members and their advisors converge in Valley City for competition in livestock and crop judging, livestock exhibiting, entering samples of grain in the State Crops Show, and to participate in the State Ag Sales event.

The J.H. Sheppard Livestock Judging Career Development Event is the North Dakota state contest to determine which team will represent North Dakota on the national level. This event is the climax of the judging season after several regional contests including competitions in Minot, Turtle Lake, Beulah, Dickinson, Fargo and Rugby along with other regional or district competitions. A trip for the top team to the National FFA Convention is at stake. Livestock for this event are provided by North Dakota State University College of Agriculture and other local livestock producers. Over 250 FFA members compete annually.

The State FFA Crops Judging Career Development Event is held each year at the Valley City Eagles Club. As in livestock judging, participants have prepared for this state event at several regional competitions prior to the Winter Show.

The Winter Show, North Dakota State Crops Show is known as the "World Largest Crops Show". Approximately 1,000 samples of North Dakota crops are exhibited annually with over \$5,000 dollars in premiums awarded.

Junior divisions are available to FFA members for exhibiting livestock of most major breeds for beef, sheep and swine. Junior Beef Shows are sanctioned by the ND Point Show Program for Junior Exhibitors. The Winter Show continues to be one of the oldest and most prestigious livestock shows in the state.

State championship competition in Agriculture Sales is also held in Valley City in conjunction with the Winter Show. Our Saviors Lutheran Church has been the site of this contest in recent years. Many local farmers, ranchers, agribusiness persons, and FFA Alumni are drafted to judge this increasingly popular activity.

WINTER SHOW SWEEPSTAKES

The ND Winter Show provides suitable awards to FFA Chapters to be presented at the State FFA Convention. Sweepstakes are based on chapter participation in all facets of the ND Winter Show based on the point values shown below:

	<u>Blue</u>	<u>Red</u>	<u>White</u>	
Grain/Sheaf Sample	30	20	10	
Beef Entry	200	100	50	
Sheep/Hog Entry	100	50	25	
	Base Points plus	Gold	Silver	Bronze
Crops Team (3-5 members)	600	400	200	100
Livestock Team (3-5 members)	600	400	200	100
Ag Sales Team (3-5 members)	600	400	200	100

CROP IDENTIFICATION AND SELECTION AWARD

Purpose

To help FFA members develop the ability to select good seed, identify weeds of economic importance and to determine factors, which affect market quality and grade.

General Rules

1. The State Crops Career Development Event will be held as a part of the ND Winter Show.
2. All participants must meet eligibility requirements for junior high or high school students as outlined in the General Guidelines section of the ND State FFA Career Development Events Guide.
3. Each chapter may enter up to five (5) active members. Team scoring shall be the total of the three highest scores from that chapter. The high team receives the State FFA Plaque and the traveling trophy. The four high team members will also receive travel stipends to attend the National FFA Convention to participate in the National FFA Agronomy CDE.
4. The high individual shall receive a state baby bison trophy, the Mel Kirkeide Award and a travel stipend (if not a member of the high team) to attend the National FFA Convention or a \$100 scholarship.
5. Breaking team ties in the contest - Tie scores in the crops event shall be broken using the team score of the Plant Identification class followed by the Seed Identification class. If the tie remains unbroken, Hard Red Spring Wheat seed class 11-12-13-14, then the score of the *Durum Wheat seed class 21-22-23-24* shall be used; continuing on with the scores in classes *31-32-33-34 (Barley)*, *41-42-43-44 (Oats)*, and *51-52-53-54 (Flax)*. If the tie remains unbroken, the score of HRSW market grade, barley market grade, soybean market grade and market grade description will be used to break ties (in the order listed). High individual tie scores will not be broken.
6. Clipboards, notes, or other printed material may not be used in the event.
7. Flashlights and magnification devices may be used only with event supervisors' permission (students with vision impairments, etc. only)
8. The ND State FFA Career Development Events Guide (this publication) shall be the official rules for scoring. Extension bulletins are references that can be used in teaching crop judging.

Event Outline

A. Selection of Seed Grain (placing & reasons)

	<u>GRAIN</u>	<u>POINTS</u>
1.	Hard Red Spring Wheat	100
2.	Durum Wheat	100
3.	Malting Barley	100
4.	Oats	100
5.	Flax	100

B. Crops and Weeds - Seed and Plant Identification

6.	15 seed identification	150
7.	15 plant mounts identification	150

C. Market Grain

8.	Market Factor Id - Hard Red Spring Wheat	100
9.	Market Factor Identification - Barley	100
10.	Market Factor Identification – Soybeans	100
11.	Market Grade Description and Evaluation – Spring Wheat and/or Durum	<u>100</u>
	TOTAL	1,200 points

Contest Procedures

A. Seed Grain Classes – A crop can be no better than the quality of seed sown. In this section of crop selection the individual evaluates four (4) samples of grain, identifies factors that affect seed quality and ranks these samples for seed purposes. To place one sample of seed over another, you must know the seriousness of the various factors and their order of importance. To provide a basis for ranking classes, individual factors are grouped according to their importance, and these groups are ranked. Factors which are to be considered in order of importance with the least serious factors given first are:

<u>Number</u>	<u>Factor</u>	<u>Characteristics</u>
1	Inert Matter	Soil, chaff/straw, sticks, stones, insects/insect parts, rodent contamination, bird contamination.
2	Appearance & Texture	Low test weight, starchiness.
3.	Diseases	WHEAT–smut, ergot, blackpoint, scab; BARLEY–smut, blight, ergot; OATS–blight & ergot.
4.	Damages	WHEAT – Weathered, heat, sprout, frost, broken, green. BARLEY – Skinned, broken, heat, sprout, weathered. OATS – Hulled, weathered, sprout. (Naked Oats will not be used as a base sample.) FLAX – heat.
5.	Contrasting Classes	Mixtures of: HRSW & Durum; White Aleurone & Blue Aleurone Barley.
6.	Other Crop Seeds	Rye in wheat; oats in barley; barley in wheat, etc. or any other crop seed mixed in a sample. Note: some grains are not used in seed classes - see official list.
7.	Other Weed Seeds	Amounts of seeds classed as "Other Weed Seeds" are present in the sample. Note: See the official list for those seeds that will not be used in seed classes.
8.	Low Germination	If a germination percentage is given it will be given for all four samples in the class. If the percentage given is less than 85 percent germination LOW GERMINATION should be identified as a seed quality factor.
9.	Restricted Noxious Weeds	Sample has: dodder, hedge bindweed, quack grass, or wild oats seed present.
10.	Prohibited Noxious Weeds	Sample has: absinth wormwood,* Canada thistle, leafy spurge, field bindweed, musk thistle, <i>dalmation toadflax</i> ,* <i>diffuse knapweed</i> ,* Russian knapweed, spotted knapweed, purple loosestrife,* <i>saltcedar</i> * or <i>yellow starthistle</i> * seed present. (*seeds from these weeds will not be used in pan classes.)

Completing the Seed Grain Class Score Card

The crop judge must learn to identify and name the individual factors (such as starchy kernels or frost damaged seed) and then list such conditions under REASONS on their scorecard. Each factor found in a sample must be specifically identified. (Example – write chaff/straw not inert matter.) Samples of HRSW will be numbered 11-12-13-14, durum samples will be 21-22-23-24, malting barley 31-32-33-34, oats 41-42-43-44 and flax 51-52-53-54.

There may be from zero (pure) to three (3) factors per pan. All samples will be readily placeable. Samples are to be evaluated by each contestant. Samples must then be placed in accordance with the order of importance by the most serious factor found in each sample. If a sample has no defects, the word pure must be written on the "reasons" line on the scorecard.

No two samples will end with the same worst factor. For example: there may be only one sample of the four that contains any of the seeds designated as prohibited noxious weeds (although that seed sample may have up to three kinds of prohibited noxious weed seeds present). Pure base samples are a must in preparing judging classes. Any treated seeds should be disregarded as the sample is being judged for seed purposes.

Correct weed and crop names shall be used and shall be those listed in this publication. Correct spelling of weed and seed names according to the official list is recommended. However, points will not be deducted if the word is recognizable. A minimum of six (6) seeds or other identifiable items per factor will be present in each sample. Do not count seeds - the factors will be obvious however they may be difficult to see (example: barley in oats)

Use the minus system for scoring - 15 points per sample. *See attached score card*. Forty (40) points will be allowed for the correct placing using the cut card (attached) as the basis for grading (even cuts). Sixty (60) points (15 per line) will be allowed for reasons. Failure to indicate the correct sample number in each row or to place a sample will result in a zero placing score. Failure to identify the class will result in a deduction of ten (10) points. The accepted class names are: HRSW or Hard Red Spring Wheat; Barley or Malting Barley; Durum; Oats; or Flax. If a contestant duplicates two numbers in making his/her placing, the lowest possible score will be used.

Always use the stirring sticks present in each sample, do not use fingers, pencils or other items. Remove coats and caps so sleeves do not tip pans. Use extra care not to mix the samples or spill the entire sample. A twelve (12) minute time period is allowed for each class (10 minutes with an additional two-minute warning). Placing and reasons scores are added together to give the total score for each class (100 pts).

SPECIFIC SEED CLASS RULES

1. Inert Matter – These factors are least serious and detract from the appearance of crop seed but do not affect its quality or germination. Inert material includes soil, chaff/straw, sticks, stones, insects/insect parts, rodent or bird contamination.

2. Appearance and Texture – Starchiness and lack of plumpness contribute to poor appearance and texture of the seed sample. Starchiness is found in wheat samples only and an obvious content of starchy kernels will be present in the sample of HRSW or Durum. If Test Weight is provided, it will be given on all four samples. Any weight given below the minimum test weight for U.S. #1 grade is to be identified as "**low test weight**". Minimum test weights = HRSW - 58, Durum - 60, Barley - 47, Oats - 36, Flax – 49, Soybeans – 56.

3. & 4. Diseases and Damages

HRSW & Durum:

- ◆ accepted diseases – blackpoint, scab, smut, and ergot.
- ◆ accepted damages – broken, heat, green, sprout, frost and weathered.

Malting Barley:

- ◆ accepted diseases – blight, ergot, and smut.
- ◆ accepted damages – skinned, broken, heat, sprout, and weathered.

Oats:

- ◆ accepted diseases – ergot and blight.
- ◆ accepted damages – weathered, hulled and sprouted.

Flax:

- ◆ no diseases accepted
- ◆ accepted damage – heat damage
- ◆ disregard broken in all flax samples

5. Contrasting Classes – Contrasting classes of wheat are obvious mixtures of HRSW and Durum. For Malting Barley, class mixtures are obvious mixtures of white and blue aleurone varieties. A vial or bag of pearled barley will be included in the pans to be considered to determine contrasting classes. (Pearled barley in bags or vials should not be considered skinned). Yellow and brown flax are an acceptable variety mixture and are not considered contrasting classes.

6. Other Crop Seeds – This factor indicates that other crop seeds are mixed in a seed sample. (such as rye in wheat or oats in barley.) Other crop seeds that could be found in a seed sample include:

Alfalfa	Navy Bean	Sugarbeet
Barley	Oats	Sunflower(oil)
Black Turtle Bean	Pinto Bean	Sunflower(non-oil)
Buckwheat	Reed Canarygrass	Yellow Mustard
Canola	Rye	
Corn	Safflower	
Crambe	Smooth Brome	
Field Pea	Sorghum (grain)	
Flax	Soybean	
Lentils	Sudangrass	
Millet – Foxtail	Sweetclover	
Millet – Proso	Triticale	
Wheat – Durum	Wheat - HRSW	

7. Other Weed Seeds – This factor includes all other weed seeds not included as Prohibited or Restricted Noxious. (See Official Weed List)

8. Low Germination – If germination percentage is provided it will be given on all four samples in the class. Any percent given below the minimum standard germination is to be called "**Low Germination**". Minimum acceptable percentage for all grains = 85 % germination

9. Restricted Noxious Weeds – These include seeds of weeds that are very objectionable in fields or weed seeds that are hard to clean out of crop seed. Under North Dakota State Seed Law, crop seed containing more than specified amounts of these seeds must be labeled accordingly.

Dodder	Quackgrass
Hedge Bindweed	Wild Oats

10. Prohibited Noxious Weeds – These are persistent and difficult to control weeds that reproduce by seed, or spread by roots or underground stems. Under North Dakota Seed Law, crop seed containing these seeds cannot be sold.

Absinth Wormwood*	Musk Thistle
Canada Thistle	Purple Loosestrife*
<i>Diffuse Knapweed*</i>	Russian Knapweed
<i>Dalmation Toadflax*</i>	<i>Saltcedar*</i>
Field Bindweed	Spotted Knapweed
Leafy Spurge	<i>Yellow Starthistle*</i>

*seeds from these weeds will not be used in pan classes.

B. Plant and Seed Identification

1. Official Weed List (54)

Prohibited Noxious Weeds

Absinth Wormwood**
Canada Thistle
Field Bindweed
*Dalmation Toadflax***
*Diffuse Knapweed***
Leafy Spurge
Musk Thistle
Purple Loosestrife**
Russian Knapweed
*Saltcedar***
Spotted Knapweed
*Yellow Starthistle***

Restricted Noxious Weeds

Dodder
Hedge Bindweed
Quackgrass
Wild Oats

Other Weeds

Barnyardgrass
Common Cocklebur
Common Lambsquarters
Common Mallow
Common Milkweed
Common Ragweed
Curly Dock

Other Weeds (Continued)

Eastern Black Nightshade
Erect Knotweed**
Field Pennycress
Field Sandbur
Flixweed**
Foxtail Barley**
Giant Ragweed
Green Foxtail
Gumweed**
Hoary Cress
Kochia
Lanceleaf Sage
Marshelder
Nightflowering Catchfly
Pennsylvania Smartweed
Perennial Sowthistle
Prickly Lettuce
Prostrate Knotweed**
Prostrate Pigweed**
Redroot Pigweed
Russian Thistle
Wild Buckwheat
Wild Mustard
Wild Proso Millet
Wild Rose
Wild Sunflower
Yellow Foxtail

** Plant Identification only.

Seeds of the following *twelve* species of weeds will not be used in crop judging events because they are not generally found in North Dakota grain or seed.

Absinth Wormwood	Foxtail Barley
Erect Knotweed	Gumweed
<i>Dalmation Toadflax</i>	Prostrate Knotweed
<i>Diffuse Knapweed</i>	Prostrate Pigweed
Flixweed	<i>Saltcedar</i>
Purple Loosestrife	<i>Yellow Star Thistle</i>

2. Official Grain and Forage Crops List (35 seeds, 23 plants)

Alfalfa	Rye
*Barley - two row	Safflower
Barley - six row	Smooth Brome
**Black Turtle Bean	Sorghum
**Buckwheat	Soybean
**Canola	Sudangrass
**Corn	**Sugarbeet

**Crambe
 Field Bean ***
 Field Pea
 Flax
 *Kentucky Bluegrass
 **Lentils
 Millet - Foxtail
 Millet – Proso
 **Navy Bean
 Oats
 **Pinto Bean
 Reed Canarygrass
 *Russian Wild Rye

**Sunflower - Non-oil
 **Sunflower - Oil
 Sweetclover
 **Triticale
 Wheat - Durum
 Wheat - HRSW
 *Wheatgrass, Crested
 *Wheatgrass Slender
 **Yellow Mustard

*Plant and seed identification only (not included in seed grain pan classes)

**Seed identification and pan classes only

***In Plant Identification – black turtle bean, navy bean & pinto bean are “field beans”. The term “field beans” is not used in seed ID or pan classes

Scoring – 15 plants and 15 seeds will be identified at a value of 10 points per correct answer for a total of 300 points.

Excellent plant and seed mounts can be prepared locally with cardboard, tagboard or pressboard and lamination or clear contact paper. (Mounting on a white background preferred.) This can be an excellent summer project for students. Dry mount presses and laminating machines can prepare "professional" plant mounts that will be flexible and will retain their original color indefinitely.

Plants and seeds are available to be purchased from Dale Hruby, "Dakota Mounts", Bismarck Career & Technical Center, 1500 Edwards Ave, Bismarck, ND 58501, 701-224-5558. Any variation from the official list of names will be wrong. Correct spelling is recommended; however points will not be deducted if the name is recognizable.

C. Market Grain

1. This section tests identification of market factors affecting the quality of wheat and barley. These factors affect grade designation and the premium and discount system of pricing. Factors to be identified include the following:

HRS Wheat - Market grade factor identification

No Defects (U.S. No.1)	Low Test Weight Per Bushel
Kernel Damage – Heat	Broken Kernels
Kernel Damage – Frost	Contrasting Wheat Classes
Kernel Damage – Green	Treated - Condemned
Kernel Damage – Sprout	Inseparable Stone
Blackpoint or Scab	Contamination – Rodent or Bird
Foreign Material	Ergotty

Barley - Market grade factor identification

No Defects (U.S. No.1)	Skinned or Broken Kernels
Kernel Damage – Heat	Thin and/or Low Test Weight
Kernel Damage - Sprout	Smutty
Blight	Ergotty
Foreign Material – Other Grains	Weathered
Foreign Material – Wild Oats	Contamination – Rodent or Bird
Other Foreign Material	Inseparable Stone
Treated – Condemned	

Soybean – Market grade factor identification

No Defects (U.S. No.1)	Soybeans of Other Colors
Kernel Damage – Splits	Foreign Material
Kernel Damage – Heat	Purple Mottled – Stained
Kernel Damage – Insect	Inseparable Stone
Kernel Damage – Sprout	Treated – Condemned
Kernel Damage – Frost and/or Immature Green	Contamination – Rodent or Bird
Kernel Damage – Weathered or Moldy	Low Test Weight Per Bushel

Ten samples will be inspected by contestants in each class. The participants will examine each sample and identify the most obvious factor that most limits or determines the final market grade. Check only one factor for each sample. There will be one obvious factor present in the sample. These factors will be readily identifiable. Remember that each sample represents an unspecified quantity of grain to be used as feed or food - not for seed. If no limiting factor is present, it should be identified as No Defects – US #1

Twelve (12) minutes will be allowed per class. Scoring – Ten (10) points per correct answer, ten (10) samples per class for a total of 100 points. See sample scorecards for this section. Place an (X) in the single market factor box that most affects the grade and value of the sample.

Grade Factors of Wheat, Barley and Soybeans

1. *No Defects – US No.1.* Refers to wheat, barley or soybeans that are nearly free of defective kernels or contaminants. None of the factors listed are present in the sample that would limit it's quality as a food
2. *Kernel Damage – Heat.* Kernels or pieces of grain that are distinctly discolored, black or dark brown throughout (into the endosperm or interior of the kernel) many also appear swollen and puffy. This can be caused by extreme external heat, or as a result of heating /fermentation in storage. Barley hulls have a burnt to toasty brown appearance. Soybeans are severely discolored black or dark brown either from external heating, such as from improper drying or from heating as a result of excess moisture and spoiling. Almost all heat damage is the result of storing grain too wet.
3. *Kernel Damage – Frost.* Signs of frost damage are green, black or brown kernels; frost blisters extending around the kernel and into the crease; bran coat partially flaked off; or wax-like, candied or caramelized appearance along with typically dull coffee-brown color; and blistered bran coat extending into the crease. Not used for barley, see # 5 for soybeans.
4. *Kernel Damage – Green.* A distinctive green coloration of kernels is caused by premature harvesting of the grain or the presence of late maturing heads. Many of the green kernels are shriveled and not filled. – Not used for barley, see # 5 for soybeans.
5. *Kernel Damage – Frost and/or Immature Green.* Soybeans which are immature from any cause and have a green color and or a mealy or chalky consistency.
6. *Blight -* Barley disease expressed with discoloration of the hull and kernel. Look for partly tan, brown or black hulls and germs. Not used for wheat or soybeans.
7. *Kernel Damage – Sprout.* Kernels with the germ end broken open from germination with the root or shoot visible, or kernels that have sprouted so much that the bran or hull over the germ is broken. Check germ ends and hulls where sprouts (either root or shoot) may have broken off in handling the grain. Soybeans show definite evidence of having sprouted including splitting of seed and growth of the germ.
8. *Kernel Damage – Splits.* Any soybean having more than ¼ of the seed missing. Seeds are generally split during mechanical harvesting/handling.
9. *Kernel Damage – Insect.* Soybeans that show evidence of damage by insects such as weevils.
10. *Blackpoint or Scab -* Kernels affected by scab often have: a) a pinkish appearance due to mold growth; b) a dull, lifeless and chalky appearance as a result of decay; c) germ with moldy appearance; d) mold in the kernel crease; e) the bran coat is broken open. Blackpoint is a fungus that causes black coloration of the germ face and covers more than ½ of the germ. – Not used for barley or soybeans.
11. *Foreign Material –* This is all material other than the base sample of wheat or soybeans remaining in the sample after the removal of dockage and cracked and broken kernels. In barley we use two specific designations of foreign material in which we identify wild oats and other grains. Wild oats is not separable from barley and other grains may affect the feed value of the barley for livestock. All other dockage will be identified as other foreign material in barley.

12. *Low Test Weight per bushel* – A price discount is usually assessed on low test weights wheats. Low test weight is an indicator of yield and is a factor that often determines numerical grade if other factors are not significant. Test weight will be clearly provided and test weight not meeting minimum standard weights per bushel should be checked. (See Seed Class Rules – Appearance and Texture)
13. *Thin and/or Low Test Weight Barley* – Barley that is obviously low in plump kernels. Thin barley kernels will readily pass through a 5/64 x 3/4 sieve. Barley that does not meet test weight standards can be listed as thin barley.
14. *Broken Kernels* – Mechanically damaged wheat kernels and pieces of kernels of a dockage-free sample that will readily pass through a 0.064 by 3/8 inch oblong holed sieve. Term used only for wheat.
15. *Skinned or Broken Kernels* – In barley we use the term *Skinned or Broken*. Skinned kernels are those with one third of the hull removed or which has the hull loosened or removed over the germ – which affects malting quality. Broken kernels are seeds injured during mechanical harvesting/handling. Term used only for barley.
16. *Contrasting Wheat Classes* – The sample of hard red spring wheat contains an obvious quantity of durum wheat, white wheat or other unclassed wheat. Not used for barley or soybeans.
17. *Soybeans of Other Colors* – A mixture of soybeans that does not meet the requirements of yellow soybeans. Other colors include black, brown and bicolor. Yellow soybeans must be less than 1% other colors to grade US # 1. *The hilum is not used in this determination.*
18. *Purple Mottled or Stained* – Soybeans, which are mottled or stained purple on the surface by weather and/or disease. The soybean kernels will have 50% or more of their surface discolored by dirt or dirt-like substances to be considered.
19. *Treated & Condemned* – Wheat, barley or soybeans that have been scoured, limed, washed sulfured, or commercially treated in any way that true quality is not reflected by numerical grade. Look for evidence of fungicidal or insecticidal treatment (artificially colored kernels) which the US Food and Drug Administration holds to be detrimental to the health of wheat consumers or unfit for human or livestock consumption.
20. *Inseparable Stone* – Concreted, earthy or mineral matter and other substances of similar hardness that do not disintegrate readily in water fit in this category.
21. *Contamination – Rodent or Bird*. Rodent pellets or bird droppings are obviously present in the sample.
22. *Ergotty* – The sample contains obvious quantities of ergot. Look for purplish to black bodies in place of normal kernels in the sample. Not used for soybeans.
23. *Smutty* – A special designation for barley that has a smut odor and smut balls and pieces of smut balls obviously throughout the sample. Not used for wheat or soybeans.
24. *Weathered* – Barley or soybeans that have obvious discoloration from weathering and includes being bleached or ground stained and possibly moldy from weathering and deterioration in the field or in storage. *Moldy* soybeans may contain white, gray or pink mold on exposed areas. Not used for wheat.

D. Market Grade Description and Evaluation of Spring Wheat and Durum (GRAIN GRADING)

◆ From information provided on a market class Grain Inspection Report contestants will determine grade, subclass, special grade (including dockage and protein %) and the grade determining factor, of five (5) lots of hard red spring wheat and/or durum

◆ Contestants will compare information given in the Grain Inspection Report to an Official Wheat Grading Chart that will be provided to determine the grade, subclass and special grade of each lot. They will also express the correct figures (rounded to the nearest tenth of a percent) for dockage in HRSW and durum and protein in HRSW and durum, and then identify the Grade Determining Factor for each lot.

Special Instructions - Grain Grading

◆ **Grade** - Determined by comparing given percentages from the grain inspection report to the grading chart. If any factor does not meet the minimum test weight or maximum allowed percentage in any grade and does for a lower grade, the grade given to the lot will remain at the lower grade. Grades used are: U.S. No. 1, U.S. No. 2, U.S. No. 3, U.S. No. 4, U.S. No. 5 and U.S. Sample.

◆ **Subclass** - determined by the charts expressing subclasses based on the percentage of Hard Vitreous Kernels in the lot. Be sure to use the hard red spring wheat or durum chart that pertains to the lot. Abbreviations as shown in the chart may be used.

◆ **Special Grade** - give these special grades to the lot if applicable. Write the special grade in the box provided or write None and/or a diagonal slash, in the box provided.

◆ Ergoty – contains more than 0.05% of ergot

◆ Garlicky – contains more than 2 green garlic bulblets (or an equivalent quantity of dry bulblets) per 1000 gram sample.

◆ Infested – infested with live weevils injurious to stored grain.

◆ Treated – has been scoured, limed, washed, sulfured, or commercially treated in such a manner that the true quality is not reflected by either the numerical grade or the U.S. sample grade alone.

◆ Light Smutty – Wheat that has an unmistakable odor of smut, or which contains 6 to 30 smut balls, portions of smut balls or spores of smut per 250-gram sample.

◆ Smutty – contains more than 30 smut balls, portions of smut balls, or spores of smut per 250 gram sample.

◆ **% Protein** – (HRSW and Durum) Round the amount given in the grain inspection report to the nearest tenth of a percent. (example: 14.24 = 14.2; 14.25 = 14.3; 14.26 = 14.3; etc.) Protein percentage will be given for hard red spring wheat and durum. If protein is not given for HRSW or durum, write None, a diagonal slash or 0 in the box provided.

◆ **% Dockage** – Round the amount given in the grain inspection report to the nearest tenth of a percent. (example: 1.44 = 1.4; 1.45 = 1.5; 1.46 = 1.5; etc.) if percentage of dockage is not given or is zero write No Dock in the box provided or None, a diagonal slash or 0.

◆ **Grade Determining Factor** – The factor (or factors) that takes the lot to its lowest grade must be identified in the boxes provided. The factor or factors that takes a lot to a lower grade is called the Grade Determining Factor. The Grade Determining Factor maybe written out for clarity or abbreviated according to the following: T.W.= test weight; H.D.= heat damaged; T.K.D.= total kernel damage; F.M.=foreign material; S.B.= shrunken & broken; T.D.= total defects; C.C.= contrasting class; or T.W.O.C= total wheat of other classes, AF = Animal filth, CB = Castor Beans, CS = Crotalaria Seeds, GL = Glass, ST = Stones, UFS = Unknown Foreign Substance, ID =Insect Damage, and TC = Other Materials Total Count

◆ Note also that in a grain inspection report, the total of T.K.D. + F.M. + S.B. = T.D. Total defects may not be given in the contest, but can be found (calculated) by the contestant by adding these three factors.

◆ If there is more than one factor, determining the grade, all of these factors must be listed.

If the grade is U.S. No. 1, write None and/or a diagonal slash in the box provided for the grade determining factor.

Scoring – Two (2) points per box are allotted for protein percentage and dockage percentage. All other boxes are worth four (4) points each for a total of 100 points.

◆ Failure to write the class name on the score card results in a deduction of ten (10) points. Contests are to write "HRSW" or "Durum" or "HRSW and Durum" on the class name line.

◆ If the lot is a sample grade as determined by the grading chart (be sure to read qualifications for this grade) write U.S. Sample or Sample in the grade box provided on the scorecard. *Treated* has no bearing on the U.S. grade number, it is a special grade only. Do not leave any box empty on the scorecard. Use a

diagonal slash, the word None, 0, or use No Dock in % dockage. Samples with greater than 10% contrasting classes and wheat of other classes would be considered Mixed Wheat and will not be used in the grain grading class.

Maximum Count Limits of Other Materials

The count of other materials found in a sample will be given on the Market Class Grain Inspection Report card. Counts of materials such as Animal filth, Castor Beans, Crotalaria Seeds, Glass, Stones, Unknown Foreign Substances and Insect Damage per 100 grams will be given. The chart easily shows that counts that exceed these limits take the sample to "U.S. Sample" grade. If any one factor exceeds the count limit, it must be listed as a "Grade determining factor".

If the total count of any combination of animal filth, castor beans, crotalaria seeds, glass, stones or unknown foreign substances exceeds 4, the sample must be given the U.S. Sample grade and the grade-determining factor would be "Total Count" (or T.C.). The contestant may need to add these counts to determine this factor.

J.H. SHEPPARD, LIVESTOCK JUDGING EVENT

The ND Winter Show directors provide support to the ND FFA by annually sponsoring the J.H. Sheppard Livestock Judging Contest. This activity provides participants with an opportunity to test their skills in the judging and selection of livestock. This contest has been designated as our state contest and the team to represent North Dakota in the National FFA Career Development Event will be determined here.

Contest Objectives

1. To measure the student's knowledge in the following categories:
 - (a) to make accurate observations of livestock
 - (b) to determine the desirable traits in animals
 - (c) to make logical decisions based on these observations
 - (d) to discuss and defend their decisions for their placing
 - (e) to install an appreciation for desirable human selection, management and marketing techniques
2. To develop the ability to select, and market livestock that will satisfy consumer demands, provide increased economic returns to producers, as well as meet the needs of the industry.
3. To understand and interpret the value of performance databased on industry standards.
4. To become proficient in communicating in the terminology of the industry and the consumer.
5. To provide an opportunity for contestants to become familiar with professionals in the industry.

General Plan

1. Each FFA Chapter may enter up to five participants. The team score will be determined by adding the three highest individual scores from the chapter.
2. Participants shall meet the general eligibility requirements for FFA members as set up in the North Dakota FFA Career Development Guide.
3. A contestant may judge in only one division: Division A = 4-H Club Teams; Division B = FFA Chapter Teams. Both 4-H and FFA Contests will be held at the same time in the ND Winter Show Arenas.
4. Members who have judged in the National FFA Livestock Judging Event may continue to compete for individual Awards only and must be so designated upon entry. They will be entered as an individual and their score will not be a part of the team score from their chapter.
5. Selection of classes to be judged is left to the division superintendent. Six classes of livestock of four animals each will be placed using the Placing Card - Form 2a. There will be two classes each of beef, sheep, and swine. Classes may be either breeding or market classes, subject to availability of stock. Classes may be shown loose or by holders.
6. Three sets of oral reasons, one for each species of livestock, will be required for all contestants. Reasons will be given in Vangstad Auditorium, Valley City State University, after all classes have been placed. Additional placing cards will be provided to individuals to be handed to the official reasons taker at the time of presenting reasons. Only their placing and squad number may be written on this card. Notes are allowed in the reasons taking rooms, but with a score deduction expected.

Performance Data May Be Provided On Breeding Classes & Cull Keep Classes

Time – 12 minutes will be allowed for placing non-reason classes and 15 minutes for reasons classes. Reasons should be approximately two minutes in length. One performance appraisal class based on written data will be included in the contest. Twelve minutes will be allowed to complete this section.

a. Cull/Keep Selection Classes - Beef, Sheep or Swine.

◆ Use form #14 – circle the correct species.

◆ Male or female selection classes, made up of eight animals. Contestants will be required to select the four best animals from the eight, using performance data. Performance data shall be provided in written form and may include:

1. Beef – Birth Date, Weight & EPD; Weaning Weight & EPD; Yearling Weight & EPD; Maternal Milk EPD. If EPD's are not available, Weight for age: adjusted 205 day weaning weights; and adjusted yearling weights may be given instead. (EPD stands for Expected Progeny Difference, is expressed in pounds and is an indicator of what the animal will contribute genetically to offspring.)

2. Swine – Birth Date, Days to 250 lbs EPD, Last Rib Fat EPD, 21 day litter weight EPD, Number born alive EPD, and Dam's EPD for SPI. If EPD's are not available then Weight for age: days to 250 lbs; estimated B.F. (inches); loin eye area (square inches); pounds of muscle/day of age: Litter mates performance may be given instead. (EPD stands for Expected Progeny Difference and is an indicator of what an animal will contribute genetically to offspring as compared to a set average.)

3. Sheep – Birth Date, Grease Fleece wt. FEPD, 90-day wt. FEPD, Maternal lambs born FEPD, Maternal pounds weaned FEPD. If FEPD's are not available, then growth weights, ratios and lambing type (single, twin, etc.) will be presented. FEPD stands for Flock Expected Progeny Difference and is an indicator of what an animal will contribute genetically to offspring compared to a set average.

Plus any other data that may be relevant to selection.

7. All gold individuals will receive state gold livestock judging medals, silver and bronze individuals will receive ribbons. The high individual will receive a State FFA "Baby Bison" Trophy, the Mel Kirkeide award plaque and a travel stipend to attend the National FFA Convention (if not a member of the high team).
8. Gold teams will receive ebony state plaques or will add their names to their existing plaques. Bronze and silver teams will receive team rosettes. The high team will receive possession of the Saddle and Sirloin Traveling Trophy, the Allard Trophy Co. Winter Show Plaque and special awards from the Dakota Farmer Magazine. The three high team members each will receive a travel stipend to attend the National FFA Convention and represent North Dakota in the National Career Development Event. Team TIES will be broken by the team Reasons score, followed by the team Cull/Keep score (top three individuals). *Individual ties will not be broken.*
9. The top ten individuals and the top five teams will receive special recognition.

STATE CROPS SHOW

The State FFA Crop Show is held in conjunction with the North Dakota Winter Show. North Dakota FFA members do a very good job of preparing and showing samples each year. Each chapter will receive a copy of the Crops Premium List and Rules sometime in January each year. We must observe the rules as established by the Crops Show Committee plus our own special requirements, which follow:

1. Active FFA members, either in or out of school, are eligible to exhibit crops. All first-year members and other members who did not produce grain as a part of their SAE Programs may prepare and exhibit one sample of crops produced on an area farm. FFA chapters are also eligible to exhibit grain grown as a chapter project during the previous year.
2. Entries shipped truck freight must arrive prior to the crop show entry day. They may be sent collect to: FFA Division, State Crops Show, North Dakota Winter Show, Valley City, North Dakota 58072
3. All entries must be labeled correctly using only the official FFA tag and entry sheet and properly signed by the chapter advisor.
4. Top samples will automatically be entered and judged in open competition.
5. While samples become the property of the Winter Show, pure base samples may be picked up by designated state FFA officials for use in preparing judging classes for subsequent crop career development events.
6. Great care must be taken to make sure that only bona fide FFA members who have paid their state and national dues make entries in this event. The use of ineligible members may jeopardize the chapter's participation in the Winter Show.
7. Sample size is two quarts for large seeded crops such as wheat, oats, barley, beans, etc. One quart samples are required for small seeded crops (alfalfa, mustard, flax, grasses, etc.).
8. Samples that do not meet the size requirements or show a lack of preparation will be disqualified and discarded.

Instructions – Instructions for completing the FFA entries form for the FFA Division of the State Crops Show.

1. Enter your high school name and the year on each entry sheet for your chapter. If there are two or more entry sheets, please indicate the page number and total number of sheets. Ex: Page 2 of 5
2. Enter exhibitor's name in column 1. LIST ALL ENTRIES SEPARATELY BY LOT. EXAMPLE: All Lot 1 samples of Hard Red Spring Wheat should appear together followed by Winter Wheat Lot 2, etc. Enter each lot on a separate page if you have large numbers of exhibits.
3. Write in the class number and name in column 2 and the lot number in column 3. This information should be obtained from the current North Dakota Winter Show Crops Premium List which is mailed to each chapter from the Crop Show Committee.
4. Enter the variety name in column 4.
5. Keep this entry sheet along with the samples. Crop samples will be collected at the contests held the last Saturday in February, prior to the North Dakota Winter Show (typically Beulah and Carrington contests). If you send your exhibits to the Winter Show to arrive prior to entry day, be sure to include a copy of the entry sheet.

PLEASE NOTE: It is still important that entry tags be completed for each exhibit entered and attached to or included with the exhibit. If the advisor signs each entry sheet, it will not be necessary for him/her to sign each of the exhibitor's tags. (The certification that each exhibit comes from a different lot of grain means that no two members selected their sample from the same field, bin, etc.)

Two entry tags must be completed for each exhibit. The yellow entry tag will stay with the grain at all times, the buff Sample tag is used by the judges when inspecting the sample and is removed to record placings when ribbons are awarded. The Entry Number will be given to each sample upon entry by the crop show committee.

Each chapter should keep a copy of the entry sheet for their own records. Chapters wanting a complete list of placing for their entries can obtain this on Saturday morning from the FFA Crops Show Committee at the Winter Show Building.

One of the requirements for active FFA membership is that State and National dues be paid. Please double check your membership rosters to make sure that each exhibitor has fulfilled this requirement in addition to those spelled out in the general guidelines section of the Contest, Awards, and Activities Bulletin. The use of ineligible members could cause your chapter to be disqualified.

JUNIOR LIVESTOCK SHOWS

The ND Winter Show provides opportunities for FFA members to exhibit livestock in several Junior Divisions in conjunction with the Livestock Divisions at the Winter Show. Junior exhibitors may also enter the open livestock shows, thus giving the exhibitor the experience of showing more than once and to earn more in the way of premiums. Junior Shows available include Junior Beef Shows in: Simmental, Charolais, Chi-Influenced, Maine Anjou, Limousin, Angus, Red Angus, Shorthorn and Hereford Breeds, an “Other Breeds” class and also Commercial Heifer and *Junior Steer* Beef Shows. Exhibitors can enter heifers or bulls in the Breed Shows. All Junior Beef shows will be sanctioned by the ND Points Show Program. Entries can also be made in the Winter Show Preview Steer Show and Classic Steer Show. *There is also a special class for animals shown that were purchased at the North Star Classic in December.*

Junior Swine Shows may also be held during the Winter Show, see the ND Winter Show website for details.
<http://www.northdakotawintershow.com/>

Showmanship classes will also be available and an overall Showmanship competition held with appropriate awards.

Purposes of the Junior Shows

1. To encourage youth to own and show animals in competition; thereby developing an interest in the livestock industry.
2. To provide youth competent assistance in securing high quality livestock.
3. To provide an incentive for proper showmanship and provide the opportunity for young exhibitors to become acquainted with professionals and peers in the livestock industry.
4. To develop the ability to select and market livestock that will satisfy consumer demands, provide positive economic returns as well as meet the needs of the industry.

Eligibility

These activities are open to all FFA, 4-H and Junior Breed Association members in good standing with their respective organizations. This show is an international show and is also open to out-of-state members.

JUNIOR SHOWS GENERAL RULES

1. Open to 4-H, FFA members and/or Junior Breed Association members. All Breed Shows are coordinated by breed representatives with assistance from the Junior Beef Show Superintendent. Eligibility for each junior show is determined by individual breed rules.
2. All health requirements must be met. See General Health Requirements included on entry forms. Entry forms are distributed in December or available through the Winter Show Office in Valley City. Entry deadlines are generally in mid February. Entry fees are \$15, and \$25 for past-deadline entry.
3. Each exhibitor must show his or her own animal. No substitutions allowed. The Show Ring Ethics Statement must be signed by each exhibitor and accompany registration.
4. Cash premiums will be paid based on the number of animals shown in each class and the individuals placing. Special added premiums will be awarded as available for the Breed Grand and Reserve Champions and the Steer Shows. See entry forms for specific premium schedules.

Contact the North Dakota Winter Show Office for health requirements, entry forms, rules or other information at North Dakota Winter Show, PO Box 846, Valley City, ND 58072 - 701-845-1401.

AG SALES CAREER DEVELOPMENT EVENT

Purpose

The marketing of agricultural products is the key to profitability in today's competitive economy, and agricultural sales play a major role in this marketing process for a large segment of agribusinesses.

Through this event, students will have the opportunity to prepare for careers in sales by participating in activities oriented around the sales process.

Event Format

The North Dakota Ag Sales Career Development Event will consist of *three* parts: an objective test, an oral sales *call* presentation and a *Team Sales Presentation*. Chapters may enter a 3 to 5 member team. All team members will conduct an *individual sales call* presentation, take the written test *and participate in the Team Sales Presentation*. The top three individual scores will *be added to the Team Sales Presentation score to determine* the team score. The *sales call* presentation will have a value of 200 points and the written test will have a value of 100 points for a total of 300 points per individual. *The Team activity will be worth 200 points for a total of 1100 points possible for the team score.* Schools with less than three team members may enter individuals that will be eligible for individual awards only.

Awards

This event will be held in conjunction with the North Dakota Winter Show in Valley City, or other location designated as the official state event. The top team will be eligible to advance to the national career development event at the National FFA Convention. All participants will be awarded a gold, silver or bronze individual award, with the high individual being awarded the "Baby Bison" trophy and travel stipend to the National FFA Convention. Teams will also be ranked gold, silver and bronze, the high team members will receive possession of the PAS traveling trophy, travel stipends to the National FFA Convention, and the state career development event team plaque. (The National Event requires 4 individuals per team from the same school.) The Team Written Test total (*top three scores*) will be used to break team ties, *followed by the Team Sales Situation score*. Individual ties will not be broken.

General Guidelines

1. It is suggested that each chapter hold an event to select team members for the state contest.
2. One team per chapter may enter this state event. All participants should appear in official dress.

Individual Sales Call (200 pts)

1. Each participant will select and prepare a sales presentation for one agricultural product or service. The product or service must represent one of the seven following instructional areas:
 1. Agricultural Mechanics
 2. Agricultural Production
 3. Agricultural Products and Processing
 4. Agricultural Supplies and Services
 5. Forestry
 6. Natural Resources and Rural Recreation
 7. Ornamental Horticulture

Each team member must select a product and prepare their own materials individually. The same product may be used by other members of the same team but, no materials are to be shared.

15 points will be deducted from the score of individuals whose product is not clearly agriculturally based/related.

2. Each participant will be allowed ten minutes for his/her presentation with a verbal time warning at seven minutes. The presentation will conclude at ten minutes. An additional three minutes will be allowed for judges to ask questions and clarify any part of the sales presentation.
3. One of the judges will *serve* as the customer and will do their best to play the role of the customer that the participant outlines in the statement of situation on their product summary sheet.
4. Each participant will develop a product summary sheet for their product or service. The summary sheet should be typed and double-spaced and is limited to one 8½x11 page. The summary sheet may include the following:
 1. Participant's name and chapter
 2. Statement of situation, circumstances, locations, etc. (describe the customer)
 3. Representation (Company/Chapter)
 4. Product to be sold
 5. Product structure
 6. Features of product
 7. Service availability
 8. Warranty
 9. Demonstration of function
 10. Competitors and pertinent information
 11. Price
 12. Closing statement or method

Three copies of the summary sheet must be provided in *one* envelope labeled with the contestants name and chapter. The summary sheet envelope must be turned in *by* registration on Thursday at the ND Winter Show – No Exceptions. These may be mailed ahead of time to the state office (but must arrive prior to Wednesday), *or be turned at the regional events the weekend prior to the state event.*

◆ Additional brochures may be a part of the sales presentation but are not to be included with the summary sheet.

◆ See “*Individual Sales Call*” scorecard posted on the State FFA website.

Objective Test (100 pts)

The objective test of the agricultural sales event is designed to determine team members’ understanding of the professional sales process, the role that selling plays in the marketing of agricultural products and the knowledge possessed by students relative to the content areas of advertising, promotion, customer relations, product displays, telephone skills, market analysis, customer prospecting, job application and interviewing for a sales position. The test will be generated from the following references:

Ron Schneiderheinze & Christina Wood, “Agribusiness Sales” Instructional Materials Laboratory, London Hall, University of Missouri Columbia, Columbia, MO 65221 800-669-2456 & 573-882-2883

Chris G Yorke, “Agricultural Sales” ACRO Press 1925Main ST Vancouver, WA 65211 360-693-9101

“Selling – Helping Customers Buy” – Ditzenberger and Kidney. South-Western Publishing Co., Cincinnati, Ohio, 1992. 1-800-543-7972 ISBN 0538605316

CRISP Publications, 1200 Hamilton Court, Menlo Park, CA 94025-1427 1-800-442-7477 - Titles include; “Professional Selling” – Rebecca Morgan, ISBN 0-931961-42-4

“Sales Training Basics” – Elwood N. Chapman, ISBN 1-56052-119-8

“Closing” – Virden J. Thorton, ISBN 1-56052-318-2

“Calming Upset Customers” Rebecca Morgan, ISBN 1-56052-384-0

“Telephone Courtesy & Customer Service” Lloyd French ISBN 1-56052-064-7

Others may be found at the National FFA CDE website

- ◆ The written test will be generated using the three previous years State and National Ag Sales Tests as the primary resource (80%).
- ◆ Team members will work individually on the test, all contestants will take the test together.
- ◆ The test will consist of 50 multiple-choice questions. Each question will be worth 2 points for a total of 100 points.
- ◆ A total of 50 minutes will be allowed for completion of the test.

TEAM SALES SITUATION (200 team pts)

The team sales situation is the team activity. Team members will work together to demonstrate group dynamics, problem solving, data analysis, decision making and oral and written communications skills.

The following will be provided to the team as if they were a group of professional sales people:

1. *A product (including features and price if applicable)*
2. *Market situation. (including competition)*
3. *Several potential customers.*

The team will develop all the strategy necessary to prepare to sell the product in a face to face sales call. This strategy should include but not be limited to:

1. *Determining potential customer needs and wants.*
2. *Identifying features and benefits of the products to address customers' needs and wants.*
3. *Identifying potential customer objections and prepare to address them.*
4. *Identifying potentially related products and suggested selling strategies.*
5. *Developing a sales plan and goals for each customer.*

It is critical to remember that in addition to the final presentation being judged, teamwork and equal involvement of all team members will also be judged. Also it is critical to not only state what you choose to do, but why you chose to do it. In selling there are not "absolute" right or wrong answers. Demonstrating the basic fundamentals necessary to accomplish your goal is essential. All team members will be expected to participate. The Judges will act as the audience, but will not engage in dialog during the presentation. Participants may utilize any materials provided in the team event for the presentation. It is important that all team members speak up during the entire process so that the judges can hear what is being said, and so that they can observe how the team is working together.

Each team will be given ten (10) minutes to examine all information provided, discuss and develop ideas and prepare a presentation. Teams may bring a laptop computer and utilize powerpoint for their presentations. If a laptop computer is utilized, the presentation will be presented on the laptop screen only. Projectors will not be allowed. Desktop computers will not be allowed. Each team will then have five (5) minutes, with a one (1) minute warning, to make their presentation followed by five (5) minutes for questions.

See "Team Sales Presentation" scorecard posted on the state FFA website.

Event Operation

1. A rotation of the written test, individual and team sales presentations will be determined at registration..
2. Judges will be given adequate time prior to oral sales presentations to read and evaluate all written materials. Comments and suggestions should be written on the score sheet.
3. The event will operate with 12 to 15 sets of judges. Each set of Judges will consist of 2 or 3 qualified individuals. The judge *servng* as *the* customer will be instructed to make the sales presentation "interactive" by playing the role of the customer as outlined on each contestant's summary sheet and by asking questions during the sales presentation.

4. After completion of the presentation all judges will be encouraged to ask questions of the participant to evaluate their degree of product knowledge.
5. *Individual Sales Calls* that are speech-like and non-interactive are discouraged.
6. Each individual will be ranked gold, silver or bronze. Event supervisors will rank teams gold, silver and bronze using the three highest scores from each chapter.

Room Requirements

1. One large room for the taking of the Written Test and to use as a holding room.
2. 12 – 15 small judging rooms with a table and chairs for two judges. (24 – 30 Judges needed)
3. *2-3 medium sized judging rooms for team sales presentations (4 – 6 Judges needed)*
4. Podium or table for sales presentation in each judging room.
5. Easels, chalkboards, overhead projectors, etc. shall be responsibility of the participant.
6. A stopwatch for each set of judges.
7. Grademaster test score sheets will be used and will require #2 lead pencils.