

# Computer 'Figures In'

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called FACS, developed by Griffith Data Services. It gave Zug a freedom and agility with the record-keeping he didn't have before.

"It best suited what I was already doing," he said. "I could change any of the entry columns. I could make any number of different categories I wanted, and that sounded pretty good. I have the program split up between the tractors and the hay equipment, corn equipment and the manure equipment, so I can tell which costs more and what I want to keep operating."

Zug uses the computer to more carefully track costs. FACS helps Zug compare costs of fixing, repairing, and building real-estate structures to his farm. In the summer of 1989, Zug used the computer to analyze the cost of either repairing an old silo or just tearing the silo down and building a new one.

### Did calculations

"We did all the calculations and decided it would cost the same amount of money to have that one torn down and a new one built as it would be to try to fix it up. So they tore it down. A man just came with his sledgehammer and they just knocked it down, just like chopping down a big tree."

The computer tracks areas that "cost the most money." Zug anal-

yzes the basic expenses and determines where the money goes — to "real estate repairs, or do we spend more fixing up the building, or did we spend a lot of money last year on fence or did we just buy a lot of small supplies," he said, "or is it livestock equipment we spend too much money, or stable cleaner, or pipeline or silo equipment?" The computer tracks profit and loss for each month and provides information on expenses and income for the year.

But Zug doesn't use all the features in the program, including check writing for expenses. "With the small farm, I didn't think it was necessary that I have check writing. We don't write that many checks each month," he said.

Recently, Zug bought a new computer — an Apple IIGS. The old one was purchased by his daughter, Irene, a secondary math education major at York College of Pennsylvania.

### Very happy

"I'm very happy with the Apple system," he said. "That's what I started out with."

Zug was born on a farm in Chester County, about five miles east of West Chester. The farm comprised about 65 acres owned and 335 rented by his grandfather. The Chester County farm was converted to development after 1972, when the Zugs moved out.

At the farm in Peach Bottom, corn and alfalfa are grown for the

dairy herd, and oats for the cow feed. Excess corn is used as a cash crop.

Zug was recently presented with the Pennsylvania Young Farmer Award (over-30 category). The award is based on financial record-keeping, crop and livestock production, community service, conservation practices, equipment and farm maintenance, and other factors.

### Total picture

"The award is not based on real good corn production, but on the total picture," he said.

The Solanco Young Farmers organization boasts about 70 members. Zug is enthusiastic about the importance of the organization and the monthly meetings to help educate farmers. About 20 to 35 people attend each meeting, which provides information on pesticide licenses, nutritional management, fuels, and other farming information.

Zug enjoys the work on the dairy farm, but is worried about the commitment. "I'm committed to the cows. They have to be milked twice a day, every day."

Zug said there is a lot of meetings he would like to attend, and have time to visit people, but "you can't stay very long. You either get there late and leave early or you don't go at all because of the commitment to the cows."



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