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BRANDY'S
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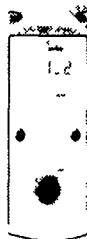
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Workshop

(Continued from Page 40)

have to be understood and well defined.

A good set of data entry accounting systems is necessary, said Peachey. There is evidence that the best financial performers "also have the best understanding of accounting and a good grasp of what accounting can do for them."

In the system, operators should take those separate practices, such as utilities and insurance, and "separate them out as much as possible."

Brad Hilty of Dairy Alliance said that "we can't use the checkbook to pay for everything — we have to get away from that thinking" in order to stay profitable, he noted.

Workshop participants had a chance to understand basic accounting principles and relationships and how to put that understanding to the best use.

Peachey noted that assets represent all the items that are owned by the business (for example, cash in the checking account, dairy cattle, and real estate). Capitol assets are purchased dairy cows, machinery and equipment, and real estate improvements. They are valued in the accounting system based on the

(Turn to Page 42)

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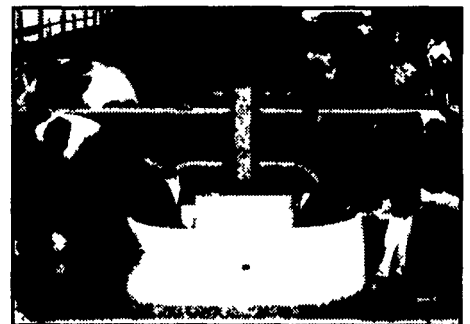
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