

PA-ABG-864
12N 67 36

CONSULTANCY REPORT
ON
COOPERATIVE SOFTWARE SURVEY

**INNOVATIVE APPROACHES
TO COOPERATIVE
MANAGEMENT, FINANCE AND TRADE**

**USAID COOPERATIVE AGREEMENT
OTR-0192-1-00-8241-00**

Prepared by:

**Andrew Lisak
Stephen Wolfe
E.G. Nadeau
Wisconsin Cooperative Development Council**

Prepared for:

**Agricultural Cooperative Development International
50 F Street, N.W.
Suite 900
Washington, DC 20001
Phone: (202) 638-4661
Telex: 160923 AGCODEV**

July, 1990

DISCLAIMER:

ACDI has not tested nor do we recommend any of the software or equipment mentioned in this report. Any product information contained within this report is there to provide the reader with additional information about what types of software and services are available in the United States.

TABLE OF CONTENTS

List of Acronyms	1
Executive Summary	2
I. Introduction.....	5
II. Goal and Scope of Work.....	6
III. Methodology.....	7
A. Sampling Technique and Description of the Sample.....	7
B. Interviews.....	8
C. Literature Review	8
D. Additional Information on Computer Software.....	8
E. Computer Software Used by Cooperatives in Target Countries.....	9
IV. Findings.....	10
A. Size of Cooperatives.....	10
B. Computer Systems.....	10
C. Communications	11
D. Computer Software.....	13
E. Literature Review	16
F. Comparison to Cooperatives in Target Countries	16
V. Conclusions and Recommendations.....	18
Appendices	
A. The Questionnaire.....	23
B. List of Cooperatives Included in Sample.....	29
C. Information on Software Packages	47
1. Accounting Software	48
2. Operations Software	60
D. List of Software Programs from AGCITES	67
1. Market Charting Software Programs	67
2. Software for Fruit and Vegetable Operations	77
3. Software Designed for Beef Feedlots.....	94
4. Software Designed for Crop Storage.....	133
5. Software Designed for Grain Elevator Facilities	144
6. Dial-Up Ag Services.....	151
7. Other Ag Industry Software	156
E. Information Tables on the Five Target Countries	172
F. List of Electronic Ag Information Services	174

TABLE OF CONTENTS

Appendices (cont)

G.	Off-the-Shelf Computer-Based Training (CBT) Modules	176
1.	General Skill Development	177
2.	Enterprise Development Methodology	184
3.	Authoring Systems	194
H.	Software for Cooperatives from Agricultural Cooperative Service (ACS)	197

LIST OF ACRONYMS

ACDI	Agricultural Cooperative Development International
Co-op Council	Wisconsin Cooperative Development Council
FAX	Facsimile machine
IBM	International Business Machines, Inc.
NCCI	North Central Computer Institute
PC	Refers to a microcomputer or specifically to an IBM personal computer or clone

EXECUTIVE SUMMARY

I. INTRODUCTION

The Wisconsin Cooperative Development Council was engaged by Agricultural Cooperative Development International in February 1990 to conduct a study of cooperative computer software. The study was conducted under the Innovative Approaches to Cooperative Management, Finance and Trade project financed by the U.S. Agency for International Development under Cooperative Agreement OTR-0192-1-00-8241-00.

II. GOAL AND SCOPE OF STUDY

The goal of the study is to identify existing, relevant agricultural and cooperative-related software packages used by U.S. agricultural cooperatives and to recommend to ACDI software packages to introduce to cooperatives in developing countries. The scope of work for the project included:

- 1) Developing a methodology for conducting a survey on computer software used by agricultural cooperatives in the United States.
- 2) Conducting a survey of agricultural cooperatives in the United States.
- 3) Classifying relevant software packages into three categories: customized; modified; off-the-shelf.
- 4) Preparing a literature review of cooperative oriented software and co-operative oriented applications of the most "generic" type of software.
- 5) Compiling information from feasibility studies concerning the types of software currently in use in the target countries (Costa Rica, Egypt, Honduras, Indonesia, and The Philippines).
- 6) Making recommendations concerning: opportunities to improve operating efficiencies by introducing various software packages in the countries; sponsorship of an international computer users group for cooperatives to learn from each other how to make the best use of the software at their disposal; whether or not ACDI should promote standardization of software for cooperatives be endorsing certain products; and if ACDI should contract to develop or modify a line of relevant software.
- 7) Recommending the most appropriate language for software if customization is part of the recommendation.

III. METHODOLOGY

To gather information on the types of computer software agricultural cooperatives in the United States utilize, a sample of 63 cooperatives was selected and telephone interviews were conducted with personnel at the cooperatives. Of the 63 cooperatives, 53 agreed to participate in the study. Questions about the size of the cooperative and the types of computer software utilized by the cooperative were asked during the interviews.

Additional information was gathered from: telephone calls to software developers and vendors; a literature review of computer software designed for agricultural cooperatives; and a search of the North Central Computer Institute's AGCITES database. To compare the utilization of U.S. agricultural cooperatives with their developing country counterparts, information was gleaned from the feasibility studies prepared by ACDI for Costa Rica, Egypt, Honduras, Indonesia, and the Philippines.

IV. FINDINGS

The cooperatives that participated in the study varied in size and in the type of computer systems they utilized. Reported annual sales from the cooperatives interviewed ranged from \$125,000 to \$2.4 billion. Local cooperatives tended to be on the low end or middle of the scale while regional and marketing cooperatives tended to be in the higher end of the scale. The four cooperatives included in the "other" category were split between the lower and higher end of the scale. Computer systems also tended to vary based on type of cooperative. Although all cooperatives interviewed indicated that they utilized computers, local cooperatives tended to use PC networks or minicomputers; regionals reported using mainframe computers; marketing cooperatives were almost evenly divided between minicomputers and mainframes; and "other" cooperatives reported using either PC networks, minicomputers or mainframe computers.

U.S. Agricultural cooperatives were also found to make use of facsimile machines (FAX), external electronic mail services, and electronic information services. Sixty six percent of the cooperatives surveyed indicated that they used FAX machines. Thirty four percent of cooperatives indicated that they subscribed to external electronic mail services. Nineteen percent of cooperatives indicated that they utilize electronic information services for market and credit information. The participants in the study were also asked if they communicated via computer to remote locations, regionals, locals, or other cooperatives. In all, 36 cooperatives (68%) indicated that they did utilize computer based communications.

All but two of the cooperatives interviewed stated that they used accounting software. Overall, most cooperatives were satisfied with their accounting package. Twenty one of the cooperatives indicated that their accounting software was customized or developed in-house. Fourteen cooperatives indicated using "off-the-shelf" software, nine indicated using software that was purchased "off-the-shelf" but had some modifications made to it by the vendor/developer to better suit the needs of the cooperative; and seven indicated that their accounting software package had been substantially modified for their use. The study identified and gathered information on nineteen "brand name" accounting packages.

Compared to accounting software, less information was provided by the cooperatives on the types of operations-related software they utilized. Twenty three cooperatives indicated using one or more software packages usually related to the areas of feed rationing and fertilizer mixing. In all, fourteen operations-related software packages were identified from the interviews. Several other operations-related software packages were found through a review of related literature and from a search conducted within the AGCITES database.

Computer usage by U.S. agricultural cooperatives was found to be more extensive than that of cooperatives in the five developing countries. The feasibility studies reported that the use of computers by cooperatives tended to be limited to PCs. Unlike U.S.

cooperatives, those in the developing countries tended not to utilize integrated accounting packages or operations-related software, nor did they make use of computer-based communications. The lack of computer vendors, computer support and the poor quality of telecommunications in most of these developing countries were several factors that inhibited the wide use of computers by cooperatives.

V. CONCLUSIONS AND RECOMMENDATION

The types of computer systems, the type of accounting and operations-related software and the degree to which a cooperative utilized computer based communications varied to some degree between the types of cooperatives that participated in the survey of U.S. agricultural cooperatives. Even with these variations, U.S. agricultural cooperatives were found to use computers more extensively than their developing country counterparts. All but two of the cooperatives surveyed indicated that they used accounting software packages (19 "brand name" accounting packages were identified). Twenty one U.S. cooperatives indicated that they utilized operations-related software (14 software packages were identified).

The feasibility studies prepared on cooperatives in the five developing countries stressed the need for integrated software packages. They also implied that cooperatives in the developing countries were not utilizing operations-related software packages. The studies, however, were not specific on the types of operations-related software that would be of most use to the cooperatives. Based on the information gathered on U.S. agricultural cooperatives and the stated computer capacity and needs of developing country cooperatives, five recommendations are made.

Recommendation 1. Any computer software introduced by ACDI should be designed for PCs or PC networks.

Recommendation 2. In those countries where telephone line transmission is adequate, computer-based communications via telephone lines may be encouraged for cooperatives and other business forms. However, in those countries where telephone lines are inadequate, alternative computer-based communication systems such as radio and satellite should be explored.

Recommendation 3. From the list of "brand name" accounting software packages identified, four (SRE Co-op Accounting System, Burke Cooperative Accounting System, FARMS, PATRON, Red Wing System and Agris Sales Accounting & Patronage System) should be examined in further detail prior to ACDI introducing an accounting package to cooperatives in developing countries.

Recommendation 4. Specific types of operations-related software packages (feed rationing; fertilizer mixing; fruit, vegetable and nut production; fruit, vegetable, nut and grain storage; and fish catching and processing) should be explored to determine their relevancy to the needs of cooperatives in developing countries before a recommendation is made on specific operations-related packages.

Recommendation 5. Once accounting and operations-related software packages have been selected by ACDI for introduction to developing country cooperatives, user groups should be established for each software package.

I. INTRODUCTION

In February 1990, the Wisconsin Cooperative Development Council (Co-op Council) was engaged by Agricultural Cooperative Development International (ACDI) to conduct a cooperative computer software survey. The study was conducted under the Innovative Approaches to Cooperative Management, Finance and Trade Project financed by the U.S. Agency for International Development under Cooperative Agreement OTR-0192-1-00-8241-00.

In Conducting the study, the Co-op Council gathered information through interviews from 53 agricultural cooperatives in the United States. Information on cooperatives in developing countries was gathered from feasibility studies prepared on five developing countries. Additional information on computer software and computer systems was gathered through conversations with computer software vendors and developers.

The report is divided into four sections. The first section describes the **Goal and Scope of Work** of the project. The **Methodology** section explains how data was gathered and how cooperatives were selected to be included in the study. The **Findings** section provides a summary of the information gathered from the following sources: interviews with cooperative personnel and software developers/vendors, the developing country feasibility studies, a review of related literature and other sources. The Findings section also contains information on specific software packages (accounting and operations-related) along with background information on the cooperatives that participated in the study. Finally, the **Conclusion and Recommendation** section recommends to ACDI software packages that should be further examined before ACDI selects a package(s) to introduce to cooperatives in the five developing countries. The Conclusion and recommendation section also suggests a methodology to be used by ACDI in selecting a package(s).

II. GOAL AND SCOPE OF WORK

The goal of the project is to identify existing relevant agricultural and cooperative-related software packages used by cooperatives in the United States and to provide recommendations to ACDI regarding which software packages to introduce to cooperatives in developing countries. To accomplish this goal, the scope of work for the project included:

- 1) Developing a methodology for conducting a survey on computer software used by agricultural cooperatives in the United States.
- 2) Conducting a survey of agricultural cooperatives in the United States.
- 3) Classifying relevant software packages into three categories: customized; modified; off-the-shelf.
- 4) Preparing a literature review of cooperative oriented software and cooperative oriented applications of the most "generic" type of software.
- 5) Compiling information from feasibility studies concerning the types of software currently in use in the target countries (Costa Rica, Egypt, Honduras, Indonesia, and the Philippines).
- 6) Making recommendations concerning: opportunities to improve operating efficiencies by introducing various software packages in the countries; sponsorship of an international computer users group for cooperatives to learn from each other how to make the best use of the software at their disposal; whether or not ACDI should promote standardization of software for cooperatives by endorsing certain products; if ACDI should contract to develop or modify a line of relevant software.
- 7) Recommending the most appropriate language for software if customization is part of the recommendation.

Although this study aimed at identifying as many software packages used by agricultural cooperatives as possible, it is not intended to be an exhaustive list of computer software utilized by agricultural cooperatives in the United States. Nor is it the report's intent to describe each software package identified in detail. Through the information contained in this report, it is hoped that several software packages will be selected to be examined more thoroughly to determine the applicability to cooperatives in developing countries.

III. METHODOLOGY

Telephone and in-person interviews were used to gather information on the types of software programs used by cooperatives in the United States. It was the opinion of the consultants that using interviews as the method of gathering information about cooperative computer software usage would result in a higher response rate and would enable the gathering of higher quality information than a mail survey.

A questionnaire was developed to assist in the gathering of information. The questionnaire (see Appendix A) contained both open ended and multiple choice closed-ended questions. The questionnaire had two parts: the first part asked for basic information about the cooperative (i.e. type of cooperative; size, number of members, affiliation; computer system, etc.); the second part of the questionnaire was used to gather specific information on the computer software used by the cooperative.

Prior to completion of a "final draft" of the questionnaire, face-to-face interviews were held with office managers from three different cooperatives to determine the effectiveness of the questions and the questionnaire format. In addition, the list of questions was examined by ACDI. Comments by ACDI staff members were incorporated into the final draft before the survey was conducted.

A. Sampling Technique and Description of the Sample

Sixty three cooperatives were included in the sample (a list of the cooperatives is contained in Appendix B). The sample consisted of 37 "local" cooperatives, 12 regional cooperatives, 10 marketing cooperatives, an artificial insemination cooperative, a feed mill owned by a regional cooperative, a cooperative consisting of marketing cooperatives and a cooperative consisting of regional cooperatives. Of the 63 cooperatives in the sample, only 10 refused to participate in the study or did not return telephone calls. The 53 cooperatives that agreed to participate in the survey included: 31 "locals", 11 regionals, 7 marketing, an artificial insemination cooperative, a feed mill owned by a regional, a cooperative consisting of marketing cooperatives and a cooperative consisting of regional cooperatives. The marketing cooperatives marketed: cane sugar, nuts, fruit, rice, olives, cherries, and livestock.

Several techniques were used in compiling the sample. First, regional and marketing cooperatives were selected using the National Council of Farmers Cooperative Directory. When selecting regional cooperatives an effort was made to compile a geographically diverse sample. In selecting marketing cooperatives for the sample, consideration was given to location and to the types of products marketed. The consultants sought to include marketing cooperatives that marketed items similar to those marketed by the cooperatives in the five developing countries. For the most part, local cooperatives were selected based on conversations with representatives of the regional cooperatives. Local cooperatives were also selected based on conversations with computer software companies and with other organizations providing services to local cooperatives. In order to attempt to create a representative and diverse sample of local cooperatives, consideration was given to the size, location and, when known, the type of computer software used by the cooperative.

B. Interviews

Telephone calls were made to the cooperatives included in the sample. When a contact name was not provided prior to the telephone call, a request was made to speak to either the office manager or to the person most familiar with the cooperative's computer system. For regional cooperatives, requests were made to speak to personnel in the information service department and to personnel in the member service department to learn what computer software the local cooperatives affiliated with the regional were using. Service bureau personnel were asked to provide the names of local cooperatives and contact people at the local cooperatives. Interviews lasted approximately forty five minutes to one hour.

Participants were asked to list and describe the software packages used by their cooperatives. Emphasis was placed on accounting software packages. In cases where software was developed by someone outside the cooperative, participants were asked to give the name and telephone number of the software developer or of the vendor from whom they purchased the software. Telephone calls were made to the software developers/vendors to gather additional information on the specific software package and to request written materials on the package.

Based on the information gathered from the cooperatives and from the software developers, computer software packages were classified based on the platform on which they operated (i.e., mainframe, mini-computer, or micro computer [PC]) and on whether the software could be purchased off-the-shelf, was a customized product or was a product that would require modification to meet the needs of a cooperative.

C. Literature Review

A literature review was conducted on cooperative oriented software. Searches were conducted using the term "agricultural cooperative computer software" and "cooperative computer software". In some cases the names of specific cooperative-related computer software packages were used as search terms in an attempt to uncover additional information. Searches were conducted using the Business Periodical Review and the AGRICOLA (1985-1990) computerized database.

D. Additional Information on Computer Software

Additional information on computer software utilized by agricultural cooperatives was gathered through conversations with accounting firms specializing in providing services to the cooperative sector and through conversations with staff at the University Center for Cooperatives in Madison, Wisconsin and with the California Center for Cooperatives in Davis, California.

The North Central Computer Institute (NCCI) located in Madison, Wisconsin was also contacted. NCCI developed and manages a software database called AGCITES which contains over 1,800 commercial and university developed agricultural program citations. From AGCITES, lists of software programs were compiled for the following areas: marketing, crop storage, grain elevator industry, fruits/vegetable industry, beef feedlot management and agricultural dial-up services. (The lists are contained in Appendix D).

E. Computer Software Used by Cooperatives in Target Countries

Information on the computer software used by cooperatives in ACDI's five target countries was gathered from feasibility studies prepared for ACDI. From the information, tables (Appendix E) were prepared categorizing the countries according to the extent to which different types of cooperatives were present, the degree of cooperative centralization, the degree to which the cooperatives were computerized, the availability of computer hardware, software and support in the country, the degree of electrification in the country and the quality of the country's telecommunications infrastructure.

IV. FINDINGS

A. Size of Cooperatives

The size of the cooperatives that participated in the survey ranged in sales from \$125,000 to \$2.4 billion. Table 1 provides a breakdown of the cooperatives by type and annual sales volume.

Table 1
Type of Cooperative by Annual Sales

<u>Annual Sales</u>	<u>Local</u>	<u>Regional</u>	<u>Marketing</u>	<u>Other</u>	<u>Total</u>
Under \$1 million	0	0	1	0	1
\$1 mil. - \$4.9 mil.	4	0	0	1	5
\$5 mil. - \$9.9 mil.	5	0	0	1	6
\$10 mil. - \$14.9 mil.	6	0	0	0	6
\$15 mil. - \$19.9 mil.	4	0	0	0	4
\$20 mil. - \$29.9 mil.	4	0	1	0	5
\$30 mil. - \$49.9 mil.	2	0	0	0	2
\$50 mil. - \$99.9 mil.	2	0	2	0	4
\$100 mil. - \$499.9 mil.	1	3	3	1	8
\$500 mil. - \$999.9 mil.	0	1	0	1	2
\$1 billion and over	0	5	0	0	5
Don't Know	2	2	0	0	2
Total	31	11	7	4	53

B. Computer Systems

The extent of computerization and the cost of computer systems used by the cooperatives also varied. Table 2 shows a breakdown of the cooperatives by type and by computer system utilized. Table 3 provides a breakdown of cooperatives by type and by cost of computer system.

All of the cooperatives included in the survey had at least one micro level (PC) computer. All of the regional cooperatives utilized expensive mainframe computers. Marketing cooperatives were almost evenly divided between those that used PCs, those that used minicomputers and those that used mainframes. Most local cooperatives utilized PC networks or minicomputers while cooperatives included in the "other" category utilized either PC networks, minicomputers or mainframe computers.

Table 2
Type of Cooperative by Type of Computer System

Type of Computer System	Local	Regional	Marketing	Other	Total
No Computer System	0	0	0	0	0
PC	5	0	2	0	7
PC Network	13	0	0	1	14
Minicomputer	13	0	3	1	17
Mainframe	0	11	2	2	15
Don't Know	0	0	0	0	0
Total	31	11	7	4	53

Many interviewees (21 cases) were unable to estimate the cost of the computer system used by their cooperatives. For the thirty-two cooperatives where cost information was available, reported computer system costs ranged from a low of \$3,000 to a high of \$5 million. Most local cooperatives reported computer system costs of less than \$50,000. Most regional, marketing and "other" cooperatives reported computer system costs of over \$50,000.

Table 3
Type of Cooperative by Computer System Cost

Computer System Cost	Local	Regional	Marketing	Other	Total
Less than \$10,000	0	0	1	0	1
\$10,000-\$19,999	2	0	0	0	2
\$20,000-\$29,999	4	0	0	0	4
\$30,000-\$49,999	8	0	0	0	8
\$50,000-\$99,999	4	0	2	0	6
\$100,000-\$199,999	4	0	0	1	5
\$200,000--\$499,999	1	1	1	1	4
\$500,000-\$999,999	0	0	0	0	0
\$1 million and Over	0	0	1	1	2
Don't Know	8	10	2	1	21
Total	31	11	7	4	53

C. Communications

The survey included questions on the usage of facsimile (FAX) machines, electronic mail (e-mail or electronic bulletin boards) and electronic information systems (such as market information services, credit bureau services, etc.). The survey also asked cooperatives if they communicated via their computer system with remote locations (i.e. to branches, locals to regionals, regionals to locals, cooperatives to members). Table 4 shows a summary of the responses received.

The results should be interpreted cautiously. Due to the large number of "don't know" responses to the questions asked, the actual use of FAX machines, electronic mail and electronic information systems is probably greater than that reported by the individuals who participated in the survey. Therefore, the results contained in Table 4 should be viewed as suggestive of the degree to which U.S. agricultural cooperatives utilize computer-based communications rather than a definitive analysis.

Table 4
Utilization of Various Forms of Communication by Type of Cooperative

<u>Communication Activity</u>	<u>Local</u>	<u>Regional</u>	<u>Marketing</u>	<u>Other</u>	<u>Total</u>
Fax					
Don't Use	7	0	1	0	8
Light Use	7	0	1	0	8
Medium Use	5	0	0	1	6
Heavy Use	7	7	5	2	21
Don't Know	<u>5</u>	<u>4</u>	<u>0</u>	<u>1</u>	<u>10</u>
Total	31	11	7	4	53
Electronic Mail (external)					
Don't Use	24	4	4	3	35
Use	1	3	1	1	6
Don't Know	<u>6</u>	<u>4</u>	<u>2</u>	<u>0</u>	<u>12</u>
Total	31	11	7	4	53
Elect. Info. Services					
Don't Use	20	0	3	1	24
Use	5	4	1	0	10
Don't Know	<u>6</u>	<u>7</u>	<u>3</u>	<u>3</u>	<u>19</u>
Total	31	11	7	4	53
Computer-Based Communication With Remote Locations or Local/Regional Co-op					
Don't Use	10	0	3	1	14
Direct Dial-up	10	4	0	1	15
Dedicated Lines	7	0	2	1	10
Direct Dial-up/Dedicated Lines	4	6	0	1	11
Don't Know	<u>0</u>	<u>1</u>	<u>2</u>	<u>0</u>	<u>3</u>
Total	31	11	7	4	53

FAX machines were utilized by most cooperatives in all four cooperative categories. Regional, marketing and "other" cooperatives were most likely to utilize FAX machines. Most cooperatives in these three categories that indicated using FAX machines indicated that they were heavy users (more than 100 pieces per month). Local cooperatives that indicated using the FAX machine were almost evenly divided between those that used them heavily and those that indicated medium use (50-100 pieces per month) and those that indicated light use (under 50 pieces per month).

External electronic mail services were not commonly used by the cooperatives that participated in the survey. Regional cooperatives were more likely to subscribe to an e-mail

service than the other cooperatives. Regional cooperatives were also more likely to utilize internal e-mail systems operated from the cooperative's main frame and used by personnel within the cooperative.

Cooperatives were asked if they subscribed to any electronic information services. In all, only ten cooperatives indicated that they did subscribe. Most of the services subscribed to either provided information on markets or were credit bureau services. Some of the services listed include: Reuters, Chicago Grain Exchange, Knight-Ridder and National Electronic Marketing Association.

The questionnaire also asked whether or not cooperatives utilized computers to communicate with remote locations (a local cooperative with more than one location or a regional or marketing cooperative with several divisions or operating units; a local to communicate with a regional, or a regional to communicate with a local). In all, over 36 cooperatives stated that they utilized computer based communications; fourteen indicated that they did not use computer based communications (10 locals, 3 marketing and 1 "other"). Regional cooperatives were most likely to use computer based communications followed by local cooperatives, "other cooperatives" and finally marketing cooperatives. Cooperatives that communicated via the computer utilized dedicated phone lines, direct dial-up (communicating over non-dedicated lines) or a combination of the two.

D. Computer Software

Cooperatives were asked to identify the types of computer software they used. Follow-up questions aimed at gathering detailed information were asked for each software package identified. The survey did not concern itself with "common" software such as word processing or spreadsheet software. In many cases interviewees were able to identify and talk in detail about only one or two software packages utilized by their cooperatives. In some situations, initial interviewees provided the names and telephone numbers of other personnel in their cooperatives who could provide more detailed information about a specific software package. In most situations due to time constraints, detailed information was gathered on only one software package. Usually this software involved an accounting package. Since in many cases, consultants were not able to gather detailed information on operations-related software (manufacturing, feed ration formulation, fertilizer formulation, etc.) information gathered through the interviews was supplemented with information from the North Central Computer Institute's AGCITES Database. Lists of operations-related computer software compiled from AGCITES is contained in Appendix D.

1. Accounting Software

Agricultural Cooperatives differ from most forms of business organizations in that they are member-owned and must deal with the issue of member patronage. Given this uniqueness, in order for an accounting package to perform all the accounting functions required by a cooperative, it must have a module or component that tracks, records and integrates patronage with the functions contained in most conventional accounting packages (i.e. general ledger, accounts receivable, accounts payable, inventory, fixed assets, sales tracking). All the accounting packages identified in the survey did contain a patronage component.

Of the 53 cooperatives that participated in the study, 51 indicated that they utilized accounting software. Fourteen cooperatives indicated that they used "off-the-shelf"

software; 9 indicated that they used software that was purchased "off-the-shelf" but had some modifications made to it by the vendor/developer to better suit the particular needs of the cooperative; 7 indicated that the software they utilized had been substantially modified for their use; and 21 cooperatives indicated that their accounting software was customized or developed in-house. Table 5 provides a summary of the type of accounting packages utilized by the cooperatives.

Table 5
Type of Cooperative by Type of Accounting Software

Type of Accounting Software	Local	Regional	Marketing	Other	Total
No Accounting Software	0	0	2	0	2
Off-the-Shelf	13	0	0	1	14
Off-the-Shelf/Modified	9	0	0	0	9
Modified	7	0	0	0	7
Customized/In-House	2	11	5	3	21
Don't Know	0	0	0	0	0
Total	31	11	7	4	53

Local Cooperatives were most likely to use "off-the-shelf" accounting software or accounting software that required some modification. Regional, marketing and "other" cooperatives overwhelmingly reported the use of customized accounting packages or accounting packages developed in-house. This is not surprising considering the size of these cooperatives' operations and the size of their computer systems.

Table 6 contains summary information on the "off-the-shelf", off-the-shelf/modified and modified accounting software packages identified by the cooperatives that participated in the survey. The table also contains information on cooperative accounting software packages not utilized by the cooperatives in the survey. Information on these packages was acquired from vendors or developers. Appendix C includes additional information about the software packages identified. Unless indicated by an asterisk, all packages are available for purchase, or in the case of software developed by a regional for its locals, the developers would be willing to explore selling the package to an organization like ACDI.

For the most part, interviewees indicated that they were satisfied with their accounting software package and that the package had met their needs. However, since the only accounting software package that many of the interviewees were familiar with was the one they were using, their frame of reference was limited. Only four interviewees indicated that their accounting package had not met their needs (The packages were: Udenberg, CENTRAX, Crestland Control Systems, and Grossman and Associates Professional Accounting).

Almost all of the accounting packages were cited as being easy to learn and to operate. When asked to describe the strengths of the accounting package they used, the most common responses were that the package: was fully-integrated; was user friendly;

generated useful and easy to read reports and statements; was "stand-alone", not requiring interfacing with a regional cooperative; and was updated on a regular basis. Survey respondents usually did not describe any weaknesses related to their accounting packages. Of those respondents that did describe weakness, the most common responses were that the software was not designed specifically for their cooperative or that it was difficult to modify.

Table 6
Summary Information on Accounting Software Packages

<u>Accounting Package</u>	<u>Computer Platform</u>	<u>Stand** Alone</u>	<u>Source Language</u>	<u>Cost</u>
Off-the-Shelf				
Agris Sales Account. & Patronage	PN	Y	Basic	\$10,500-\$14,500
Avant's Feed Mfr. Account. Syst.	PN	Y	Data Flex	\$13,500
Burke Co-op Account. Syst.	PN	Y	Basic	\$8,000-\$15,000
FARMS, PATRON, Red Wing	PN	Y	Basic	\$6,350
Harvest States Co-op Data Bank	M	Y	COBOL	\$20,000
Indiana Farm Bureau Co-op Acct.	M	N	RPG II	\$18,000-\$20,000
MCS Accounting Package	M	Y	COBOL	\$15,000+
PDS Agri-Business System	PN	Y	EDL	\$5,000-\$20,000
RealWorld (MFC)	P	Y	COBOL	\$3,000
Southware and TFC	PN	N	COBOL	\$10,000
Udenberg	M	Y	RPG II	\$25,000 and up
Off-the-Shelf/Modified				
Crestland Control Systems	M	Y	RPG II & III	\$35,000
Farmland Data Systems	M	Y	COBOL	\$6,000-\$21,000
Grossman & Assoc. Profess. Acct.	PN	Y	COBOL	\$12,000-\$26,000
SRE Co-op Accounting System	PN	Y	DBase	\$8,000-\$12,500
Modified				
CENTRAX*	PF	N	n/a	n/a
Great Plains	P	Y	n/a	n/a
Matterhorn	M	Y	RPG II	\$30,000
Real World	P	Y	COBOL	n/a

P-Micro Computer (i.e. PC)

N-Network of PCs or Workstations

PN-Either PC or PC Network

M-Mini Computer (IBM 36, AS400, etc.)

F-Mainframe

PF-Combination of Mainframe and Micro Computer

+Includes additional charge for service contract.

**Indicates whether or not all or portions of the package require that the local be on-line with a regional or send data to a regional for processing.

2. Operations Software

Twenty three cooperatives (16 local, 6 regional, and 1 "other") indicated that they utilized one or more operations-related software packages. Packages were used in the areas of least-cost feed rationing, fertilizer mixing and other activities related to sale of products by a local/regional cooperative to its members. Most of these packages were developed or modified by a regional for use by its locals. Almost all of the packages identified operated off a microcomputer and were considered "off-the-shelf" products by their users. Appendix C contains information on the operation software packages identified in the survey. Appendix D provides information on operation packages identified in AGCITES.

Two operations software packages identified in the survey were FERTCOST and Linear Mate Match. FERTCOST is a fertilizer mixing package that enables a fertilizer dealer to determine the least cost mixture of fertilizer materials that will provide a given minimum nutrient combination for a customer's acreage. The package was developed by Mississippi Cooperative Extension and modified by MFC Services for use by its members. Linear Mate match was developed by Atlantic Breeders Cooperative (ABC). The program is used to match the cows of ABC members to ABC bulls. The cows and bulls are matched according to 16 traits.

E. Literature Review

Searches in the Business Periodical Review and AGRICOLA yielded very little information on computer software used by U.S. agricultural cooperatives. Searches were done in each resource using the terms "agricultural cooperative computer software", "cooperative computer software" and variations thereof. Searches were also done using the names of software packages known to be used by cooperatives.

Most of the journal citations found were announcements for computer software or "on-line" services that were designed to be used directly by farmers and not by agricultural cooperatives. Only two articles found through the literature review specifically discussed the use of computer software or "on-line" services by agricultural cooperatives. One article discussed a feed ration program developed by Ralston Purina and used by A-G Cooperative of Arcadia, Wisconsin. The other described an electronic auction system (CHAMP II) developed by Ohio State University and used by Central Livestock Association at the South St. Paul Stockyards in South St. Paul, Minnesota and by the Equity Livestock Association in Wisconsin. The search also resulted in the discovery of a list of electronic agriculture information services. The list is contained in Appendix F.

The most useful review of agricultural related computer software was found to be contained within the AGCITES database. Appendix D provides a list and description of packages contained in AGCITES. In lieu of evaluative data from the literature, AGCITES is a good source for information on computer software designed for agricultural applications.

F. Comparison to Cooperatives In Target Countries

Compared to cooperatives in the five target countries, United States agricultural cooperatives utilize computers much more extensively. Every cooperative included in the survey of U.S. agricultural cooperatives indicated that they had at least one micro-

computer, whereas many of the cooperatives in the five developing countries had no computers at all. For those developing country cooperatives that did have computers, the type of computer was usually limited to an IBM PC or PC clone. In the United States, on the other hand, the type of computer platform used by cooperatives ranged from non-networked microcomputers to large mainframes utilized by regional and marketing cooperatives.

Cooperatives in the United States were also more likely to utilize accounting and operations software. Accounting software tended to be fully integrated. In developing countries, software was mainly limited to basic word processing and spreadsheet software. Accounting software was either unavailable or not integrated. Software support was also more available among U.S. cooperatives than their developing country counterparts.

Access to software and hardware vendors, and quality of telephone lines in the United States also make it easier for U.S. agricultural cooperatives to acquire computer systems, update systems and acquire software and support. Even in rural areas, U.S. agricultural cooperatives are in a much better position than cooperatives in developing countries to fully utilize the benefits of computers.

V. CONCLUSIONS AND RECOMMENDATIONS

Of the 53 agricultural cooperatives that participated in the survey, all utilized a computer for some aspects of their operation. Computer usage varied between small and large cooperatives. Small cooperatives (\$125,000 to \$15 million in annual sales) tended to utilize PCs (microcomputers) or PC networks while large cooperatives (\$50 million to over \$2 billion in annual sales) utilized mainframes. Mid-size cooperatives (\$15 million to \$50 million in annual sales) tended to utilize minicomputers. U.S. cooperatives compared to cooperatives in the five developing countries, were much more computerized and were more likely to utilize computer-based information services and computer-based communications with remote locations (due in large part to the availability of the on-line services in the United States and the quality of the telephone service found in most parts of the United States).

United States agricultural cooperatives were also more likely to utilize fully-integrated accounting packages and specialized operations-related software packages than cooperatives in the five target countries. The survey identified 19 "brand name" accounting packages. In addition to the brand name packages, several customized packages developed in-house by larger cooperatives were also identified. Interviews with cooperative personnel also identified 14 operations-related software packages. A search of the AGCITES database provided a substantial number of operations-related software packages. Overall, the cooperatives surveyed tended to be satisfied with both their accounting and operation-related software packages.

Recommendation 1: Software introduced should be designed for PCs/PC networks.

Based on the data gathered from the interviews with U.S. cooperatives and the information contained in the feasibility studies for the five developing countries, it is recommended that any software packages ACDI introduces to cooperatives in developing countries be designed for PCs or PC networks. There are several reasons for this recommendation:

- 1) All five of the feasibility studies indicated that microcomputers were the type of computer platform most available to the cooperatives in the developing countries. The feasibility study prepared on Indonesia, for example, specifically recommend that the IBM XT be the standard architecture for hardware used by cooperatives in that country.
- 2) Cooperatives in the five target countries would be more likely to find in-country support and service for PCs/PC network hardware and software than for hardware and software designed for other platforms.
- 3) Several fully-integrated accounting packages and over 100 operations-related software packages have already been developed for use by cooperatives with PCs/PC networks.
- 4) With advances in technology and design, PCs/PC networks will soon be comparable in memory storage capacity and speed to minicomputers utilized today. Some computer consultants suggest that minicomputers will soon become obsolete.
- 5) The cost of PCs/PC network software and hardware is usually less expensive than software and hardware designed for other platforms.

Recommendation 2: In those countries where telephone line transmission is adequate, computer-based communications via telephone lines may be encouraged for cooperatives and other business forms. However, in those countries where telephone lines are inadequate, alternative computer-based communication systems such as radio and satellite should be explored.

Many of the U.S. cooperatives surveyed utilized computers to communicate with branches or divisions within the cooperative or to communicate with locals or regionals. They also used computers to access electronic bulletin boards, market information services and credit bureau information services. Although two of the regional cooperatives interviewed explored communicating to locals and remote locations via FM signals, telephone line transmission was the only form of computer-to-computer communication utilized by the cooperatives surveyed.

The use of computer-based communication by cooperatives within the five developing countries is limited. Only Costa Rica has a national telephone system of sufficient quality to sustain computer-based communications. In the other countries where telephone systems are of poorer quality, a study should be made into the use of computer-based communication via radio and satellite systems as alternatives to computer-based communication via telephone lines.

Recommendation 3: Four accounting packages should be examined in further detail.

The feasibility studies indicated that the most pressing computer software need that cooperatives in the developing countries have is for an integrated accounting software package. Given this stated need, it is recommended that ACDI's Software and Systems Advisory Committee, with the help of a consultant, further evaluate a set of the accounting packages identified in this study. Based on interviews with cooperatives and software vendors/developers, the most appropriate of the 19 accounting software packages identified, appear to be:

- Burke Cooperative Accounting System,
- SRE Co-op Accounting System,
- Agris Sales Accounting & Patronage System,
- FARMS, PATRON, Red Wing System.

The packages were selected based on a set of ten criteria. Table 7 presents an evaluation of the eleven PCs/PC Network accounting packages in terms of these criteria. The five criteria considered to be essential for use in developing countries are: 1) the package be designed for PCs/PC Network. (this is in keeping with Recommendation 1); 2) the package be cited for ease of use by its user(s); 3) the package receive favorable reviews from its user(s); 4) the package be suited to smaller cooperatives; and 5) the package be a fully-integrated, stand-alone package.

Only the four packages listed above meet all five of these criteria. In addition, all four can be used in a multi-user setting. The packages also have other characteristics that make them good candidates for further review. For instance, a language translator has

Table 7
Accounting Software Package Scoring Criteria*

	Burke	SRE	Agris	FARMS, PATRON	Real World MFC	Grossman	Great Plains	CENTRAX	Avant	Southware and TFC	Real World	PDS
Primary Criteria												
PCs/PC Network	.	.	.	.	.	.	.	.	.	.	.	.
Ease of Use	.	.	.	.	.	.	.	.	.	.	.	.
Favorable Review	.	.	.	.	.	.	.	.	.	.	.	.
Suited to Smaller Co-ops	.	.	.	.	.	.	.	.	.	.	.	.
Fully-Integrated/ Stand Alone	.	.	.	.	.	.	.	.	.	.	.	.
Secondary Criteria												
Recommended By Farmers Software Assoc.	.	.										
Source Code Provided	.	.			.		.	.			.
Will Modify for User	.	.				.	.	.
Language Translator Available			.									
Multi-User	.	.	.	.	.	.	.	.	.	.	.	.
	9	9	7	6	6	6	6	6	5	5	5	2

*The information used to construct this table was gathered from interviews with cooperative personnel and from information provided by software developers. The purpose of the table is to provide a mechanism for narrowing down the number of accounting software packages that should receive additional review for use in developing countries.

been developed for the Agris package which allows for conversion of the package to a language other than English. The developers of the Burke and SRE packages have indicated a willingness to modify their packages to best suit the needs of the user and to provide source code to the user allowing for modification in-house. Both the Burke and SRE packages are recommended by the Farmers Software Association, a cooperative organization that assists its members in selecting computer software.

These four packages should be examined in further detail by ACDI as possible accounting software packages to introduce to cooperatives in the five developing countries. In evaluating these four packages the following steps should be taken:

- 1) Acquire demonstration copies of the software;
- 2) Visit cooperatives utilizing the software to view the software operating under actual business conditions;
- 3) Meet with developers/vendors to discuss the following issues: a) the willingness of the developers/vendors to modify the software for ACDI's use; b) possible marketing agreements between ACDI and the developers/vendors; c) the availability of language translators for the software; and d) the degree to which the developers/vendors are willing to provide ongoing support.
- 4) Test the software package(s) receiving a positive evaluation after step 3 on a sample of cooperatives in developing countries.
- 5) Recommend those packages tested positively in step 4 for wider use among cooperatives in developing countries.

Recommendation 4: Further study needed before recommendations can be made on operations-related software.

Information on several operations-related software packages utilized by U.S. agricultural cooperatives was gathered from the survey and from other sources. However, since the the feasibility studies prepared for the five developing countries were not clear on the types of operations-related software that would be of most use to cooperatives in those countries, it is not practical to recommend specific operations-related software packages. Instead it is recommended that "types" of operations-related software packages be explored to determine their relevancy to cooperatives in developing countries. The types of software packages recommended are: feed rationing; fertilizer mixing; fruit,vegetable and nut production; fruit, vegetable, nut and grain storage; and fish catching and processing. In selecting software packages from these groups, the following approach should be taken:

- 1) Interviews be conducted with the consultants that prepared the feasibility studies and directly with cooperatives included in the feasibility studies to determine if these types of operations-related software are needed;
- 2) From the lists of operations software contained in Appendix C and Appendix D, a sample of packages should be selected based on the stated needs of the cooperatives in the developing countries.
- 3) The packages selected should be examined in detail following steps outlined under Recommendation 3.

Recommendation 5: Software user groups should be established.

Once ACDI has determined which accounting and operations-related software packages to introduce to cooperatives in developing countries, user groups (both international and intra-country) should be established for each software package. User groups could be effective vehicles for cooperatives to share their experiences with the software. User groups could also be helpful in providing training and update information on the software packages.

Conclusion

This report contains a wealth of information about computer utilization by agricultural cooperatives in the United States. It also contains useful information on a variety of software packages used by U.S. agricultural cooperatives. This information can be of value to ACDI in its efforts to enhance the operations of cooperatives in developing countries in its present form. However, to fully utilize the information contained herein, the collection of additional data on the specific software needs of cooperatives in developing countries is necessary.

APPENDIX A

SURVEY OF COMPUTER SOFTWARE USED BY U.S.
AGRICULTURAL COOPERATIVES

Name of Co-op: _____

Address: _____

Contact: _____

Phone: _____

Date: _____

1. Type of Co-op: _____

2. Co-op's Activities:

3. Regional (Secondary) or Local (Primary) Co-op?

4. Size of Co-op:

a. Annual Sales? (in dollars) _____

b. Asset Size? (in dollars) _____

c. Number of Members? _____

d. Number of Employees? _____

5. Age of Co-op: _____

6. Year in which first computer installed: _____

7. Please Describe your Computer System:

8. Is the system a multi-user system? _____

If yes, how many terminals/workstations does it have?

9. Do you have an in-house computer programmer? ____
10. What was the overall cost of your computer system:_____
11. What (if any) management/accounting software do you use?

12. What (if any) operations software (feed mixing, fertilizer mixing, breeding, crop rotation) do you use?

13. Do you use an internal e-mail office management system?
If yes please describe.

14. Do you use an external e-mail or other computer based communications?
If yes, with whom do you communicate (via computer based communications)?

What is your monthly expense?
15. What is your monthly expense for FAX? Telex/Cable?
(note, instead of expense you could ask for traffic)

16. If local (primary), are you on line with a regional (secondary) co-op?
If yes, how are you connected? (Public Data Network? Direct Dial-up?
Dedicated line/satellite system?)

If yes, for what software program(s) are you on-line with a regional
(secondary) co-op?

17. Do you utilize any public or private databases?
If yes, please describe.

18. Are there databases you would like to access but currently do not?

19. What data would you like to have in an accessible database that is currently not available?

20. Do you subscribe to any trade contact or cooperative communication/information networks?

If yes please describe.

What is your monthly expense?

21. What (if any) computer based training (CBT) software do you use?

22. Would you like ACDI to send you a copy of our report when it is completed?

**A COPY OF THIS FORM WILL BE FILLED OUT FOR EACH TYPE OF
COMPUTER SOFTWARE USED**

Type of Software Package _____
(e.g. accounting, database, operations, communications)

1. Name of Software Package: _____
2. Version of the Package: _____
3. When did you purchase the package: _____
4. Name of the software developer: _____
5. Name of the vendor from whom you purchased the software: _____
6. How much did the software package cost? _____
7. How would you describe the software package (Choose one):
 Off the Shelf
 Modified
 Customized
8. In what language is the software written (source language)?
9. If applicable, please list the modules available with the package (i.e. for an accounting package modules may include: general ledger, accounts payable, patronage, etc.):
10. If applicable, please list the modules that you utilize:
11. Please describe the hardware (type of computer, memory capacity, disk capacity, etc.) on which the software is used.
12. What operating system drives the hardware on which you use the software?
13. Can more than one operator access the software at one time? _____
If yes, how many operators can access the software at one time? ____
14. Was a source code book provided with the software? _____

25. Please describe the weaknesses of the software?

26. If developed in-house, would you be willing to donate or sell a copy of the software to a nonprofit like ACDI for use by cooperatives in developing countries?

27. Please provide any other comments about the program:

28. Are you aware of any other software packages that perform the same function?
If yes, please name.

29. Why did you choose the package you are now using over the other packages you named?

APPENDIX B

LIST OF COOPERATIVES INCLUDED IN SAMPLE

Agmax, Inc.....	31
Agriland Cooperative.....	31
Agway, Inc.....	31
Akron Agway	31
Alabama Farmers Cooperative, Inc.....	32
Atlantic Breeders Cooperative.....	32
Basin Co-op	32
Blue Diamond Growers.....	32
Bradley Farmers Co-op	33
Butler Landmark Cooperative	33
CENEX/Land O' Lakes.....	33
Clinton Landmark Co-op	33
Copiah County Co-op.....	34
Cottonwood Farmers Elevator	34
Countrymark, Inc.....	34
Crestland Farmers Cooperative	34
Danco Prairie FS Cooperative.....	35
Dane County Farmers Union Co-op.....	35
Durand Cooperatives	35
Ellendale Co-op.....	35
Equity Cooperative Livestock Sales Assoc.....	36
Farmers Co-op	36
Farmers Co-op Gin.....	36
Gold Kist Inc.....	36
Growmark, Inc.....	37
Harvest States Cooperatives.....	37
Henderson Farmers Co-op	37
Indiana Farm Bureau Co-op Assoc.....	37
Jefferson County Farmco.....	38
Kewaunee Co-op	38
Knox Farmers Co-op.....	38
Louisiana Sugar Cane Producers, Inc.....	38
Madison County Farm Bureau.....	39
Maine Potato Growers, Inc.....	39
McFarland Co-op Gin.....	39
MFC Services	39
Minot Co-op.....	40
Monroe Farmers Co-op	40
Monte Vista Co-op.....	40
Montrose Consumer Oil Co-op	40
Northland Co-op.....	41
Olive Growers Council of California.....	41
Oregon Cherry Growers, Inc.....	41
Polk County Farmers Co-op	41
Poultreymens' Cooperative.....	42
Progressive Farmers Cooperative.....	42
Rice Growers Association of California	42
Salol Farmers Union Co-op Elevator.....	42
Seald-Sweet Growers, Inc.....	43

Seymour Cooperative	43
Southern Farmers Association	43
Southern States Cooperative, Inc.	43
Southwest Grain Co-op	44
Sun-Diamond Growers of California.....	44
Sunrise Co-op	44
Tennessee Farmers Cooperative	44
Three Rivers Farm Supply.....	45
Tomorrow Valley Co-op Services	45
Triline Cooperative	45
Universal Cooperatives, Inc.	45
Upstate Milk Cooperative, Inc.	46
Valdosta Feed Mill	46
Wilco Farmers Co-op	46

Agmax, Inc.

111 South Jackson

Frankfurt, IN 46041

Type of Co-op: Local (Farm Supply) *Affiliation:* Independent

Contact 1: Steve Dunlop (317) 659-3334

Contact 2:

Contact 3:

Agreed to Participate? yes

Agriland Cooperative

P.O. Box 468

Fond du Lac, WI 54936

Type of Co-op: Local (Farm Supply) *Affiliation:* Farmland

Contact 1: Harris Kotter (414) 922-3220

Contact 2:

Contact 3:

Agreed to Participate? yes

Agway, Inc.

P.O. Box 4933

Syracuse, NY 13221-4933

Type of Co-op: Regional (Centralized) *Affiliation:*

Contact 1: Dick McCarthy (315) 449-7860

Contact 2:

Contact 3:

Agreed to Participate? yes

Akron Agway

Akron, NY

Type of Co-op: Local *Affiliation:* Agway

Contact 1: Greg Brown (716) 542-2781

Contact 2:

Contact 3:

Agreed to Participate? no

Alabama Farmers Cooperative, Inc.

Decatur, AL

Type of Co-op: Regional *Affiliation:*

Contact 1: Wayne Holt (205) 353-6843

Contact 2:

Contact 3:

Agreed to Participate? didn't return call

Atlantic Breeders Cooperative

1575 Apollo Drive

Lancaster, PA 17601

Type of Co-op: Artificial Insemination *Affiliation:*

Contact 1: Doug Roehm (717) 569-0413

Contact 2:

Contact 3:

Agreed to Participate? yes

Basin Co-op

P.O. Box 697

Durango, CO 81302

Type of Co-op: Local (Farm Supply) *Affiliation:* Independent

Contact 1: Natalie Greer (303) 247-3066

Contact 2:

Contact 3:

Agreed to Participate? yes

Blue Diamond Growers

P.O. Box 1768

Sacramento, CA 95812

Type of Co-op: Marketing-Nuts *Affiliation:*

Contact 1: (916) 442-0771

Contact 2:

Contact 3:

Agreed to Participate? yes

Bradley Farmers Co-op

2615 Blue Springs Rd.

Cleveland, TN 37311

Type of Co-op: Local (Farm Supply) *Affiliation:* Tennessee Farmers Co-op

Contact 1: Charlotte Hendrick (615) 472-3239

Contact 2:

Contact 3:

Agreed to Participate? yes

Butler Landmark Cooperative

Hamilton, OH

Type of Co-op: Local (Farm Supply) *Affiliation:* Countrymark

Contact 1: Jim McGlaughlin (513) 863-1414

Contact 2:

Contact 3:

Agreed to Participate? yes

CENEX/Land O' Lakes

P.O. Box 64089

St. Paul, MN 55164

Type of Co-op: Regional *Affiliation:*

Contact 1: Keith Lovrins (612) 451-5151

Contact 2: Gary Hodge (612) 481-2481

Contact 3:

Agreed to Participate? yes

Clinton Landmark Co-op

Box 512

Wilmington, OH 45177

Type of Co-op: Local (Farm Supply) *Affiliation:* Countrymark

Contact 1: Steve Vincent (513) 382-1633

Contact 2:

Contact 3:

Agreed to Participate? yes

Copiah County Co-op

Hazelhurst, MS

Type of Co-op: Local *Affiliation:* MFC Services

Contact 1: Maurice Pierce (601) 894-1231

Contact 2:

Contact 3:

Agreed to Participate? didn't return call

Cottonwood Farmers Elevator

Cottonwood, MN

Type of Co-op: Local *Affiliation:*

Contact 1: Rob (507) 423-5412

Contact 2:

Contact 3:

Agreed to Participate? no

Countrymark, Inc.

P.O. Box 1206

Delaware, OH 43015-1206

Type of Co-op: Regional *Affiliation:*

Contact 1: Larry Brenner (614) 548-8200

Contact 2: Gary Jackson (614) 548-8274

Contact 3: Pat Widden (614) 548-8276

Agreed to Participate? yes

Crestland Farmers Cooperative

P.O. Box 329

Creston, IA 50801

Type of Co-op: Local (Farm Supply) *Affiliation:* Independent

Contact 1: Doug Bailey (515) 782-6411

Contact 2:

Contact 3:

Agreed to Participate? yes

Danco Prairie FS Cooperative

5371 Farmco Drive

Madison, WI 53718

Type of Co-op: Local (Farm Supply) *Affiliation:* Growmark

Contact 1: Stanley Tobias (608) 241-4181

Contact 2:

Contact 3:

Agreed to Participate? yes

Dane County Farmers Union Co-op

203 W. Cottage Grove

Cottage Grove, WI 53527

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Mark Tormey (608) 839-4511

Contact 2: Bernie Heit (608) 839-4511

Contact 3:

Agreed to Participate? yes

Durand Cooperatives

P.O. Box 160

Durand, WI 54725

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Doug Bauer (715) 672-8947

Contact 2: Rob (715) 672-8947

Contact 3: Vicki (715) 672-8947

Agreed to Participate? yes

Ellendale Co-op

Box 33

Ellendale, MN 56026

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Wayne Shimack (507) 684-3511

Contact 2:

Contact 3:

Agreed to Participate? yes

Equity Cooperative Livestock Sales Assoc.

Rt. 3, Box 48

Baraboo, WI 53913-9000

Type of Co-op: Marketing-Livestock *Affiliation:*

Contact 1: Becky Knull (608) 356-8311

Contact 2:

Contact 3:

Agreed to Participate? yes

Farmers Co-op

Farmhamville, IA

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Dennis Erickson (515) 544-3212

Contact 2:

Contact 3:

Agreed to Participate? yes

Farmers Co-op Gin

Buttonwillow, CA

Type of Co-op: Local (Cotton Gin) *Affiliation:*

Contact 1: Janice Alvidersa (805) 764-5251

Contact 2:

Contact 3:

Agreed to Participate? yes

Gold Kist Inc.

P.O. Box 2210

Atlanta, GA 30301

Type of Co-op: Regional Centralized *Affiliation:*

Contact 1: Doug Winnette (404) 393-5000

Contact 2: Drew Liddell (404) 393-5200

Contact 3:

Agreed to Participate? yes

Growmark, Inc.

1701 Towanda Ave.

Bloomington, IL 61701

Type of Co-op: Regional

Affiliation:

Contact 1: John Tucker (309) 557-6219

Contact 2: Steve Pollitt (309) 557-6030

Contact 3:

Agreed to Participate? yes

Harvest States Cooperatives

1667 N. Snelling

St. Paul, MN 55164

Type of Co-op: Regional

Affiliation:

Contact 1: Doug Hillstrom (612) 641-6340

Contact 2:

Contact 3:

Agreed to Participate? yes

Henderson Farmers Co-op

P.O. Box 359

Lexington, TN 38351

Type of Co-op: Local (Farm Supply)

Affiliation: Tennessee Farmers Co-op

Contact 1: Cathy Blankenship (901) 968-2087

Contact 2:

Contact 3:

Agreed to Participate? yes

Indiana Farm Bureau Co-op Assoc.

950 N. Meridian Street

Indianapolis, IN 46204

Type of Co-op: Regional

Affiliation:

Contact 1: Ed Bryan (317) 685-3101

Contact 2:

Contact 3:

Agreed to Participate? yes

Jefferson County Farmco

Jefferson, WI

Type of Co-op: Local *Affiliation:* Growmark

Contact 1: Bill Pranga (414) 674-7000

Contact 2:

Contact 3:

Agreed to Participate? no

Kewaunee Co-op

331 Cedar Street

Luxemburg, WI 54217

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Marie Halapa (414) 845-2331

Contact 2:

Contact 3:

Agreed to Participate? yes

Knox Farmers Co-op

816 Willow Street

Knoxville, TN 37915

Type of Co-op: Local (Farm Supply) *Affiliation:* Tennessee Farmers Co-op

Contact 1: Sharon Sartin (615) 523-3140

Contact 2:

Contact 3:

Agreed to Participate? yes

Louisiana Sugar Cane Producers, Inc.

P.O. Box 467

Baldwin, LA 70514

Type of Co-op: Marketing-Cane Sugar *Affiliation:*

Contact 1: (318) 276-4005

Contact 2:

Contact 3:

Agreed to Participate? incomplete

Madison County Farm Bureau

Anderson, TN

Type of Co-op: Local (Farm Supply) *Affiliation:* Indiana Farm Bureau

Contact 1: Don Golden (317) 643-6639

Contact 2:

Contact 3:

Agreed to Participate? yes

Maine Potato Growers, Inc.

P.O. Box 271

Presque Isle, ME 04769

Type of Co-op: Marketing-Potatos *Affiliation:*

Contact 1: ((207) 764-3131

Contact 2:

Contact 3:

Agreed to Participate? no

McFarland Co-op Gin

McFarland, CA

Type of Co-op: Marketing-Cotton *Affiliation:*

Contact 1: Hartford Smith (805) 792-3134

Contact 2:

Contact 3:

Agreed to Participate? no

MFC Services

P.O. Box 500

Madison, MS 39130

Type of Co-op: Regional *Affiliation:*

Contact 1: Carey Lambert (601) 856-2400

Contact 2:

Contact 3:

Agreed to Participate? yes

Minot Co-op

Minot, ND
Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex
Contact 1: LaRue Templeton (701) 852-2501
Contact 2:
Contact 3:
Agreed to Participate? yes

Monroe Farmers Co-op

Anderson Street
Madisonville, TN 37354
Type of Co-op: Local (Farm Supply) *Affiliation:* Tennessee Farmers Co-op
Contact 1: Betty Wilson (615) 442-2407
Contact 2:
Contact 3:
Agreed to Participate? yes

Monte Vista Co-op

P.O. Box 111
Monte Vista, CO 81144
Type of Co-op: Local (Farm Supply) *Affiliation:* Farmland
Contact 1: Norma (719) 852-5181
Contact 2:
Contact 3:
Agreed to Participate? yes

Montrose Consumer Oil Co-op

131 Main Street
Montrose, CO 81401
Type of Co-op: Local (Supply) *Affiliation:*
Contact 1: Kate (803) 249-5343
Contact 2:
Contact 3:
Agreed to Participate? yes

Northland Co-op

Lime Springs, IA

Type of Co-op: Local (Farm Supply) *Affiliation:* Independent

Contact 1: Kathy LLoy (319) 566-2231

Contact 2:

Contact 3:

Agreed to Participate? yes

Olive Growers Council of California

121 East Main Street

Visalia, CA 93291

Type of Co-op: Marketing - /Broker-Olives *Affiliation:*

Contact 1: Adam Hester (209) 734-1710

Contact 2:

Contact 3:

Agreed to Participate? yes

Oregon Cherry Growers, Inc.

P.O. Box 7357

Salem, OR 97303

Type of Co-op: Marketing-Cherries *Affiliation:*

Contact 1: Steve Johnson (503) 296-5487

Contact 2:

Contact 3:

Agreed to Participate? yes

Polk County Farmers Co-op

Rickreall, OR 97331

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/Cenex

Contact 1: Larry Crook (503) 623-2363

Contact 2:

Contact 3:

Agreed to Participate? yes

Poultreymens' Cooperative

Riverside, CA

Type of Co-op: Local (Feed Supply) *Affiliation:* Independent

Contact 1: Chester Heissey (714) 686-5270

Contact 2:

Contact 3:

Agreed to Participate? yes

Progressive Farmers Cooperative

DePere, WI

Type of Co-op: Local *Affiliation:*

Contact 1: John Schmidt (414) 336-6449

Contact 2:

Contact 3:

Agreed to Participate? didn't return call

Rice Growers Association of California

P.O. Box 95805

Sacramento, CA 95805

Type of Co-op: Marketing-Rice *Affiliation:*

Contact 1: Jack Kenward (916) 371-6941

Contact 2:

Contact 3:

Agreed to Participate? yes

Salol Farmers Union Co-op Elevator

P.O. Box 178

Roseau, MN 56751

Type of Co-op: Local (Grain Elevator) *Affiliation:* Harvest States

Contact 1: Layton Wahl (218) 463-1955

Contact 2: Jim (218) 463-1955

Contact 3:

Agreed to Participate? yes

Seald-Sweet Growers, Inc.

P.O. Box 2349

Tampa, FL 33601

Type of Co-op: Marketing-Fruit

Affiliation:

Contact 1: Don Hilton (813) 223-7441

Contact 2:

Contact 3:

Agreed to Participate? yes

Seymour Cooperative

P.O. Box 158

Seymour, WI 54165

Type of Co-op: Local (Farm Supply)

Affiliation: Land O' Lakes/Cenex

Contact 1: Sue Keyzers (414) 833-2349

Contact 2:

Contact 3:

Agreed to Participate? yes

Southern Farmers Association

P.O. Box 5489

North Little Rock, AK 72119

Type of Co-op: Regional

Affiliation:

Contact 1: Len Hessner (501) 945-2371

Contact 2:

Contact 3:

Agreed to Participate? yes

Southern States Cooperative, Inc.

6606 W. Broad Street

Richmond, VA 23260

Type of Co-op: Regional

Affiliation:

Contact 1: Susan Shockley (804) 281-1389

Contact 2:

Contact 3:

Agreed to Participate? yes

Southwest Grain Co-op

P.O. Box 68

Gladstone, ND 58630

Type of Co-op: Local (Grain Elevator) *Affiliation:* Harvest States

Contact 1: Les Keator (701) 225-6212

Contact 2:

Contact 3:

Agreed to Participate? yes

Sun-Diamond Growers of California

P.O. Box 9024

Pleasanton, CA 94566

Type of Co-op: Secondary-Marketing Nuts/Fruits *Affiliation:*

Contact 1: Tim Hanrahan (415) 463-8200

Contact 2:

Contact 3:

Agreed to Participate? yes

Sunrise Co-op

Norwalk, OH

Type of Co-op: Local (Farm Supply) *Affiliation:* Countrymark

Contact 1: Doug Bahnsen (419) 668-3336

Contact 2:

Contact 3:

Agreed to Participate? no

Tennessee Farmers Cooperative

P.O. Box 3003

LaVergne, TN 37086

Type of Co-op: Regional *Affiliation:*

Contact 1: Ed Gore (615) 793-8011

Contact 2: Charles Atkins (615) 793-8437

Contact 3:

Agreed to Participate? yes

Three Rivers Farm Supply

P.O. Box 1570

Ferriday, LA 71334

Type of Co-op: Local (Farm Supply) *Affiliation:* MFC Services

Contact 1: Betty Barnett (318) 336-4292

Contact 2:

Contact 3:

Agreed to Participate? yes

Tomorrow Valley Co-op Services

961 Depot Street

Manawa, WI 54949

Type of Co-op: Local (Farm Supply) *Affiliation:* Land O' Lakes/CENEX

Contact 1: Scott Eithun (414) 596-3303

Contact 2:

Contact 3:

Agreed to Participate? yes

Triline Cooperative

Clarkfield, MN

Type of Co-op: Local (Farm Supply) *Affiliation:* Independent

Contact 1: Sue (612) 669-7501

Contact 2:

Contact 3:

Agreed to Participate? yes

Universal Cooperatives, Inc.

7801 Metro Parkway

Bloomington, MN 55425

Type of Co-op: Secondary-Suuply *Affiliation:*

Contact 1: Darrel Tollefson (612) 854-0800

Contact 2:

Contact 3:

Agreed to Participate? yes

Upstate Milk Cooperative, Inc.

7115 W. Main Street

LeRoy, NY 14482

Type of Co-op: Marketing-Milk

Affiliation:

Contact 1: ((716) 768-2247

Contact 2:

Contact 3:

Agreed to Participate? no

Valdosta Feed Mill

P.O. Box 340

Valdosta, GA 31601

Type of Co-op: Feed Mill Owned by Regional

Affiliation: Goldkist

Contact 1: Shirley Wright (912) 244-9350

Contact 2:

Contact 3:

Agreed to Participate? yes

Wilco Farmers Co-op

P.O. Box 258

Mount Angel, OR 97362

Type of Co-op: Local (Farm Supply)

Affiliation: Independent

Contact 1: Bob Manley (503) 845-6122

Contact 2:

Contact 3:

Agreed to Participate? yes

DISCLAIMER:

ACDI has not tested nor do we recommend any of the software or equipment mentioned in this report. Any product information contained within this report is there to provide the reader with additional information about what types of software and services are available in the United States.

APPENDIX C

INFORMATION ON SOFTWARE PACKAGES

Accounting Software Packages

Agris Sales Accounting and Patronage.....	48
Avant's Feed Manufacturers Accounting System.....	48
Blue Diamond Combination.....	49
Burke Cooperative Accounting System.....	49
CENTRA.....	50
Crestland Control Systems.....	50
Farmland Data Systems.....	51
FARMS, PATRON, Red Wing.....	51
Great Plains (CENEX).....	52
Grossman and Associates Professional Accountant.....	52
Growmark IMS 200.....	53
Harvest States Coop Data Bank.....	53
Indiana Farm Bureau Co-op Accounting.....	54
Mattehorn.....	54
MCS Accounting Package.....	55
NCR's Manufacturing Accounting Package.....	55
PDS Agri-Business System.....	56
RealWorld.....	56
RealWorld (MFC).....	57
Southware and TFC.....	57
SRE Co-op Accounting System.....	58
Udenberg.....	58
Versyss.....	59

Operations Software

AgriData.....	60
AgriSource.....	60
AMPS Feed Formulation.....	61
Brill Feed Rationing.....	61
Compulize (Crop).....	62
Crop Profit Analysis.....	62
FERTCOST.....	63
Fertilizer Blending Program.....	63
GrowFax Fertilizer.....	64
Linear Mate Match.....	64
Nutra Beef.....	65
Proware Programs.....	65
Spartan Dairy Ration Evaluator.....	66
TVA Least Cost.....	66

Program Name: **Agris Sales Accounting and Patronage**

Vendor Name: John Schmidt
Beacon Systems Corporation
8700 W. 36th Street, St
Minneapolis, MN 55426
(612) 933-5580

Price: \$10,500-\$14,500

Machine Platform/Type: Micro PC/PS2/PC Network

Description:

The package offers an automated journal entry system, a general ledger, accounts receivable, accounts payable, inventory control reporting, payroll, invoicing capabilities, sales/purchases reporting, order entry and patronage. A commodities management system and a fertilizer blending system are also available. The package can accommodate more than one user. The package is an off-the-shelf package written in Basic. A language translator to convert the package into languages other than English is available for approximately \$10,000. The package is being used by the Valdosta Feed Mill.

Program Name: **Avant's Feed Manufacturers Accounting System**

Vendor Name: Bill Gilmer
Avant Computer Associates, In
102 Powers Ferry Road
Marietta, GA 30067
(404) 977-7255

Price: \$13,500

Machine Platform/Type: Micro PC/PC Network

Description:

The package is an integrated accounting package. It offers a general ledger, order entry, invoicing, inventory, accounts payable, accounts receivable, payroll and patronage. The package can accommodate more than one user. The package is designed to run on any microcomputer that is IBM-PC compatible with at least 512kb memory, a hard disk with a capacity of at least 10 megabytes and a printer with a print width capacity of at least 130 characters. The package is written in Data Flex. It is an off-the-shelf package. The package is being used by the Poultrymen's Cooperative.

Program Name: Blue Diamond Combination

Vendor Name:

Price: ?

Machine Platform/Type: Mainframe IBM 3083

Description:

The package was developed in-house by Blue Diamond. It is written in COBOL.

Program Name: Burke Cooperative Accounting System

**Vendor Name: Cliff Burke
Burke Projects Co.
1234 N. 25th Street
Fort Dodge, IA 50501
(515) 576-4437**

Price: \$8,000-\$15,000

Machine Platform/Type: Micro PC/PC Network

Description:

The Burke Cooperative Accounting System has been used by cooperatives for almost 20 years. The system was designed for cooperatives. The package includes: general ledger, budget, accounts payable, accounts receivable, payroll, inventory, fixed assets and patronage. Options include a remote system and Local Area Networks. Minimum hardware requirements are: 512kb memory, 20mb hard drive, 2 floppy disk drives and a 132 column printer. The package can accommodate more than one user. The package is written in Workstation Basic. Source Code is provided to customers allowing them to modify the program. The vendor is willing to modify the package according to the customer's needs. The system is being used by Basin Co-op.

Program Name: CENTRAX

Vendor Name:

Price: ?

Machine Platform/Type: Mainframe PC

Description:

CENTRAX is an accounting system developed by CENEX for its member cooperatives. Data is transmitted to CENEX via telephone lines and is processed by CENEX's mainframe. The package can accommodate more than one user. The package is used by Ellendale Cooperative.

Program Name: Crestland Control Systems

Vendor Name: Doug Bailey
Farmers Cooperative Co.
Box 329
Creston, IA 50801
(515) 782-6411

Price: \$35,000

Machine Platform/Type: Mini IBM 36 and AS 400

Description:

The package was developed by Farmers Cooperative Co. of Creston, Iowa. The package offers: grain, point of sale, accounts receivable, payroll, general ledger and inquiry, accounts payable, inventory, purchase orders, PIK certificates, fixed assets, sales reports, equity, notes payable and patronage. The package is written in RPG II and RPG III. Minimum hardware requirements are: a System 36 or AS 400 with 1 mb of memory and 100 mb hard drive. The package can accommodate more than one user. Source code is provided to customers allowing them to modify the package in-house. Cooperatives using the package include: Crestland Farmers Cooperative, Farnhamville Farmers Cooperative and Northland Cooperative.

Program Name: Farmland Data Systems

Vendor Name: Roger Graham
Farmland Data Services
P.O. Box 1667
Hutchison, KS 67504
(800) 525-6754

Price: \$6,000-\$21,000

Machine Platform/Type: Mini IBM 36

Description:

The package developed by Farmland Industries includes: general accounting, payroll, accounts payable, accounts receivable, grain accounting, fuel cards, point of sale, financial statements, perpetual inventory, patronage and equity accounting. Minimum hardware requirements include an IBM System 36. The package can accommodate more than one user. The source code for the package is COBOL. The package is being used by Agriland Cooperative.

Program Name: FARMS, PATRON, Red Wing

Vendor Name: John Schmidt
Beacon Systems Corporation
8700 W. 36th Street, St
Minneapolis, MN 55426
(612) 933-5580

Price: \$6,350

Machine Platform/Type: Micro PC/PS2/PC Network

Description:

The package is a hybrid made up of systems from Beacon Systems Corp. and Red Wing. The package includes a general ledger, payroll, order and sales processing, inventory control, accounts receivable, customer statements, audit reports, accounts payable, patronage and equity. Blend accounting for feed, fertilizer and seed is also available. The package was designed to operate on IBM PC, PS/2 and compatible hardware with a minimum of 256kb memory and 20mb hard disk. The package can accommodate more than one user. The package is an off-the-shelf package written in Basic. Approximately 70 cooperatives use the package including Kewaunee Cooperative and Seymour Cooperative.

Program Name: Great Plains (CENEX)

Vendor Name: CENEX

Price: ?

Machine Platform/Type: Micro PC

Description:

The package was developed by Great Plains for use by CENEX member cooperatives. The package includes: inventory, general ledger, point of sale, accounts payable, accounts receivable, report writing, and payroll. Cooperatives must transmit to CENEX via telephone once a month for patronage.

Program Name: Grossman and Associates Professional Accountant

Vendor Name: Jeff Davis
Grossman and Associates
5 Dunlap Court
Savoy, IL 61874
(217) 398-1978

Price: \$12,000-\$26,000

Machine Platform/Type: Micro PC/PC Network

Description:

The general accounting package includes: general ledger, accounts payable, payroll processing, patronage processing, accounts receivable, inventory control, collection management, cardrol processing and point-of-sale. Grossman also offers a grain accounting package that includes: customer accounts payable, inventory and position, purchases, sales, grain bank, generic certificate, grain merchandising and futures. The packages are designed to run on IBM compatible pc's and networking systems with a minimum of 640kb memory and a 70mb hard drive. The packages are off-the-shelf but Grossman will modify the package based on customer needs. The source code for the packages is COBOL. Cooperatives using the package include: Durand Cooperatives, Polk County Farmers Cooperative and Wilco Farmers Cooperative.

Program Name: Growmark IMS 200

Vendor Name: Steve Pollitt
Growmark, Inc.
P.O. Box 2500
Bloomington, IL 61702
(309) 557-6030

Price: annual fee for service

Machine Platform/Type: Mini/Micro Honeywell

Description:

The package was developed by Growmark for use by its member cooperatives. It is a complete accounting package written in COBOL. Locals submit data batches to Growmark via direct dial-up. Growmark processes the data and transmits back to the local which prints out reports. An IBM compatible pc is required at the local level. Cooperatives using the system include Danco Prairie FS Cooperative.

Program Name: Harvest States Coop Data Bank

Vendor Name: Doug Hillstrom
Harvest States Cooperatives
1667 N. Snelling
St. Paul, MN 55164
(612) 641-6340

Price: \$20,000 or \$700 per month lease

Machine Platform/Type: Mini IBM 36 and AS 400

Description:

The package was developed by Harvest States Cooperative and designed for cooperative grain elevators. The package includes: general ledger, accounts receivable, patronage dividend ledger, bank account reconciliation, payroll, perpetual inventory, accounts payable, sales analysis, bill of materials and complete grain accounting. The package is off-the-shelf. The source language is COBOL. The package is designed to run on an IBM System 36 or AS 400. Cooperatives using the package include: Salol Farmers Union Cooperative Elevator and Southwest Grain Cooperative.

Program Name: Indiana Farm Bureau Co-op Accounting

Vendor Name: Ed Bryan
Indiana Farm Bureau Co-op As
950 N. Meridian St.
Indianapolis, IN 46204
(317) 685-3101

Price: \$18,000-\$20,000

Machine Platform/Type: Mini IBM 36

Description:

The package is a complete, off-the-shelf accounting package developed by the Indiana Farm Bureau Cooperative Association for use by its local cooperatives. The package requires an IBM System 36. Local cooperatives send data on diskettes to regional for processing sales and patronage. The package is written in RPGII. Cooperatives using the package include Madison County Farm Bureau.

Program Name: Mattehorn

Vendor Name: Harland
Rochester, MN
(507) 281-4774

Price: \$30,000

Machine Platform/Type: Mini IBM 36

Description:

The package is a modifiable accounting package written in RPG II. The package includes: general ledger, payroll, accounts receivable, accounts payable, inventory and patronage. The Monte Vista Cooperative uses the package.

Program Name: MCS Accounting Package

Vendor Name: Duane Sorby
Mid-States Computer Systems,
6110 Blue Circle Drive,
Minnetonka, MN 55343
(612) 933-6689

Price: \$15,000 or \$1500/year service contract

Machine Platform/Type: Mini Unisys

Description:

The package includes: general ledger, accounts payable, accounts receivable, equity, financial reports, inventory, grain system, payroll, equity and patronage. The package is written in COBOL and is off-the-shelf. The package is designed to run on the Unisys mini-computer which provides multi-user capabilities. Approximately 80 cooperatives, including Triline Cooperative, are using the package.

Program Name: NCR's Manufacturing Accounting Package

Vendor Name:

Price:

Machine Platform/Type: Mainframe

Description:

The package which is being used by Universal Cooperatives, Inc. is designed to run on a mainframe computer.

Program Name: PDS Agri-Business System

Vendor Name: Jeff Eriksen
Professional Data Services, Inc
P.O. Box 2044
Hutchinson, KS 67504
(313) 663-5282

Price: \$5,000-\$20,000

Machine Platform/Type: Micro PC and PS/2

Description:

The package is a modular system that includes: general ledger, accounts receivable, complete grain management, payroll, accounts payable, check reconciliation, perpetual inventory, point of sale, fixed assets, volume statements, patronage and equity, sales analysis, investment system, keytrol and cardtrol. The package is written in EDL. It is designed to run on an IBM PS/2. It can accommodate more than one user. Over 140 cooperatives use the package.

Program Name: RealWorld

Vendor Name: Mike Ray
Advance Equipment, Inc.
P.O. Box 23115
Chattanooga, TN 37422
(615) 899-1490

Price: \$7,000

Machine Platform/Type: Micro PC

Description:

The RealWorld includes: accounts payable, accounts receivable, inventory control, payroll, point of sale, and general ledger. The package operates on an IBM compatible pc and can accommodate more than one user. It is an off-the-shelf package written in COBOL. Cooperatives using the package have either developed their own patronage module or have relied on a patronage module developed by a regional cooperative. Cooperatives using the package include: Agmax, Inc., Bradley Farmers Cooperative, Farmers Cooperative Gin and Monroe Farmers Cooperative.

Program Name: RealWorld (MFC)

Vendor Name: Carey Lambert
MFC Services
P.O. Box 500
Madison, MS 39130
(601) 856-2400

Price: \$3,000 (\$500 per module)

Machine Platform/Type: Micro PC

Description:

The package is a combination of the RealWorld Accounting package and a patronage module developed by MFC Services. The package is off-the-shelf and operates on an IBM compatible pc. The Three Rivers Farm Supply Cooperative uses the package.

Program Name: Southware and TFC

Vendor Name: Ed Gore
Tennessee Farmers Cooperative
P.O. Box 3003
LaVergne, TN 37086
(615) 793-8011

Price: \$10,000

Machine Platform/Type: Micro PS/2

Description:

The package includes point of sale and patronage modules developed by the Tennessee Farmers Cooperative and general ledger, accounts receivable, accounts payable and payroll developed by Southware, Inc. The package is written in COBOL and operates on an IBM PS/2. It is an off-the-shelf package designed for multi-users. Cooperatives are required to go on-line with TFC for patronage. Cooperatives using the package include: Henderson Farmers Cooperative and Knox Farmers Cooperative.

Program Name: SRE Co-op Accounting System

Vendor Name: Neal Havermal
Farmer's Software Association
P.O. Box 660
Fort Collins, CO 80522
(800) 237-4182

Price: \$8,000-\$12,500

Machine Platform/Type: Micro PC/PC network

Description:

The package was assembled by Scott Eithun of Tomorrow Valley Cooperative Services. The package is a hybrid consisting of a general ledger, accounts payable and payroll developed by SBT Corporation and sales ticket entry, accounts receivable, inventory, patronage and equity developed by Eithun. The package is written in D-Base and can be modified to suit the customer's needs. The package requires an IBM compatible pc with at least a 640kb memory and a 30mb hard drive. The package can accommodate more than one user. The package has been recommended by Neal Havermal of the Farmer's Software Association. Seven cooperatives are using the package including: Montrose Oil Cooperative and Tomorrow Valley Cooperative Services.

Program Name: Udenberg

Vendor Name: Paul Hawes
Udenberg & Associates, Inc.
107 Wood Lake Drive, S
Rochester, MN 55904
(507) 288-7525

Price: \$25,000-\$160,000 for total system (including AS)

Machine Platform/Type: Mini IBM 36 and AS 400

Description:

The package is an integrated accounting package which includes: general ledger, counter invoicing, inventory, accounts receivable, payroll, accounts payable, grain, petroleum, patronage, fertilizer and feed. The program is written in RPG II. Source code is provided to the customer allowing for in-house modification. The package is designed for a multi-user system with IBM System 36 or AS 400 hardware. Cooperatives using the package include: Dane County Farmers Union Cooperative and Clinton Landmark Cooperative.

Program Name: **Versyss**

Vendor Name:

Price: .

Machine Platform/Type: **Mainframe** **Versyss 8086**

Description:

The Versyss accounting package is a proprietary package designed to operate on the Versyss 8086. The package is used by the Southern Farmers Association.

Program Name: AgriData
Vendor Name: Drew Lidell
Gold Kist
P.O. Box 2210
Atlanta, GA 30301

Price: ?

Machine Platform/Type: PC

Description:

AgriData is a least cost ration package used by GoldKist, Inc. By being on-line with Goldkist, local stores can obtain information on feed mixing formulas.

Program Name: AgriSource
Vendor Name: Jim Boyke
CENEX/Land O'Lakes
P.O. Box 64089
St. Paul, MN 55164
(612) 451-4538

Price: \$600-\$700

Machine Platform/Type: Micro PC

Description:

AgriSource is a fertilizer mixing package sold by CENEX/Land O' Lakes to its member cooperatives.

Program Name: AMPS Feed Formulation

Vendor Name: David Toalson
Farmland Industries, Inc.
P.O. Box 7305
Kansas City, MO 64116
(816) 459-5510

Price: \$1,500 (\$2,500)

Machine Platform/Type: Micro PC

Description:

AMPS (Animal Management and Projection System) was developed by Farmland Industries, Inc. to run on IBM compatible pcs. The package includes: least cost formulations of livestock feeds; least cost of gain for beef feeds; least cost of milk production for dairy feeds; pricing of ingredients; grinder/mixer mix sheets; beef projection/breakeven/incost reports; swine projection/breakeven/incost reports; and dairy projection reports. The minimum computer hardware necessary for operating the package is: an IBM compatible pc with a 10mb hard drive, 512kb memory and a printer.

Program Name: Brill Feed Rationing

Vendor Name: Brill
Atlanta, GA

Price:

Machine Platform/Type: Micro

Description:

Brill is a feed mixing package used by Goldkist. Local stores send information via mail to Goldkist, Goldkist runs the program and sends formulas back to the local store.

Program Name: Compulize (Crop)

Vendor Name: Jack Bonniwell
HCI Connecting Point
555 third Ave, NW
Hutchinson, MN 55350
(612) 587-2940

Price: \$995-\$6,000

Machine Platform/Type: Micro PC/PC network

Description:

Comulize is a line of software developed by HCI Connecting Point for fertilizer/chemical dealers. The package includes: fertilizer formulation, soil/crop history, and soil test recommendation. Hardware requirements are: an IBM or compatible pc with a 512kb memory, a hard drive and a printer. Cooperatives using the package include Durand Cooperatives.

Program Name: Crop Profit Analysis

Vendor Name: Gary Jackson
Countrymark, Inc.
P.O. Box 1206
Delaware, OH 43015
(614) 548-8200

Price: \$150

Machine Platform/Type: Micro PC

Description:

Crop Profit Analysis is a package developed by Countrymark for its member cooperatives. The package enables cooperatives to: keep farm, field and soil test records; make seed, fertilizer and pesticide suggestions; compute crops profitability; and summarize input needs for the whole farm unit.

Program Name: FERTCOST

**Vendor Name: Carey Lambert
MFC Services
P.O. Box 500
Madison, MS 39130
(601) 856-2400**

Price: 50

Machine Platform/Type: Micro PC

Description:

FERTCOST is a least cost fertilizer mixture package developed by Mississippi Cooperative Extension and modified by MFC Services for use by its members. The program determines the least cost mixture of fertilizer materials which provides a given minimum N-P-K analysis per acre. The package runs on an compatible pc. Cooperatives using the package include: Bradley Cooperative, Copiah County Cooperative, Henderson Cooperative, MFC Services, and Monroe County Cooperative.

Program Name: Fertilizer Blending Program

**Vendor Name: Gary Jackson
Countrymark, Inc.
P.O. Box 1206
Delaware, OH 43015
(614) 548-8200**

Price:

Machine Platform/Type: Micro PC

Description:

Fertilizer Blending Program was developed by Countrymark for use by its member cooperatives. The package provides fast, non-stored suggestions for crop fertility and provides fertilizer mixture formulas.

Program Name: **GrowFax Fertilizer**

Vendor Name: **Doug Packer**
Farmland Industries, Inc.
P.O. Box 7305
Kansas City, MO 64116
(816) 459-6168

Price:

Machine Platform/Type: **Micro PC**

Description:

GrowFax is a fertilizer mixing package developed by Farmland Industries, Inc. for use by member cooperatives. The program runs on an IBM compatible pc. The program keeps records on each customers fertilizer usage. Cooperatives using the program include Agriland Cooperative.

Program Name: **Linear Mate Match**

Vendor Name: **Doug Roehm**
Atlantic Breeders Cooperative
1575 Apollo Drive
Lancaster, PA 17601
(717) 569-0413

Price: **Developed in-house**

Machine Platform/Type: **Mini Wang VS 65**

Description:

Linear Mate Match was developed by Atlantic Breeders Cooperative and based on mathematical formulas developed by Iowa State University. The program calculates scores on bulls based on 16 traits. Cows are matched to bulls based on trait scores. Members send information on cows to the cooperative which runs the program on its Wang VS 65 to determine the best bull-cow match.

Program Name: Nutra Beef

Vendor Name: Ohio State Univeristy

Price:

Machine Platform/Type: Micro PC

Description:

Nutra Beef is a feed rationing program designed for beef. The package was developed by Ohio State University and is used by Countrymark cooperatives.

Program Name: Proware Programs

Vendor Name: Jim Boyke
CENEX/ Land O' Lakes
P.O. Box 64089
St. Paul, MN 55164
(612) 451-4538

Price: depends on specific program

Machine Platform/Type: Micro PC

Description:

CENEX/Land O'Lakes has developed a line of livestock computer software called Proware. The following programs are intended for use by cooperatives as well as for resale: Layermate Production Records, Layermate Production Records Additional Strain, Personalized Swine Records and Feedlot Performance and Cost Monitoring. The following programs are intended for use by cooperatives and are not for resale: Turkey Feed Cost Analyzer, Porkcast, Pork Feed Planner, Alternate Slaughter Market Weights, Feeder Pig Worksheet, Personalized Dairy Ration, Beefcast, Beef Ration Analyzer/Batch Mix, Feedlot Ration Manager, Sheep Feed Planner and Feeder Lamb Worksheet. Cooperatives using one or more of the above programs include: Durand Cooperatives and Kewaunee Cooperative.

Program Name: Spartan Dairy Ration Evaluator

Vendor Name:

MSU Cooperative Extension
P.O. Box 6640
East Lansing, MI 48824
(517) 353-6740

Price: \$25

Machine Platform/Type: Micro PC

Description:

Spartan Dairy Ration Evaluator is a micro-computer program for evaluating and balancing dairy feeding programs for lactating cows, dry cows, calves and heifers. The program evaluates what is being fed according to Michigan State University nutrient recommendations. The user selects the type of cattle, level of performance and what feeds will be fed. The program automatically balances minerals and vitamins. The program is designed to run on an IBM compatible pc with at least 256kb of memory. The program is being used by Countrymark and Agriland Cooperative.

Program Name: TVA Least Cost

Vendor Name:

Ed Bryan
Indiana Farm Bureau
950 N. Meridian St.
Indianapolis, IN 46201
(317) 685-3101

Price: ?

Machine Platform/Type: Micro PC

Description:

~~TVA Least Cost~~ is a fertilizer blending program developed by the Tennessee Valley Authority. The program ~~allows for~~ the storage of detailed information on fertilizer formulations and applications. The program is used by the Indiana Farm Bureau.

APPENDIX D

LIST OF SOFTWARE PROGRAMS FROM AGCITES

Market Charting Software Programs	67
Software for Fruit and Vegetable Operations	77
Software Designed for Beef Feedlots	94
Software Designed for Crop Storage	133
Software Designed for Grain	
Elevator Facilities	144
Dial-Up Ag Services	151
Other Ag Industry Software	156

APPENDIX D
AGCITES SOFTWARE PROGRAMS
(Source: AGCITES, NCCI Agricultural Software Database, Version 2.01, April 1988)

MARKET CHARTING SOFTWARE PROGRAMS

Program Name: **Advanced Chartist**

Company Name: **The Pardo Corp.**
 1800 Sherman, # 609
 Evanston, IL 60201
 (312)-866-9342

Retail Price: **\$495**

Machine Type(s): **IBM Other**

Description:

The advanced Chartist is an easy-to-use yet sophisticated charting package for stock, options and future traders. Chart daily, weekly or user defined data. Features: spreads, multiple screened, multiple histories on the same screen, comprehensive price scaling, point and figure, swing charts, filtered swing charts, equivolume charting, a note-pad subsystem, a slide show subsystem, plotter compatibility and an artificial intelligence based evaluation of trend conditions. LIMITS: IBM: 256K(min), 2 disks or hd & color graphics monitor. DOS 2.0 - Pr. IBM/Epson

Program Name: **CHARTPAC**

Company Name: **Micro Futures**

Retail Price: **\$100.00**

Machine Type(s): **TRS80**

Description:

Provides four types of commodity charts: Bar chart, ratio chart, point & figure, and spreads. A data list program is also included. User can choose scale or let the computer generate scale. Runs on video or line printer. All programs are run from a "menu." LIMITS: TRS 80, 48K, 64K, 2-Disk, 80 column printer

Program Name: **COMMODITIES CHARTING**

Company Name: **H.C.I.**
 555 Third Ave. NW
 Hutchinson, MN 55350
 (612) 587-2940

Retail Price: **\$295**

Machine Type(s): **APPLE**

Description:

Allows you to graph commodities using data which can easily be entered by hand into the system. Any number of commodities can be tracked. Contains Point and Figure, Moving Average, Trends, Trailing Stops, Internal Strength, and many more. Also prints all graphs. LIMITS: 2-Disk, printer monitor

Program Name: Commodity Charting System

Company Name: CCS Computers
Box 536
Dallas City, IL 62330
(217) 852-6666

Retail Price: \$495

Machine Type(s): IBM CPM

Description:

A technical trading system that produces 12 charts, i.e., daily & weekly bar chart, RSI, Oscillators, Moving Averages, Directional Movement, Spreads, Basis, Volume & Open Interest. Gives buy & sell signals. Easy to enter values & to use. Can be updated by phone. LIMITS: 64K RAM on CP/M, disk space 150K, 128K on MSDOS

Program Name: Cotton Futures and Options Hedging Evaluator

Company Name: Donnie C Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

This program was developed to evaluate cotton short hedges. The program allows users to: 1) evaluate a harvest month futures hedge, 2) evaluate a short hedge, 3) compare the expected outcome of hedging through selling futures or buying puts with a cash sale, 4) calculate put option premiums, deltas, and historical or implied futures price volatility. Required: 128k, MSDOS 2.0 or higher, 2 disk drives * outside of Texas

Program Name: Forward Contracting Crops

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

The objective of this program is to evaluate forward contracting as a marketing alternative available to producers. This program calculates the contract price needed to cover variable costs. Required: 128k, MSDOS 2.0 or higher or CP/M-86* if out of Texas

Program Name: **Futures Hedging**

Company Name: Agpac

Retail Price: \$89

Machine Type(s): APPLE IBM

Description:

This program calculates the cost of hedging for various changes in the commodity price. It figures the interest cost to maintain the hedge, as well as the line of credit necessary to maintain the hedged position. It gives you the necessary information when considering whether or not to hedge a price for future delivery.

Program Name: **Grain Futures and Options Hedging Evaluator**

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description: This microcomputer program was developed for use in evaluating grain short hedges. It is intended for use by producers, educators, brokers, bankers, and others interested in short hedging. Required: 128k, MSDOS 2.0 or higher, 2 disk drives* outside of Texas

Program Name: **Hedging Game**

Company Name: Karen Holman
Colorado State University
B332 Clark Building
Fort Collins, CO 80523
(303) 491-5245

Retail Price: \$10.00

Machine Type(s): IBM

Description:

Play the futures game as an eastern Colorado wheat farmer. Requirements: For compatibles, will need to install BASICA or equivalent on disk.

Program Name: **Live Cattle Futures and Options Hedging Evaluator**

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATIN, Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

This program was developed for the evaluation of live cattle short hedges. Separate sections of the program allow the user to: 1) evaluate a futures hedge for cattle, 2) compare the expected outcome of a cash sale with hedging through selling futures or buying puts. 3) compute put option premiums, deltas, and historical or implied futures price volatilities. Required: 128k, MSDOS 2.0 or higher, 2 Disk drives (outside Texas)

Program Name: **Market Analyst**

Company Name: S & S Programming, Inc.
Attn: Keith Schuman
1001 South St. Suite 212
Lafayette, IN 47901
(317) 423-4472

Retail Price: \$350 - \$1500

Machine Type(s): IBM

Description:

Commodity charting program with bar charts, moving averages, RSI, stochastics, point and figure as well as other charting capabilities. Also includes cash charting with basis.

Program Name: **Agdisk Market Charting**

Company Name: Doane Information Services
A Control Data Company
8800 Queen Ave. S. BLCS1Z
Bloomington, MN 55431
1-800-422-2434

Retail Price: \$149.00

Machine Type(s): APPLE

Description:

This program helps you make commodity buying and selling decisions based on thorough market information. Up to 32 commodities can be charted. Bar charts, point and figure charts, basis charts, and

spread charts can be generated. Complete with zoom and forward and backward tracking of each commodity. Trend lines can also be generated. LIMITS: 64K,Apple II, 2-Disk, 80 column printer

Program Name: Market Window

Company Name: FBS Systems, Inc.
P.O. Drawer 248
Aledo, IL 61231
(309) 582-5628

Retail Price: \$595.00 to \$1395.00

Machine Type(s): IBM

Description:

Market Window automates the drudgery of commodity charting and technical analysis. It can turn your computer into an electronic "window on the world" to gather information, draw high resolution charts on the screen or printer and simultaneously monitor over 20 technical indicators. Available in 3 different versions. You can upgrade between versions for the difference in price. VERSION 2.0 (\$595.00; demo \$50) - Update from ACRES, Agridata, CSI, Dateline, or manually; Up to 48 commodities, all trading months, 10 years; daily and weekly bar charts--Nearby, Continuation, Perpetual; Optional display of opening prices; Computer-generated trend lines and channels; Up to five moving averages (in color on EGA monitors); Volume and open interest charts. VERSION 2.1 (\$995.00) - All the features of 2.0 plus Relative Strength charts and tables; stochastics charts; spread charts; point and figure charts; moving average "crossover" analysis; User-defined charts (hog-com ratio, feeding profitability. VERSION 2.2 (\$1395.00) - All the features of 2.1 plus Cash prices on 48 markets per commodity; basis and cash charts; projected and actual profit or loss; tracks open positions and account balances. Requirements: Graphics monitor and printer.

Program Name: MarketView

Company Name: MarketView Software, Inc.
37 W 228 Rt. 64
St. Charles, IL 60174
(312) 377-7280

Retail Price: \$400/month

Machine Type(s): IBM

Description:

MarketView is a comprehensive software product that provides real-time quotations, graphics, technical analysis, portfolio tracking, options analysis and free form analytics. LIMITS: Graphics card, 640k, 20 meg hard disk, disc confi.

Program Name: Marketing Econ

Company Name: John McKissick, Ext Marketing Service
University of Georgia
Cooperative Extension Service
Athens, GA 30602
(404) 542-1861

Retail Price:

Machine Type(s): IBM

Description:

A. Best Crop (contact: George Westberry)

B. Fertilizer Least Cost

C. Grain Market Analysis

D. Risk Analysis

E. Feed Value

F. Grain Moisture Conversion

G. Grain Storage Costs

H. Vegetable Packing Shed Costs

(B-H: contact John McKissick or Bill Mizelle)

Best Crop provides a comparison of returns from alternative crops by equating yields and unit price. Fertilizer Least Cost determines the least cost mix of fertilizer to meet a specified nutrient level. Programs C-H determine marketing and storage alternatives. Required: IBM PC-DOS 2.1 or higher, 256k

Program Name: PCMARKET

Company Name: Market Master
Lamar Dick
P.O. Box 14111
Columbus, OH 43214
(614) 436-3269

Retail Price: \$179.00

Machine Type(s): IBM

Description:

Commodity Market Charting Package for farmers. Bar charts, RSI, Moving Averages, Retracements, Speedlines. Screen or Print copy. Automatic updating available via ACRES network. Supports daily, weekly, monthly, continuation charts. Date line format also supported. LIMITS: Color graphics board required, mono or color monitor. 192K RAM, Epson, Okidata, IBM printer support. EGA or CGA color.

Program Name: PCMODULE
Company Name: Market Master
Lamar Dick
P.O. Box 14111
Columbus, OH 43214
(614) 436-3269

Retail Price: \$79.00

Machine Type(s): IBM

Description:

Utility program to convert PCMARKET data files to weekly, monthly, or continuation charts files. Available in bundle with PCMARKET and AUTOPRICE for \$279.00. LIMITS: MSDOS, 128K RAM, two floppy disks or hard disk

Program Name: Password
Company Name: Champion III
17301 W. Colfax Ave. Suite 250
Golden, CO 80401
(303) 278-8666

Retail Price: \$99

Machine Type(s): IBM

Description:

Program Name: Point & Figure

Company Name: Market Master
Lamar Dick
P.O. Box 14111
Columbus, OH 43214
(614) 436-3269

Retail Price: \$49

Machine Type(s): IBM

Description:

Creates point and figure charts on compatible printers, using PCMARKET compatible data files. User may select custom box and reversal sizes, or use industry defaults. LIMITS: 192K RAM, PC Market data files, Epson, Okidata, Gemini compatible printers.

Program Name: Price Charting

Company Name: Hobar Publications
1234 Tiller Lane
St. Paul, MN 55112
(612) 633-3170

Retail Price: \$49.95

Machine Type(s): APPLE

Description:

This program allows you to collect information on commodity futures and print or display on the screen the market charts. On a daily basis (or as often as you like) the high, low, close, volume (optionally the cash price) of the commodities you wish to track. At any time, you may display a chart on the screen or the printer. The charts include two user selected moving averages. You can also get a chart of the basis. Multiple futures contracts can be maintained on one diskette. LIMITS: 48K, 1 disk drive, 3.3DOS

Program Name: QUICKSTUDY (R)

Company Name: Commodity Systems, Inc.
200 W. Palmetto Park Rd.
Boca Raton, FL 33432
(407-392-8663)
(800) 327-0175

Retail Price: \$395.00

Machine Type(s): IBM

Description:

This is a technical analysis program which includes 3 proprietary studies: PDI, CSI-Trend, CSI-Stop, in addition to stochastics, momentum, on-balance volume, over bought/over sold, MACD, commodity channel index, Williams % R, spread/ratio, RSI, simple/weighted/exponential moving averages, detrend, non-seasonal volume, Herrick payoff index and Call/put ratio study.

Program Name: TechniChart

Company Name: Harvest Computer Systems, Inc.
120 N. Harrison St.
Alexandria, IN 46001
(317) 724-4429

Retail Price: \$500.00

Machine Type(s): APPLE IBM

Description:

This is a commodity charting and analysis program. Written by a technical trader, this program is a powerful charting program on the cutting edge of technical trading theory. It is able to track any number of commodities and stocks. It features all the popular technical indexes and some important new indexes not

found in other programs, special graphing techniques which display more days of data on a screen. It is compatible with SCI, Agri-Data Instant Update, and Farm Bureau ACRES. It also features the Trading Strategist, which allows users to simulate market strategies to determine their potential profitability. LIMITS: 64K, 2 disk drives, 256K MSDOS.

Program Name: **Technical Trading Signals**

Company Name: Agpac

Retail Price: \$89

Machine Type(s): APPLE IBM

Description:

This program is designed to facilitate the daily analysis of the technical trading signals of the commodities market. The analysis is based on the percent change you consider significant for each factor. You can create a baseline for comparison of changes and will also be able to follow contracts. This program carries the technical method forward by considering not only price, but also open interest and volume.

Program Name: **Discovery**

Company Name: Cyber-Scan Inc.
Route 4 Box 247
Buffalo, MN 55313
(612) 682-4150

Retail Price:

Machine Type(s): APPLE IBM

Description:

Market charting program with over 40 studies. Includes CCI, MACD, Stochastics and all kinds of averages. CSI or Computrac compatible. Requirements: IBM graphics.

Program Name: **Globalink**

Company Name: Professional Farmers of America
219 Parkade
Cedar Falls, IA 50613
(800) 553-2910

Retail Price: \$49.95/month

Machine Type(s): IBM

Description:

Price quotes (10 minute "snapshot") on stock index futures, financial, currencies, metals, oil products; daily price charts (can also be printed); real-time news by category; ProFarmer reports; technical comments and indicators. KU satellite reception only.

Program Name: Grain Marketing Basis Analysis Program

Company Name: Ken Wenner, Coop Ext Serv
Ohio State University
109 Ag Adm Bldg
Columbus, OH 43210
(614) 422-9034

Retail Price: \$25

Machine Type(s): IBM DEC

Description:

Grain Marketing Basis analysis is a DBase-Lotus microcomputer management system to store, retrieve, statistically analyze and graph historic and current basis patterns of corn, soybeans, and wheat for 15 separate locations. The system is designed as a decision aid for farmers, agribusiness and Cooperative Extension Agents, as an educational tool for Cooperative Extension Agents, classroom teachers and students, and as a database for researchers. The database contains weekly futures prices of corn, wheat, and soybeans for all contract months from 1981 to present.

SOFTWARE FOR FRUIT AND VEGETABLE OPERATIONS

Program Name: Ag Star - Packing Shed

Company Name: Altamont Computers, Inc.
807 Central Avenue
Tracy, CA 95376
(209) 836-2400

Retail Price: \$5995.00

Machine Type(s): IBM

Description:

Integrated produce receiving, inventory tracking, grower accounting, accounts receivable, accounts payable, shipping and brokerage payable. Available in network version. LIMITS: 10 meg Hard disk, 256k, DOS 2.0 or above

Program Name: AgData Cling Peach Grade Tag Program

Company Name: AgData of CA
891 Hazel Street
Gridley, CA 95948
(916) 846-6203

Retail Price: \$495.00

Machine Type(s): CPM

Description:

The AgData Cling Peach Grade Tag Program maximizes Cling Peach income and maintains accurate records of production, quality and returns.

Program Name: AgData Packing Shed

Company Name: AgData of CA
891 Hazel Street
Gridley, CA 95948
(916) 846-6203

Retail Price: \$1995.00

Machine Type(s): IBM CPM

Description:

Does accounts receivable from the produce buyers (the stores) and grower accounting for a produce packing and/or shipping operation. Bills of Lading, Invoice Registers, Brokerage Payables, Cash Receipts, Produce on Consignment, and Grower Accounting with quantity and dollars by size and grad/label, Inventory on Hand, and other reports.

Program Name: Agricultural Packer/Shipper

Company Name: Bridge Computer Systems, Inc.
3055 Alvarado St.
P.O. Box 1978
San Leandro, CA 94577
(415) 483-9786

Retail Price: \$18,100.00

Machine Type(s): IBM

Description:

This billing system maintains multi-company information from receipt of raw produce from growers through packout, sale and collection. It provides separate reports to growers pools and packing houses on lot status, label/grade/size packout, packaging materials inventory and usage, account of sales, house and broker commission, manifesting/invoicing, statements, payments and ageing. LIMITS: 96K CPU, 64K

Program Name: Apple Mite

Company Name: Kenneth P. Pruess
University of Nebraska
311A Plant Industry Building
Lincoln, NE 68583
(402) 472-2124

Retail Price:

Machine Type(s): APPLE

Description:

Management of mites in apple orchards. Hi-res color graphics, simulation of predator/prey interaction. Animated title slide. Written by: Logan, Pruess. Programming Language: Applesoft Basic

Program Name: Apple-Bin

Company Name: ICM Computer Systems
428 Orondo Ave.
Wenatchee, WA 98801
(509) 662-9119

Retail Price: \$3500

Machine Type(s): IBM

Description:

Fruit and produce inventory and accounting system for processing and storage companies. Includes inventory of loose, presized, packed produce and sales. Handles both pooled and non-pooled produce, prints pool closing reports and grower estimates prior to season end. LIMITS: 512 K RAM, 20 M Byte or larger fixed disk for file storage, MSDOS 2.1 or later

Program Name: **Bean Aids**

Company Name: University of Minnesota Extension Service
Software Dist. Center, MN Extension Service
University of Minnesota
St. Paul, MN 55108

Retail Price: \$15.00 wholesale;\$30.00 retail

Machine Type(s): IBM

Description:

AG-CS-2497, version 1.0. The program presents a series of yes/no questions about the physical condition of the bean plant and renders a disease diagnosis. A second program asks questions about growth stages, disease severity, price per pound, spray cost, and potential yield to determine if the fungicide sprays are economically justified. A third program contains information about various crops. DOS 2.1 and above, and a 128K memory needed.

Program Name: **CDMS Orchard Vineyard Plotter**

Company Name: Crop Data Management Systems, Inc.
423 Fourth Street, 7th floor, Hart Bldg.
Marysville, CA 95901
(916) 743-7605

Retail Price: \$495

Machine Type(s): IBM CPM

Description:

Provides an easy method of plotting individual trees or vines in orchards and vineyards, each on a grade scale of 1 - 4. Once the trees are rated, data input is easy and rapid. Produces a map with symbols representing locations of variously rated trees. Maintains records of exact location of replants, pollinators or varietal changes within orchard or vineyard. LIMITS: 80 col. printer.

Program Name: **CITMIX**

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price:

Machine Type(s): IBM DEC

Description:

CITMIX is a program that calculates the amount of pesticide, at selected concentrations, that should be added to water application on citrus groves in FL. If you chose to add spray oil, then the necessary amount, based on selected rate, is also calculated. This program asks you to input 6 variables, max.

Program Name: Citrus Irrigation Scheduling

Company Name: David Ayers
Lake County Extension
P.O. Drawer 357
Tavares, FL 32778
(904) 343-4101

Retail Price: \$20.00

Machine Type(s): APPLE IBM

Description:

This program allows for the rapid analysis of a number of variables to help predict for the grower when a critical moisture level, or stress situation, will occur. However, the management decision of when to start irrigation is still left to the grower. For successful use, the grower must monitor rainfall, irrigation amount, maximum temperature, and minimum temperature on a daily basis. For Appie II+, Apple IIe, and IBM-PC and compatibles.

Program Name: Citrus Survey and Mapping Microcomputing Programs

Company Name: Thomas W. Oswalt
Florida Cooperative Extension
Polk County Extension
Bartow, FL 33830
(813) 533-0765

Retail Price: \$20.00

Machine Type(s): APPLE IBM TRS80

Description:

Citrus Survey-collects tree data in the field and stores it as a data (ASCII) file. You can collect information on varieties, tree size, and tree conditions using a hand-held portable computer. The field information can then be printed in report form. For the TRS-80 Model 100 or Model 200. Citrus Mapping-prints a statistical summary and map of the grove using data collected by the Citrus Survey program. The map can be printed as mapped in the field or it will rotate the grove with North at the top of the page. You can print any tree label desired. Requires BASIC interpreter, an RS-232 cable to connect the two computers, one serial port, and communications software. For Apple II+, Apple IIe, Apple IIc, and IBM-PC and compatibles.

Program Name: Citrus Tree Value

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price: \$20.00

Machine Type(s): APPLE TRS80

Description:

Growers, accountants, and appraisers can use this microcomputer program to estimate citrus tree values-- both the value of the lost citrus tree and of the replacement tree. The program uses as data whatever fruit prices, grove care costs, yields and discount (capitalization) rates that are appropriate in determining the value of a particular tree loss.

Program Name: Cold Storage Building

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

Calculates refrigeration requirements for maintaining a specific inside temperature for storage of fruits and vegetables. Written by: Paul E. Sumner

Program Name: Crops Package

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: \$495.00; with equipment \$€95.00

Machine Type(s): IBM

Description:

A complete system for the crops operation whether it be row crops, grain crops, truck or orchard. Includes accounting & payroll modules. A system with a complete history of the individual field from rainfall, irrigation, herbicides, pesticides, fertilizer, lab analysis, lime applications, labor costs, machinery costs, harvest levels & value, taxes, int., etc. Can give 10 year history. LIMITS: 512k, Hard Disk.

Program Name: New Citrus Grove Analysis

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price: \$20.00

Machine Type(s): APPLE TRS80

Description:

Projecting the annual net return over the investment period of 10, 20 or more years for a new citrus grove is a long and tedious task. However with a microcomputer you can quickly analyze several possible establishment scenarios. This program allows the grower-investor to enter the fruit variety, prices, annual fruit yield and costs for a specific new grove establishment. The analysis provides both estimated annual rate of returns and estimated accumulated discounted net returns.

Program Name: FAMOUS (packer)

Company Name: Holm-Dietz Computer Systems
6790 N. West Ave., Suite 102
Fresno, CA 93711
(209) 431-8100

Retail Price: \$6750.00

Machine Type(s): IBM

Description:

Completely integrated accounting system for packer-shippers. Features Inventory by lot and pallet tag systems; Packouts by grower, commodity, sizes; Accounts Receivable including age analysis from shipment date; itemized and computer-generated Invoices; Sales Analysis with history and average price by day; and Grower Statements calculated by actual, average or pool price methods. Contact Holm-Dietz for complete information. LIMITS: Hard disk, MS DOS, Unix, Xenix operating systems.

Program Name: Florida Agricultural Information Retrieval System -
FAIRS

Company Name: Fred A. Johnson, Ent & Nematology
University of Florida
208 Newell
Gainesville, FL 32611
(904) 392-1938

Retail Price: \$75.00

Machine Type(s): APPLE IBM DEC

Description:

A comprehensive and extensive data base of crop production information (pest control recommendations, irrigation requirements, etc.), intended to automate existing extension publications. It has been developed so far for Florida citrus, tomatoes, soybeans, peanuts, tobacco, wheat, turf, snapbeans, strawberries, pesticide poisoning, Florida pest control guides, beef cattle production, mangoes, avocados and watermelons. Individual crop databases can be modified to fit conditions in different states. At present, available only to educational institutions. Requirements: graphics, hard disk. Written by: Beck et al

Program Name: Food Safety/Preservation Version 2.0

Company Name: Michigan State University
Software Distribution Center
P.O. Box 6640
East Lansing, MI 48826-6640
(517)355-0117

Retail Price: \$100.00

Machine Type(s): IBM

Description:

Designed for use by home economics professionals to answer questions about safe food handling and food preservation in the home. The database contains over 150 food products, including fruit, vegetables, nuts, meats, poultry, fish and wild game. The new food preservation guidelines from USDA have been incorporated. Requirements: DOS 2.0 or 2.1, 512k RAM.

Program Name: Fruit and Vegetable Shipper and Hauler

Company Name: Micro-Crop, Inc.

Retail Price: \$2,000

Machine Type(s): APPLE IBM CPM DEC UNIX

Description:

Complete shipping system for fruit and vegetable haulers. Includes customer billing, driver charges, and driver payables. All MICRO-CROP programs are available on standard 3" or 5.25" diskettes, and come complete with a User's Guide. All MICRO-CROP programs are written in RM/COBOL, or GSA COBOL based on ANSI 74 standards. All MICRO-CROP programs come complete with a sixty (60) day warranty period of free telephone support. An extended warranty period is available for fifteen (15%) percent of the purchase price of the software. Custom installation and programming are also available.

Program Name: Hydro Cooler Calculations - HYDROC

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

Calculates either size of refrigeration unit, load capacity or temperature reduction for a hydro cooler.

Written by: Paul E. Sumner

Program Name: Citrus Grove Records System

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price: \$20.00 (Apple); \$27.00 (IBM)

Machine Type(s): APPLE IBM

Description:

This program will keep up to ten individual grove or block records and will provide summary reports of all the groves and/or blocks. The program has three major parts. The first part keeps track of production costs (fertilizers, spraying, hedging, etc.) and summarizes these costs on a monthly, quarterly, or other time period basis. Part two allows the grove manager to enter and generate detailed reports concerning these costs. In the third part, two reports are generated. First, all entries associated with gross revenue are reported. Secondly, production costs, harvesting costs and income from fruit sales are combined into net income statements. Requires BASIC interpreter.

Program Name: Micro-Crop Fruit and Vegetable Hauler

Company Name: Micro-Crop, Inc.

Retail Price: \$2000.00

Machine Type(s): IBM CPM

Description:

This program tracks weight tickets, truckers shipping (commodities and fees) and grower's receivables. Bills the grower for commodities shipped and prints check to the trucker (shipping company). Lets up to eight user definable deductions. Keeps information on year to date basis as well as allowing for advance checks. LIMITS: 64K RAM minimum, 132 column printer, hard disk preferable

Program Name: Orchard and Grove Management

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: \$495

Machine Type(s): IBM

Description:

This program allows the initial entry of the record of a grove, vineyard or orchard and day-to-day entry of all expenses, income and activities. The program is flexible in both, that it can be customized to user's needs and output information can be selective. LIMITS: 256k

Program Name: Packer(tm)

Company Name: Argos Software
1485 West Shaw Ave.
Fresno, CA 93711
(209) 221-7211

Retail Price: \$4980-\$11,460

Machine Type(s): IBM CPM UNIX

Description:

Packer is a specialized version of the ABECAS Financial Management Accounting Series specifically for growers-packers-shippers-brokers. It supports any crop that is received in a raw or unprocessed form and is then packed or processed into one or more other products. It automatically updates inventory to allow for all product movements and allows sales people to stay on top of available and projected inventory. Growers may be paid based on invoices processed, cash received or on a pool price. Shipments may be tracked by lot/pallet. A comprehensive sales analysis is available on all sales. Other modules available include payroll, general ledger, cost accounting, accounts receivable, accounts payable, contract management, and asset management. LIMITS: 20mb hard disk, tape preferred for backup

Program Name: Peach Aphid Forecast - GPACAST

Company Name: Zane Smilowitz, Dept. of Entomology
Pennsylvania State University
106 Patterson Building
University Park, PA 16802
(814) 863-2983

Retail Price:

Machine Type(s): TRS80

Description:

A green peach aphid forecast system.

Program Name: Potato Blight And Green Peach Aphid Mgt Aid -
SPUDCAST

Company Name: Zane Smilowitz, Dept. of Entomology
Pennsylvania State University
106 Patterson Building
University Park, PA 16802
(814) 863-2983

Retail Price:

Machine Type(s): TRS80

Description:

Program Name: Potato Disease Management

Company Name: Walt Stevenson, Dept of Plant Path
University of Wisconsin
283 Russell Lab, 1630 Linden Dr
Madison, WI 53706
(608) 262-6291

Retail Price: \$75

Machine Type(s): IBM

Description:

Potato Disease Management provides information that warns growers of the potential for development of early blight and late blight diseases and helps to schedule fungicide application for disease prevention and control. The program allows growers to enter weather information and to determine whether conditions have been favorable for disease development.

Program Name: MSU Potato Blight Forecaster

Company Name: Michigan State University
Software Distribution Center
P.O. Box 6640
East Lansing, MI 48826-6640
(517)355-0117

Retail Price: \$20.00

Machine Type(s): IBM

Description:

Predicts outbreaks of both late blight caused by *Phytophthora infestans*, and early blight caused by *Alternaria solani*. Assists in scheduling sprays for these diseases. You enter daily rainfall or irrigation amounts, maximum and minimum temperatures during the high relative humidity periods. The program advises on the need for sprays and on intervals between sprays for both diseases. Written by: M.L. Lacy, J. H. Bauman.

Program Name: Potato Late Blight Warning And Spray Schedule -
BLITECAST

Company Name: Bob Mitchell, Botany & Plant Path
Purdue University
West Lafayette, IN 47907
(317) 494-4659

Retail Price:

Machine Type(s): DEC

Description:

Warns potato growers of potential late blight occurrence and forecasts the fungicide spray schedules needed for disease prevention and control. Written by: Krause/Stevenson Programming Language: ADN-BASIC mod MUBASIC

Program Name: TERRA/PAC - PACKING SHED

Company Name: Datasphere Computer Systems
Raleighwest Executive Bldg.,STE 305
6443 S.W. Beavertown-Hillsdale HWY
Portland OR, 97221
(503) 297-9035

Retail Price: \$9500.00

Machine Type(s): IBM CPM

Description:

This is an integrated management and accounting system designed to help fruit & produce packing sheds keep track of each grower's product as it is processed through the warehouse. Terra's flexible inventory coding allows the user to define multiple categories such as product, variety, grade, location. Terra produces a packout manifest of unpacked and packed inventory. A statement of income and expenses for each grower is produced as the product is sold. The system handles both individual & pool closings. LIMITS: hard disk - 20 meg.

Program Name: Vegetable Crop Budget - VEGBUD

Company Name: J.D. Dodson, Ext Mgmt Info Specialist
North Carolina State University
110 Brooks Ave
Raleigh, NC 27607
(919) 737-2983

Retail Price:

Machine Type(s): CPM TRS80

Description:

Calculates North Carolina State University enterprise budgets for numerous annual vegetable crops produced in North Carolina. Written by: Chen & Sowell

Program Name: Vegetable Crop Budget Simulator - VEGE

Company Name: Pingsun Leung, Dept of Ag & Res Econ
University of Hawaii
Bilger Hall, 2545 The Mall
Honolulu, HI 96822
(808) 948-8336

Retail Price:

Machine Type(s): IBM

Description:

Converts farm inputs to budget on a standardized one-acre basis and performs some analyses of results. Outputs include computation of machinery use costs. The program has wide geographical applicability with slight modification of default data. All parameters are adjustable by the user during execution of the program. Written by: Nakamoto/Leung. Requires: Lotus 123

Program Name: Vegetable Packing Costs - VEG PACK SHED COST

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

Gives cost breakdown per package at different costs and yields per acre (bldg, equip, labor, interest, etc.).
Written by: W.O. Mizelle Jr.

Program Name: Tomato Grade Tag

Company Name: Altamont Computers, Inc.
807 Central Avenue
Tracy, CA 95376
(209) 836-2400

Retail Price: \$995.00

Machine Type(s): IBM

Description:

Track deliveries to canneries, enter state inspection information, yield reports, expected cannery payment report. Requirements: 256K, DOS 2.0 or higher.

Program Name: Fruits and Nuts

Company Name: UGA Extension
Ag Economics Department
University of Georgia
Athens, GA 30602
(404) 542-1861

Retail Price: \$10.00

Machine Type(s): IBM

Description:

This program contains three risk rated fruit and nut enterprise budgets, including a pecan budget and two peach budgets. Each budget is on a separate SuperCalc template. The purpose of these budgets is to help farmers make realistic assessments of the relative risk and potential profitability of alternative enterprise decisions. The budgets are designed to be customized to fit individual county or individual farm situations. This can be done by loading the template in the computer and making necessary changes in the yield levels, input quantities, and prices to represent the individual situation. Requirements: 256k memory, DOS 2.1 or higher, SuperCalc3 or higher.

Program Name: Citrus Irrigation Scheduling

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price: \$20.00

Machine Type(s): APPLE IBM

Description:

This program allows for the rapid analysis of a number of variables to help predict for the grower when a critical moisture level, or stress situation, will occur. However, the management decision of when to start irrigation is still left-up to the grower. For successful use, the grower must monitor rainfall, irrigation amount, maximum temperature, and minimum temperature on a daily basis.

Program Name: Potato Farm and Packing Shed Management

Company Name: Modular Electronics, Inc.
2401 Pilot Knob Road
P.O. Box 21097
St. Paul, MN 55120-1119
(612) 456-0211

Retail Price: \$395 per module, or all modules for \$995

Machine Type(s): IBM CPM UNIX Other Macintosh

Description:

Complete program for potato production, packing, and marketing operations; connects production, pest control, inventory, financial information. Soil management and irrigation management included. Interface to truck and packing plant scales and liquid flow meters is available. Multicompany capability, multitasking, networking, and multiuser versions are available. Can be used with MEI duckseries handheld Computer. Demo \$50.00. Requirements: 384k RAM recommended (minimum 64k for CP/M, 256K MSDOS), 10MB hard disk, 132 column printer.

Program Name: Expert Production System for Muskmelons: MELON1

Company Name: Purdue University
Agricultural Communication Service Dept.
West Lafayette, IN 47907

Retail Price:

Machine Type(s):

Description:

This decision support system provides expert advice on cultural practices such as variety selection, planting date and production scheduling, based upon each farmer's unique set of resources such as soils, machinery, labor and management skills. Currently under development; for information contact Jon Rettinger, Gerry Wilcox (317-494-1342), or G.E. Miles (317-494-1223).

Program Name: Muskmelon Disease Management System: MELON2

Company Name: Purdue University
Agricultural Communication Service Dept.
West Lafayette, IN 47907

Retail Price:

Machine Type(s):

Description:

An expert system is being developed for diagnosing disorders on muskmelon. The PC+ based system is capable of diagnosing Fusarium wilt, bacterial wilt, anthracnose, gummy stem blight, Alternaria leaf blight, downy mildew, powdery mildew, molybdenum deficiency, magnesium deficiency, manganese toxicity, ozone injury, spray burn, triazine carry-over injury, salt injury and drought. By structuring information on symptoms, a knowledge base has been established for expanding the diagnosis to other cucurbitaceous crops. For information contact Jon Rettinger, G.E. Miles (317-494-1223), or Richard Latin (317-494-4639).

Program Name: Horticulture disk #2

Company Name: North Carolina State University
Extension Computer Services
Box 7626, NCSU Campus
Raleigh, NC 27695-7626
(919) 737-3727

Retail Price: \$25 (\$50 for all 5 NCSU Hort disks)

Machine Type(s):

Description:

A series of Multiplan spreadsheets: apples, blueberries, muscadine grapes, peaches, strawberries ('pick your own'), and an annual budget for apples.

Program Name: Horticulture Disk #3

Company Name: North Carolina State University
Extension Computer Services
Box 7626, NCSU Campus
Raleigh, NC 27695-7626
(919) 737-3727

Retail Price: \$50 with other 5 Hort disks or \$25

Machine Type(s):

Description:

Budgets for fresh market peppers, broccoli, cabbage, cucumbers, pole beans, snap beans (both hand and machine harvest), summer squash, sweet corn, sweet potatoes, tomatoes (staked, both Eastern N.C. and mountains), water melons, white potatoes. Also for processing okra, peppers, snap beans, bareground tomatoes, and for pickling cucumbers.

Program Name: Horticulture Disk # 4

Company Name: North Carolina State University
Extension Computer Services
Box 7626, NCSU Campus
Raleigh, NC 27695-7626
(919) 737-3727

Retail Price: \$25 (\$50 for all 5 NCSU Hort disks)

Machine Type(s):

Description:

Helps select berry varieties and find plant sources.

Program Name: The Shipper's Office (Citrus)

Company Name: Data Tech
2350 E. Gettysburg
Fresno, CA 93726

Retail Price: \$5000.00

Machine Type(s): IBM CPM

Description:

Designed for citrus packers and shippers. A/R, invoicing, inventory, packouts and pool grower statements. Requirements: 128k, hard disk, 132 column printer.

Program Name: Cropland Management System

Company Name: Agland USA Incorporated
Box 200699
Austin, TX 78720
(512) 892-0512

Retail Price: \$500 - \$2000

Machine Type(s): IBM CPM

Description:

Complete management info system for the row crop farmer, small grain or hay producer, vegetable grower or vineyard. Requirements: 64k RAM, 2 floppy drives.

Program Name: V. Orchardland Management System

Company Name: Agland USA Incorporated
Box 200699
Austin, TX 78720
(512) 892-0512

Retail Price: \$500 - \$2000

Machine Type(s): IBM COMMODORE

Description:

Entry of historical data, day-by-day expenses & income & other activities of orchards, nurseries, groves, vineyards. Requirements: 256k RAM, and 2 floppy disk drives.

Program Name: Decision Aids for Citrus Grove Budgeting & Investment Anal.

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

The objective of this set of templates is to facilitate the annual budgeting of the grapefruit and orange enterprises and for investment analysis of grove establishment or replacement. The investment analysis considers both economic returns and financial feasibility of the investment. Twelve templates are included in this set, nine for grove budgeting, a loan amortization program and the two grove investment analysis programs. Requirements: SuperCalc2, SuperCalc3, SuperCalc4, or Lotus 1-2-3.

SOFTWARE DESIGNED FOR BEEF FEEDLOTS

Program Name: ADDSUPP Program(MCUG-32)

Company Name: University of Idaho
Ag Publications Bldg. J-40
Idaho Street
University of Idaho, Moscow, ID 83843
(208)885-7982

Retail Price: \$10.00

Machine Type(s): APPLE

Description:

Version 1.0. Helps cattlemen calculate needed supplement to correct nutrient shortages in livestock rations. Designed for an audiences of agents and specialists. DOS 3.3, one disk drive, 48K memory needed. Specify Apple when ordering.

Program Name: AG/RATION DB (tm)

Company Name: Agri-Com Systems, Inc.
P.O. Box 189
Sharpsburg, MD 21782
(301) 582-0710

Retail Price: \$395.00

Machine Type(s): IBM

Description:

A comprehensive least cost ration formulation program for dairy and beef cattle. NRC nutrition guidelines are followed. AG/RATION is menu driven and uses computer graphic features to help plan and analyze either new or "as fed" rations. AG/RATION DB is designed for productivity. Its design allows rations to be planned quickly and efficiently under conditions of widely varying feed prices, feedstuff composition and animal nutrient requirements. Swine version also available.

Program Name: Analysis AECO-R-112 Feeder cattle\Feeder pig
breakeven

Company Name: Duane E Erickson, Ag Economics
University of Illinois
1301 W. Gregory Drive
Urbana, IL 61801
(217) 333-6465

Retail Price:

Machine Type(s): IBM

Description:

This program allows the user to determine the profitability, and breakeven purchase and sale price for a particular group of feeder cattle or pigs. The annual Beef Report, which contains breakeven cost data is a useful guide for data required by this program. Also, the farm management manual provides similar resource

information for Illinois. The program allows individual data to be entered. Required: 128k, Printer recommended

Program Name: **BEEF FEEDER PROJECTION**

Company Name: H.C.I.
555 Third Ave. NW
Hutchinson, MN 55350
(612) 587-2940

Retail Price: \$89

Machine Type(s): APPLE

Description:

Leads farmer through the costs of producing livestock in his operation. It then calculates his cost of production, break-even purchase price, break-even selling price and projected profit.

LIMITS: 1 disk, printer, monitor

Program Name: **Beef Budget**

Company Name: Taylor Enterprises

Retail Price: \$150.00

Machine Type(s):

Description:

A detailed budget to estimate the profitability of purchasing and feeding feeder cattle. Considers purchase price, purchase weight, best sale price, worst sale price, average sale price, direct expenses, marketing costs and fixed costs. Tape version has video or printer output.

Program Name: **Beef Feeder 1986**

Company Name: Rick Jones
University of Georgia
UGA Ext., Animal Science Dept.
Athens, GA

Retail Price: \$10.00

Machine Type(s): IBM

Description:

The purpose of the Beef Feeder program is to enable the livestock producer to provide rations which may be more precisely balanced and more economical. When properly formulated these rations can result in reduced production costs for each pound of marketable animal sold. Required: 256k, DOS 2.1 or higher

Program Name: Beef Feedlot Budgeting--MCS 14

Company Name: Extension Software Service
Iowa State University
108 Atanasoff Hall; Attn: D. Coates
Ames, Iowa 50011
(515) 294-8658

Retail Price: \$15.00/\$18.75 non-Iowa residents

Machine Type(s): APPLE IBM

Description:
MCS-14.

Program Name: Beef Feedlot Management - FEEDLOT 1

Company Name: Oklahoma State University
Ted Nelson, Ag Hall
Stillwater, OK 74078
(405) 624-6081

Retail Price:

Machine Type(s): IBM TRS80

Description:
Keeps pen records and tracks each pen of cattle on costs accumulated. Prints status reports on any pen and prints a closeout when all costs and income have been entered. Billing subroutines print biweekly summary of rations fed and miscellaneous costs for each pen. It handles 10 feed commodities, 10 rations, 40 pens. Written by: Nelson

Program Name: Beef Feedlot Performance Programs and Marketing Analysis

Company Name: Iowa State University

Retail Price:

Machine Type(s): APPLE

Description:
This program is used to obtain cattle performance, feed consumption breakeven costs, and a marketing analysis for alternative beef feedlot feeding programs. Feeding programs can be altered by percent concentrate in the ration and/or by using different feedsuffs in the ration. Rations are balanced based upon NRC requirements and metabolizable protein system. Market analysis projects carcass quality and grade distributions and profit/loss as a function of market weight. Written by: Wilson, Rouse & Spike.

Programming Language: Apple III Business Basic

Program Name: Beef Feedlot Ration Analysis - MCS-7

Company Name: Extension Software Service
Iowa State University
108 Atanasoff Hall; Attn: D. Coates
Ames, Iowa 50011
(515) 294-8658

Retail Price: \$15.00/\$18.75 non-Iowa Residents

Machine Type(s): APPLE IBM

Description:

The Beef Feedlot Ration Analysis can evaluate a cattle ration for adequacy in meeting protein, calcium and phosphorus requirements and estimate average daily gain and feed efficiency. The program will calculate feed and non-feed costs per pound of gain, the percent concentrate in the ration, the amount of an additive being fed, and the metabolizable protein and urea fermentation potential of a feedstuff. It will also compare actual feed consumption to that expected. Written by: Dan Loy, extension livestock specialist; Michael M. Miller, extension associate, animal science; Philip L. Spike, professor of animal science.
Requires: VisiCalc or Lows 1-2-3

Program Name: Beef Gain Predictor - BEEFGAIN

Company Name: Dan G. Fox, Dept of Animal Science
Cornell University
Room 110 Morrison Hall
Ithaca, NY 14853
(607) 256-7712

Retail Price: \$40.00

Machine Type(s): APPLE TRS80

Description:

Predicts performance for various sexes and types of growing cattle. It uses energy requirements adjusted for age, sex, breed, frame size, environment and growth stimulants to determine cost of gain and profit, considering purchase cost, feed costs, yardage, interest rates and sale price for various grades. During the first run, the user creates ration files, selecting from a standard list of 125 feeds stored on the diskette. Stored feed composition values may be changed to reflect accurately the user's feed analyses. Additional feeds and values may be added by the user. Ration files may be examined, updated or printed as needed. The program assumes that rations previously have been balanced for protein and minerals. Net energy available from the rations is adjusted for the effects of dry matter intake, feed additives and digestive and metabolic losses.

Program Name: Beef Projection

Company Name: Oklahoma State University
Ted Nelson, Ag Hall
Stillwater, OK 74078
(405) 624-6081

Retail Price: \$15.00

Machine Type(s): APPLE IBM CPM TRS80

Description:

Simulates feeding situation for beef cattle. User specifies feeder characteristics, financial data (interest rate, daily lot-charge, equity, etc.), and ration content. Program estimates daily feed consumption, gain feed conversion, and net income per head, per hundred weight, and per day. LIMITS: Apple: 48K; TRS: 32K; Osborne: 64K

Program Name: Beef Ration

Company Name: Oklahoma State University
Ted Nelson, Ag Hall
Stillwater, OK 74078
(405) 624-6081

Retail Price: \$10.00

Machine Type(s): APPLE CPM TRS80

Description:

Evaluates energy, protein, calcium and phosphorus content of ration specified by the user. Calculates nutritive requirements for specified sex, weight and age of animal to meet requested daily gain, and prints differences between requirements and contents of the ration. LIMITS: Apple:48K; TRS: 32K

Program Name: Beef Ration Analysis - AG0010

Company Name: Dan Cotton
University of Missouri
207 Whitten Hall
Columbia, MO 65201
(314) 882-2095

Retail Price:

Machine Type(s): IBM

Description:

The program checks the nutrient concentration in a given ration and compares that to the nutrient requirements of a given animal taking into account such factors as weight and sex. The program checks the ration two ways. While looking for the nutrient concentration it also examines the daily nutrient intake of an animal. The program checks for three basic categories of nutrients: protein (crude protein, metabolizable protein and urea fermentation potential), energy (total digestible nutrients and net energy levels) and minerals (calcium, phosphorus and potassium). After entering the type of animal, its weight and average daily gain followed by ration ingredients and amount of daily intake, the program calculates the actual and required nutrient levels for the animal. Written by: Dennis Hoffman, Homer Sewell. Programming Language: Basic

Program Name: Beef/Pac

Company Name: Agpac

Retail Price: \$795

Machine Type(s): APPLE IBM

Description:

A complete beef data/management base. Includes all six beef programs.

Program Name: Beefgain

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$40.00

Machine Type(s): APPLE TRS80

Description:

Predicts performance for various sexes & types of growing cattle, using energy requirements adjusted for age, sex, breed, frame size, environment & growth stimulants. Used to determine cost of gain & profit, considering purchase cost, feed costs, yardage, interest rates & sale price for various grades. A standard list of 125 feeds and their composition is stored on the diskette. This list may be examined, changed, added to, or printed as necessary. The program assumes that rations have been balanced previously for protein and minerals. Net energy available from the rations is adjusted for the effects of dry matter intake, feed additives and digestive and metabolic losses.

Program Name: Break-even Feeder Analysis(MCGU-8)

Company Name: University of Idaho
Ag Publications Bldg. J-40
Idaho Street
University of Idaho, Moscow, ID 83843
(208)885-7982

Retail Price: \$20.00

Machine Type(s): IBM

Description:

Version 3.0. Cattlemen may use this program to evaluate the opportunities in backgrounding calves by determining feed, nonfeed and break-even costs. Specify Apple or IBM when ordering. Apple:DOS 3.3, one disk drive, 64K memory needed. IBM:PC-DOS 2.X, one disk drive, 128K memory needed.

Program Name: Breakeven Costs For Cattle

Company Name: Dan Cotton
University of Missouri
207 Whitten Hall
Columbia, MO 65201
(314) 882-2095

Retail Price:

Machine Type(s): IBM

Description:

The program covers break-even costs for backgrounding and finishing feeder cattle. Requires two basic types of information: feeder cattle purchase price and variable and fixed costs of production. Using that information the program then calculates values for the prices necessary to cover variable costs and total costs. It also computes values for other factors such as feeder cost per head, gross income per head and total cost per finished animal. Written by: Dennis Hoffman, Homer Sewell.

Programming Language: Basic

Program Name: Breakeven Feeder Analysis

Company Name: Peggy J. Pletcher, Ag Comm Center
University of Idaho
Ag Sci Rm 111
Moscow, ID 83843
(208) 885-7984

Retail Price:

Machine Type(s): APPLE

Description:

Allows cattlemen to evaluate the opportunities in backgrounding calves. Operating a profitable beef cattle enterprise requires careful management. The backgrounder or feeder producer needs information to help decide whether to purchase (or hold) calves for a growing program. Knowing the needed break-even price for cattle at the end of the period is important. Written by: C. Wilson Gray

Program Name: Breakeven Feeder Analysis

Company Name: Larry K. Bond
Utah State University
UMN 35
Logan, UT 84322
(801) 750-2319

Retail Price: \$5

Machine Type(s): APPLE

Description:
Beef cattle feedlot break-even analysis. Written by: Larry K. Bond

Program Name: **Breakeven Feeder Prices**

Company Name: Bruce Waldie
Alberta Department of Agriculture
Farm Business Management Branch
Box 2000, Olds, Alberta, CANADA T0M 1P0
(403) 556-4240

Retail Price:

Machine Type(s): APPLE IBM TRS80 COMMODORE

Description:
Calculates fixed and variable costs per head of cattle. It calculates minimum sale and maximum purchase price for fixed and variable cost per head on desired profit returns. Written by: George Monner

Program Name: **Calf Sell/Purchase Budget**

Company Name: Bruce Waldie
Alberta Department of Agriculture
Farm Business Management Branch
Box 2000, Olds, Alberta, CANADA T0M 1P0
(403) 556-4240

Retail Price:

Machine Type(s): APPLE IBM TRS80

Description:
Provides break-even values for sale and purchase of feeders, backgrounders and fat cattle. Written by: D. Walkey Requires: VISICALC or LOTUS

Program Name: **Cattle Breakeven, Feeder**

Company Name: Craig Dobbins, Depart of Ag Economics
Purdue University
Krannert Building
West Lafayette, IN 47907
(317) 494-4235

Retail Price:

Machine Type(s): DEC

Description:
The "Feeder Cattle Break-Even" model is designed to aid feedlot operators in evaluating the profitability of finishing feeder cattle. The program user must specify the beginning and ending weight of the cattle, the purchase and sale price of the cattle, marketing expenses, feed prices, and other operating costs. The user

can choose one of seven standard feeding programs if the user can specify the feeding program by entering corn, corn silage, hay, protein supplement, and salt mineral requirements for the cattle that are to be fed. The output presents a budget of the income and expenses on a per head and per cwt of gain basis. In addition to this budget, the output contains information on the impact that alternative price relationships have on profits. This information, presented in tabular form, indicates the returns under alternative purchase and sale prices, the break-even selling price, etc. Written by: Dobbins & Petvitz. Programming Language: ADN-BASIC 1.77 (mod MUBASIC). Requires: Purdue UIOP.

Program Name: Cattle Code VC III Total Management Computers

Company Name: Livestock Monitoring Systems
1600 Golf Road, Suite 1200
Rolling Meadows, IL 60008
(312) 981-5126

Retail Price:

Machine Type(s): APPLE IBM CPM DEC TRS80 COMMODORE UNIX Other
Macintosh

Description:

Ration Balance (simple or complete). Monitors feed intake, fertility, temperature, production, animal weight, breeding records. Dispenses Liquid or Solid Feed. LIMITS: Dedicated system, may be linked to any computer for data backup

Program Name: Cattle Feeding Analysis

Company Name: Peggy J. Pletcher, Ag Comm Center
University of Idaho
Ag Sci Rm 111
Moscow, ID 83843
(208) 885-7984

Retail Price:

Machine Type(s): APPLE

Description:

Cattle feeding is an enterprise that involves a number of expenses--feed, labor, interest marketing, etc.--and considerable risk in price at the end of the feeding period. This program analyzes the costs and returns involved in cattle feeding and determines the necessary break-even price for the situation. Written by: C. Wilson Gray

Program Name: Cattle Feeding Analysis(MCUG-6)

Company Name: University of Idaho
Ag Publications Bldg. J-40
Idaho Street
University of Idaho, Moscow, ID 83843
(208)885-7982

Retail Price: \$10.00

Machine Type(s): APPLE

Description:

Version 3.1. Use this program to analyze the costs and returns involved in cattle feeding and to determine the necessary break-even price for placement of cattle feedlots. DOS 3.3, one disk drive, 48K memory needed. Specify Apple when ordering.

Program Name: Cattle Feeding Economics

Company Name: Ag-Com
Box 706
Muscatine, IA 52761
(319) 351-0962

Retail Price: \$49.95

Machine Type(s): APPLE

Description:

One of 12 livestock production programs on the diskette. Using the production cost of the cattle feeder, this program calculates the following: 1) the price that can be paid for feeder calves and earn desired return; 2) the necessary selling price to cover variable and total costs; 3) a number of other costs such as: feed cost, nonfeed costs, interest cost, etc.

Program Name: Cattle Feeding Financial Projection - OSU FLCALC

Company Name: Donald R. Gill, Animal Science Dept
Oklahoma State University
201 Animal Science Building
Stillwater, OK 74078
(405) 624-6060

Retail Price:

Machine Type(s): TRS80

Description:

Estimates the performance and financial aspects of cattle feeding and projects gains using the net energy equations. Written by: Gill. Requires: Lotus 1-2-3, V2.

Program Name: Cattle Feeding Templates For Lotus 1- 2-3

Company Name: Dan G. Fox, Dept of Animal Science
Cornell University
Room 110 Morrison Hall
Ithaca, NY 14853
(607) 256-7712

Retail Price: \$40.00

Machine Type(s): IBM TRS80 Macintosh

Description:

These four templates and feed dictionary evaluate diets for beef cattle: a) RVF calculates the value of various feeds relative to corn and soybean meal. b) GROWDIET predicts net energy and performance requirements of growing cattle at a specified weight. c) COWDIET predicts feed requirements and performance and evaluates the diets of cows and nursing calves. d) COWHERD matches beef herd numbers and requirements with the forage produced and determines profitability of different forages and herd management. Requirements: Lotus 1-2-3.

Program Name: Cattle Feedlot Simulation - FEEDLOT

Company Name: Donald R. Gill, Animal Science Dept
Oklahoma State University
201 Animal Science Building
Stillwater, OK 74078
(405) 624-6060

Retail Price:

Machine Type(s): TRS80

Description:

Simulates feedlot cattle. The program is based on two sets of equations: (1) a set of equations which predict feed intake based on inputted description of cattle, and (2) the net energy equations which predict gain based on the energy content of the inputted rations. The program calculates feed and gain on a daily basis and cumulates gain from feedlot in weight. This technique makes it possible to use multiple rations, and to switch rations for either nutritional or financial reasons on a day basis or at given cattle weights. Another advantage is that factors affecting either the feed intake or the maintenance requirements of the cattle may be varied by the month of the year. Written by: Gill/Hintz/Burditt. Requirements: IBM-PC 256k.

Program Name: Cattle Program

Company Name: Fred's Micro-Ware
Box 162, Route 1
Amboy, MN 56010
(507) 674-3068

Retail Price: \$49.95

Machine Type(s): APPLE IBM TRS80

Description:

The Cattle Program will calculate the break-even price of feeding cattle. It is based on users inputs for feed, variable costs, and fixed costs. If printer is used the program will also print chart varying purchase price and different corn prices. LIMITS: Apple, TRS80, (48K), 64K, IBM 1 disk, 64k.

Program Name: AgShare Stocker/Feeder
Company Name: Hi-Plains Systems, Inc.
Rox 8152
Amarillo, TX 79114
(806) 358-7101
Retail Price: \$29.00 + \$5 Shipping and handling
Machine Type(s): IBM

Description:
For pasture cattle or small feeding operations. 50 pens or locations max. Customer names, 12 special fees, 12 commodities, 12 rations. Cattle can be entered to any location, lots can be split or merged. Rations priced by actual load mixed. Master transaction list. All head days are updated as transactions are entered. Stocker and live cattle breakeven analysis. Reports include feedbills and closeouts. LIMITS: MSDOS 2.1 and up, 512k RAM, hard disk, 80 column printer.

Program Name: Commercial Feedlot System

Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967
Retail Price: \$7000.00
Machine Type(s): IBM CPM

Description:
A complete feed yard system. It reports on all phases of cattle management with special emphasis on cattle health. It tracks grain from contract order through the mill to the bunk and bills customers automatically. It fits yards from 3000 - 60000 capacity. LIMITS: 64K, 10MB, 132 column printer

Program Name: An Economic Analysis of Field Corn As A Cattle Feed

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price: \$20
Machine Type(s): APPLE IBM TRS80

Description:
This program performs an economic analysis on the use of high moisture grain, earlage, and silage to beef cattle. A transportation analysis, showing maximum affordable hauling distances, is also included. The program allows changing variable values to assess the effects on net returns per animal. Requirements: BASIC interpreter.

Program Name: Cornell Cattle System 1

Company Name: Dan G. Fox, Dept of Animal Science
Cornell University
Room 110 Morrison Hall
Ithaca, NY 14853
(607) 256-7712

Retail Price: \$40.00

Machine Type(s): IBM

Description:

Evaluates diets and predicts performance of growing cattle based on energy requirements adjusted for age, sex, breed, frame size, environment, feed additives, and growth stimulants. The program then calculates cost of grain and profit considering purchase costs, feed costs, yardage, interest rates and sale price for various goods. Nutrient requirements can then be compared to those in the diet at various cattle weights. For breeding herd replacements, optimum weight and rate of gain is given based on age and frame size. Another section evaluates diets for beef cows based on age, breed, month of reproductive cycle, and milk production level. Requirements: 128k and DOS 2.0 or later.

Program Name: Feed Management programs - GROUPER and SILOSIZE

Company Name: Mike McGilliard, Dairy Science Dept
VPI
Blacksburg, VA 24061
(703) 961-4759

Retail Price: \$20.00

Machine Type(s): IBM

Description:

(1) GROUPER uses information on individual cows in the herd to calculate necessary protein and energy concentrations for each cow. It then uses these values to place cows into feeding groups such that the cows in a group are as similar as possible in their nutritional requirements. The user specifies the number and sizes of groups. The printout lists groups by individual cows in rank order of nutritional needs, listing for each cow all her parameters and nutritional requirements. Group averages and standard deviations are listed for determining lead factors and calculating rations. Cow information is stored in files. Finally, a list of cows and group numbers is printed in cow identification order for use in physically moving or grouping cows. Cow information required includes cow id (numeric), test day milk, fat %, days in milk, body weight, age at calving, and breed. Information can be entered by hand or from DHIA through DART or RMS using VTSWAP (separate program). Maximum number of groups is three. It requires 2 to 3 minutes to group 100 cows. This program does just what it says, no more. A much "fancier" version of this is nearly finished; write if you wish to be notified when available. (2) SILOSIZE is designed to compute the capacity of proposed silos, evaluate the adequacy of proposed silos, and suggest additional silo sizes for adequate capacity. It will handle horizontal bunkers, conventional uprights, oxygen limiting uprights, and silage baggers. It will accept different forages, small grains, dry matters, and storage losses. Recommendations are expressed as wet and dry tons before and after storage losses. Minimum feeding per day to prevent spoilage is also indicated.

Program Name: Decision Series Feeder Cattle

Company Name: Harvest Computer Systems, Inc.
120 N. Harrison St.
Alexandria, IN 46001
(317) 724-4429

Retail Price: \$80.00

Machine Type(s): APPLE

Description:

The Feeder Cattle program gives you a complete analysis of potential cattle feeder purchases. You enter purchase and selling prices, feed costs and overhead costs, and receive a profit analysis showing expenses and returns per head, per cwt sold, per cwt of gain, and costs as a percent of sales. You can vary the input values and observe their effect on key output values immediately. Tables showing profit and break-even input costs at various feeder, corn, supplement, and market prices can be printed for further reference. Feeder Cattle gives you the facts you need for making profitable feeder cattle purchases.

Program Name: Energy Requirements For Cattle - NECGAIN

Company Name: Earl Fuller, Ag & Applied Economics
University of Minnesota
249 Classroom Office Building
St Paul, MN 55108
(612) 625-1226

Retail Price:

Machine Type(s): APPLE IBM

Description:

Estimates net energy requirements in feeding cattle. Written by: Fuller

Program Name: Farm Information Services (PC Jr.)

Company Name: Homestead Management Systems, Inc.
David Miles
631 42nd Street
Des Moines, IA 50312-2708

Retail Price:

Machine Type(s): IBM

Description:

This system is a modified version of the Farm Management System designed for the owners of IBM PC Jr's. The System includes: accounting, cash flow planner, fixed assets, beefherd least cost feed formulator, crop planner, feedlot feed and profit, calculator, FIS accounting upgrade to FMS, FIS fixed assets upgrade to

FMS. This system was designed to be complete and complimentary so that it can be purchased as a package or independently. LIMITS: 64K, 2 disk, 132 char. MS-DOS 2.0 or later

Program Name: **Feedcost**

Company Name: **Robert Stewart**
University of Georgia
UGA Ext., Animal Science Dept.
Athens, GA

Retail Price: **\$10.00**

Machine Type(s): **IBM**

Description:

The purpose of Feedcost is to balance rations for beef and dairy cattle at minimum cost. The program enables user to consider high moisture ingredients such as silage in there ration. Economic data on the value of each feed is calculated. This enables the user to make decisions regarding which feeds to purchase for his feeding program. Required: 256k, PC-DOS 2.1 or higher

Program Name: **Feeder Cattle Records System**

Company Name: **Ag Computer Service, Inc.**
4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Retail Price: **\$450.00**

Machine Type(s): **IBM CPM**

Description:

Keeps records of cattle being fed in one or several feedlots. Prints lot reports, closeout reports, and feedyard performance comparison.

Program Name: **Feedlot**

Company Name: **Agpac**

Retail Price: **\$89**

Machine Type(s): **APPLE**

Description:

This program assesses the potential for profitability of a feedlot operation while accounting for a wide range of expenses and income sources. Two matrices compare the major factors determining profit or loss. The combinations are cow purchase price vs. cow selling price, and cow selling price vs. cow selling weight.

Program Name: Feedlot

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$30.00

Machine Type(s): APPLE

Description:
Used primarily for instruction. Simulates characteristics of beef cattle and feedlot conditions, and makes economic predictions based on the user's choice for diet (corn grain or silage), breed (small type Angus or Holstein) and housing (individual or conventional). The user also may edit stored costs, interest rates and beef prices. Simulates creation and growth of up to ten individual feedlots. Computer displays steer characteristics (calf cost, purchase weight, inshrink weight, status, days on feed so far, daily dry matter intake, feed for gain, feed and other costs, weight, hot carcass weight, quality grade, yield grade, dressing percent and carcass sale price in dollars per kilogram). Feed and nonfeed costs per head capacity per year and gross and net returns per head capacity per year also are shown. LIMITS: 48K, 1-Disk, DOS 3.3.

Program Name: Feedlot

Company Name: Oklahoma State University
Ted Nelson, Ag Hall
Stillwater, OK 74078
(405) 624-6081

Retail Price: \$100.00, \$50.00 (TRS80 I)

Machine Type(s): IBM TRS80

Description:
Pen record tracks each pen of cattle on costs accumulated. Prints status report on any pen and closeout when all costs and income have been entered. Billing subroutine prints bi-weekly summary of rations fed and miscellaneous costs for each pen. Mod I 32K handles 17 pens, 48K handles 120 pens. Mod II, handles more than 500 pens. LIMITS: TRS80,I,III,4: 32K, 1-Disk; TRS80 II,12,16: 64K.

Program Name: Feedlot Accounting

Company Name: AAA Ag Services
RR 1, Box 88A
Leland, IL 60531
(815) 495-9355

Retail Price: \$300.00

Machine Type(s): COMMODORE

Description:

Enter feeding cost and amounts, other expenses or labor, and group information. Receive output in detail or summary for a group of animals, pen location, management, or test lot, etc. LIMITS: 1-Disk, 4040 disk drive.

Program Name: Feedlot Calculations

Company Name: Larry Burditt
204 Animal Science Bldg.
Oklahoma State University
Stillwater, OK 74078
(405) 624-6070

Retail Price: \$25.00

Machine Type(s):

Description:

This program contains the equations and methods for estimating the performance and financial aspects of cattle feeding, projects gains using net energy equations. VisiCalc Template. LIMITS: 64K, 8 SS-SD.

Program Name: Feedlot Cattle Management Templates

Company Name: Farm TABS, Ltd.
Terra Centre
600 4th St.
Sioux City, IA 51101

Retail Price: \$95

Machine Type(s): APPLE IBM

Description:

Eight templates designed to save you time and money at marketing time by calculating the best time and weight to sell your fat cattle and a ration formulation analysis to provide the best ration for the least cost. LIMITS: 128k (IBM), 64K(Apple), 1 disk drive, 80 column printer Multi-Plan (IBM), AppleWorks (Apple).

Program Name: Feedlot Gain Simulation

Company Name: Larry Burditt
204 Animal Science Bldg.
Oklahoma State University
Stillwater, OK 74078
(405) 624-6070

Retail Price: \$100

Machine Type(s): IBM TRS80

Description:

OSU FEEDLOT is a program which simulates feedlot cattle. This is useful to feedlot owners, financial institutions, prospective cattle feeders and animal scientists. The program is based on two sets of equations: (1) a set of equations which predict feed intake based on inputted description of cattle, and (2) the net energy equations which predict gain based on the energy content of the inputted rations. LIMITS: 64K, 8 SS-SD, TRS80; 128K IBM, 80 column printer.

Program Name: Feedlot Cattle Templates

Company Name: Doane Information Services
A Control Data Company
8800 Queen Ave. S. BLCS1Z
Bloomington, MN 55431
1-800-422-2434

Retail Price: \$95.00

Machine Type(s): APPLE IBM Macintosh

Description:

Provides a tool for making timely cattle feeder decisions on the basis of latest market information. Also enables you to evaluate the profitability of holding your cattle for higher grade, or compare live weight and hot-carcass bids when marketing fed steers. Analyzes carcass cutability and cattle energy performance potential. Evaluate ration formulations, protein supplements, and metabolizable protein and urea fermentations potential values. LIMITS: IBM, 128K; Apple: 64K, 1-Disk, 80 column printer; Lotus(IBM); Appleworks, MacIntosh 128k

Program Name: Feedlot Package

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: \$695.00

Machine Type(s): IBM

Description:

Provides for complete pen/lot management of the feedlot. Allows detailed management by pen while accumulating costs by pen or for entire operation. Includes modules for least cost ration formulation & feed inventory, accounting, & payroll. Accumulates expenses into several categories by pen, retains mortality & morbidity. Handles pen weights, lbs fed & cost, ADG, cost of gain, etc. LIMITS: 512k, 2-Disks

Program Name: Beef Feedlot Performance and Cost Monitoring

Company Name: Extension Software Service
Iowa State University
108 Atanasoff Hall; Attn: D. Coates
Ames, Iowa 50011
(515) 294-8658

Retail Price: \$200.00/\$250.00 non-Iowa residents

Machine Type(s): IBM

Description:

Program predicts feedlot performance based on actual consumption records for each pen of cattle in a feedlot. Computes performance projection for ADG, cost per lb. of gain, and break-evens. Prints pen closeout data: inventory of feeds consumed, pay-to-performance, and cost analysis. Prints billing invoices for custom feedlots. Program designed to handle multiple feedlots for businesses offering feedlot monitoring as a service. Required: Compressed print printer.

Program Name: **Feedlot Planner**

Company Name: Homestead Management Systems, Inc.
David Miles
631 42nd Street
Des Moines, IA 50312-2708

Retail Price: \$225

Machine Type(s): IBM

Description:

The feedlot planner includes the two elements necessary to a profitable feeding operation, least cost feed formulation and profit projection. The least cost feed formulation is similar to that in Beef Herd Enterprise. The profit projection portion allows you to simulate a feeding period, changing any number of variables to project profitability. With the program you can set a selling price, set the profit expected, itemize costs, interest rate, and medications to find the maximum price to pay for feeders. LIMITS: 64K, 2 disk, 132 char. MS-DOS 2.0 or later

Program Name: **Feedlot Record Keeping**

Company Name: Homestead Management Systems, Inc.
David Miles
631 42nd Street
Des Moines, IA 50312-2708

Retail Price: \$475

Machine Type(s): IBM

Description:

This program allows you to easily monitor all activities related to individual pens. Expenses incurred by each pen and the feed consumed can be tracked to give the costs of each pen of feeders. The program allows for the listing of up to 30 feed ingredients and the proportions. Once a ration has been created, its ingredients and the cost of each are maintained. The system automatically keeps track of the value per unit of each ration, and the impact on the inventory of each ingredient. LIMITS: 64K, 2 disk, 132 char. MS-DOS 2.0 or later

Program Name: Feedmaster
Company Name: Shawgo & Associates
P.O. Box 2328
Amarillo, TX 79105
(806) 373-2594
Retail Price: \$8500.00
Machine Type(s): IBM

Description:
For feedlots--offers lot inventories, inventories on feed ingredients, cattle movements, lot summaries, check-weights, close-outs, customer invoicing & billing, ration building, current head counts & head days, check-writing capabilities & an integrated general ledger. Break-even projection, prepaid and contract grain. LIMITS: 64K, 2-Disk, required

Program Name: Least Cost Beef Ration
Company Name: Agpac
Retail Price: \$595.00
Machine Type(s): APPLE IBM

Description:
This program applies the sophisticated methods of "linear programming" to calculate a least cost ration for various classes of beef cattle. Rations are tailored to the sex and size of the animals being fed. Now you can use the same techniques that the 25,000 head feedlots use to maximize their profit on livestock feeding. Perfectly balanced rations can be obtained from farm grown feeds with minimal supplements - often no purchased feeds other than minerals. LIMITS: Dual disk drives

Program Name: Livestock Breakeven
Company Name: Duane E. Erickson, Ag Economics
University of Illinois
1301 W. Gregory Drive
Urbana, IL 61801
(217) 333-6465

Retail Price:
Machine Type(s): IBM

Description:
The program is designed to compute the break-even price needed to cover variable cost and/or fixed cost of a particular type of cattle or hogs fed to market weight. Written by: Duane E. Erickson. Programming Language: Basic

Program Name: Making Beef Cattle Management Decisions

Company Name: Dennis Watson, IFAS Software
University of Florida
Building 120, Room 203
Gainesville, FL 32611
(904) 392-7853

Retail Price:

Machine Type(s): TRS80

Description:

This program is comprised of 6 decision aids designed to help cow/calf operations evaluate what practices can improve either a calf's performance or marketability. The 6 decision aids evaluate the short term money making practices of dehorning, deworming, implanting, castrating, accurate calculation of number of replacement animals needed, and estimation of break-even costs.

Program Name: Net Energy for Cattle

Company Name: Ag-Com
Box 706
Muscatine, IA 52761
(319) 351-0962

Retail Price: \$49.95

Machine Type(s): APPLE

Description:

One of 12 livestock production programs on the diskette. The purpose of this program is to enable the user to evaluate the performance potential of the energy available in a given ration. It then estimates expected average daily gain in pounds per day based on the net energy system developed by Lofgreen and Associates.

Program Name: Nutri-Ration (Dairy or beef)

Company Name: Nutritional Software Systems
Hawthorne Center
317 West Lusher Avenue
Elkhart, IN 46517-1825
(219) 522-7565

Retail Price: \$975

Machine Type(s): IBM CPM TRS80

Description:

Exceptionally flexible and operator friendly, sophisticated microcomputer formulation software. Features: up to 17 different printouts, menu driven (forward and reverse scrolling, error checking routines), uses simplex linear programming model, ability to recall and rework saved rations, easily adaptable to user desired set of nutrients, requirements, and English or metric units. Some sheet examples are: client, multi-ration, single ration detail, analysis, TMR with spreadsheet, TMR detail, grain mix, feed blend, custom

mineral and requirement calculations. Used and tested by nutritionists for 9 years. File capacity limited only by disk space. Used with desktop, portable, and laptop computers. Demo and manual available for \$25 U.S. (refunded on purchase). Requirements: 128k memory.

Program Name: OSU RATION

Company Name: Larry Burditt
204 Animal Science Bldg.
Oklahoma State University
Stillwater, OK 74078
(405) 624-6070

Retail Price: \$25.00

Machine Type(s): IBM TRS80

Description:

A template for balancing feedlot rations on dry matter basis and developing "as is" feeding charts. LIMITS: 64K, 8 SS-SD for TRS80; 128K, IBM

Program Name: PASTURE

Company Name: Larry Burditt
204 Animal Science Bldg.
Oklahoma State University
Stillwater, OK 74078
(405) 624-6070

Retail Price: \$25.00

Machine Type(s): IBM TRS80

Description:

PASTURE is a program to evaluate costs and returns from stocker cattle on pasture as affected by management practices such as implants, Rumensin, feeding, etc. LIMITS: 64K, 8 SS-SD for TRS80; 128K IBM

Program Name: Private Feedlot System

Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Retail Price: \$1395

Machine Type(s): IBM CPM

Description:

An integrated feedyard system and farm accounting system. It records performance, gain, and profit by lot. This system is integrated with our Agricultural Accounting System so a user can have the cost of producing feed and the profit from the cattle. It does it all with one entry. Cattle may be sorted by size and

still keep a record of costs and return per lot.

Program Name: Professional Nutritionist

Company Name: University of Minnesota Extension Service
Software Dist. Center, MN Extension Service
University of Minnesota
St. Paul, MN 55108

Retail Price: \$80.00 wholesale; \$300.00 retail; cash

Machine Type(s): IBM

Description:

AG-CS-2581, version 4.0. Helps formulate and analyze dairy and beef rations. Uses equations derived from National Research Council publications to calculate nutrient requirements of all classes of beef and dairy cattle. Menus and help screens assist the user in program operation. One-day training session with program authors urged prior to use, required for Minnesota county extension agents (contact Jim Linn). DOS 2.0 or 2.1, 256K memory, and printer needed.

Program Name: Protein Balancing

Company Name: Ag-Com
Box 706
Muscatine, IA 52761
(319) 351-0962

Retail Price: \$49.95

Machine Type(s): APPLE

Description:

One of 12 livestock production programs on the diskette. The purpose of this program is to evaluate the metabolizable protein available in a given ration and determine the amount of supplemental protein required for feedlot cattle.

Program Name: Ranch Package

Company Name: Ag-Tronics Associates
143 E. 300 North St.
Hyde Park, UT 84318
(801) 563-3701

Retail Price: \$25.00

Machine Type(s): APPLE

Description:

Comprised of three programs designed to help the rancher budget his operation. Includes budgets for a Cow-calf, Stocker, and a Feeder operation. With these programs you can play the "what if game".

Program Name: Rawhide
Company Name: Livestock Technology Management
108 W. Lincoln
Sycamore, IL 60178
(815) 895-9500
Retail Price: \$895 to \$1750
Machine Type(s): IBM CPM

Description:
Rawhide is a feedlot management tool. Rawhide leads you through: nutrient considerations, ration formulation, nutritional analysis, premix formulation, performance projections, economic analysis of current data, closeout reports, daily entries, billing functions. LIMITS: 2 disc drives, hard disk recommended, 80 col. printer required

Program Name: Red Wing Feedlot Decision Aids
Company Name: Red Wing Business Systems, Inc.
610 Main Street
P.O. Box 19
Red Wing, MN 55066
(612) 388-1106
Retail Price: \$95.00
Machine Type(s): IBM Macintosh

Description:
Cattlemen have found the Red Wing Feedlot Decision Aids System to be a very useful tool in determining the profitability of a lot of cattle. It gives you the opportunity to monitor profitability as the market changes, and hedge the cattle when the price is right. It's flexible to fit your operation. You enter as much or as little information as you desire. Use information from your records, projections, or averages. Calculates return on investment and prints its own input sheet. AVAILABLE MANAGEMENT INFORMATION: potential profit/loss, information to plan a marketing strategy, medical costs, fixed costs of operation, total product costs, finishing cost. LIMITS: 2 disk drives or hard disk, 80 column printer, 128K

Program Name: Series 110
Company Name: Ag Plus Software
410 1/2 Second Street
Ida Grove, IA 51445
(712) 364-2135
Retail Price: \$90.00
Machine Type(s): APPLE

Description:

Program includes 9 different programs, including cattle and hog break-evens, grain-storage costs, and land loan (level principal). Grain program includes report with inputs, cost of holding grain, and 2 charts covering variable grain prices and interest rates. Cattle and hog programs have reports with input, results, and 2 charts covering variable purchase and selling prices. 18 page documentation. Fully programmed software that does not require emulation mode for Apple III. Free shipping. Free brochure and sample printouts. LIMITS: II+: 48K; IIe: 64K; III,IIc: 128K; 1 disk, Mac: 128K

Program Name: Spreadsheet Templates

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$10 - \$40

Machine Type(s): IBM

Description:
LOTUS 1-2-3 spreadsheet templates. Growing Cattle Performance, Estate Tax Planner, Dairy Cash Flow Projection, Dairy Engineering Calculations, and Poultry Business Templates.

Program Name: Steer Markets - STEERMKTS

Company Name: Earl Fuller, Ag & Applied Economics
University of Minnesota
249 Classroom Office Building
St Paul, MN 55108
(612) 625-1226

Retail Price:

Machine Type(s): APPLE

Description:
Evaluates user specified alternatives available to price and deliver fat market steers. It considers both carcass grade and type factors. Given the distance to market, pre-weight holding conditions, and pencil shrink, it evaluates live versus hot carcass alternatives. It provides for both, equivalent farm gate prices. Written by: Fuller

Program Name: Stocker Bud-S

Company Name: John McKissick, Ext Marketing Service
University of Georgia
Cooperative Extension Service
Athens, GA 30602
(404) 542-1861

Retail Price: \$10.00

Machine Type(s): IBM

Description:

These programs help to evaluate stockering and finishing alternatives through budgets for spring and summer. There are 7 programs: STOCKIC (stockering steers on irrigated coastal); STOCKDM (stockering calves on dryland millet; FINISHCC (Finishing steers on coastal and corn; STOCKIM (Stockering steers on irrigated millet); STOCKDCC (Stockering steers on dryland coastal and corn); STOCKICC (Stockering steers on irrigated coastal and corn); and STOCKDC (stockering steers on dryland coastal. Required: 256k, DOS 2.1 or higher, Supercalc3 or higher.

Program Name: **Stocker Cattle Production/Marketing Analysis**

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

The purpose of this program is to facilitate the economic, production and marketing analysis of the stocker cattle enterprise. The program contains 4 options: (1) purchase cattle or a gain contract, (2) backgrounding or drylot feeding before grazing, (3) supplemental feeding on grazing land, (4) five different ways to change pasture. The program also contains a number of profitability analysis. Required: 128k, MSDOS 2.0 or higher or CP/M-86 if outside Texas

Program Name: **Stocker Cattle Records**

Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Retail Price: \$950.00

Machine Type(s): IBM CPM

Description:

Designed for stocker operators. Provides records by lot of cattle, head received, processing by load, pasture usage by lot, lot closeout, pre-closeout estimate, cattle inventory, profit & loss by lot even with multiple inventory or partial sale. Also writes statements for services rendered. Completely integrates with our Accounting System. LIMITS: 64K, 2-Disk, 132 column printer

Program Name: Sugarcane As Cattle Feed: A **Microcomputer**
Application

Company Name: Jose Alvarez
IFAS Software Communication & Distribution
Building 120, Room 203
Univ. of Florida, Gainesville, FL 32611
(904)392-7853

Retail Price: \$20.00

Machine Type(s): TRS80

Description:
This program calculates the cost and net return per animal above feed costs for different feeding alternatives using fresh-chopped sugar cane as one of the ingredients in diets for growing-finishing beef cattle. The data used came from experimental results. Costs and prices can be changed to estimate their effect on the results. Requires BASIC interpreter. For TRS-80 Model.

Program Name: The Feedlot Secretary

Company Name: Dalex Computer Systems, Inc.
5207 Eden Road
Mound, MN 55364
(612) 472-1273

Retail Price: Call

Machine Type(s): IBM

Description:
Designed as a cattle management and daily recordkeeping system for both private and commercial feedlots. Some features include Break-even Projections, Custom Formatted Bills and Close-Outs, Daily Gain and Consumption, Computation, Variety of Feed Input Methods, Ingredient Inventory, Interest Calculation, and a variety of printed reports. LIMITS: 256k, hard disk.

Program Name: WORKSHEET

Company Name: Harvest Computer Systems, Inc.
120 N. Harrison St.
Alexandria, IN 46001
(317) 724-4429

Retail Price: \$75.00

Machine Type(s): APPLE IBM DEC

Description:
Worksheet is a set of 14 Visicalc models designed for farming. Models include cash rent analysis, land purchase analysis, feeder pig and feeder cattle analysis, cash flow, farrow to finish hog plan, grain

marketing plan, grain marketing analysis, bin volume, capital planning, and more. LIMITS: 48K, 64K, 128K, 1-Disk, recommended

Program Name: Beef Ration Formulation And Costs (ECP 100)

Company Name: Ken Wenner, Coop Ext Serv
Ohio State University
109 Ag Adm Bldg
Columbus, OH 43210
(614) 422-9034

Retail Price:

Machine Type(s): IBM DEC

Description:

Formulates balanced rations for feedlot cattle or beef cows and heifers. The output consists of feed rations on a pound per day basis, diet composition, expected animal performance, and daily cost per head. Program runs on 256k RAM IBM or DEC Rainbow 100.

Program Name: HFMS Feedlot Record Keeping Program

Company Name: Homestead Computer Services Ltd.
1420 Clarence Ave., #1
Winnipeg, Manitoba R3T 1T6
CANADA
(204) 284-9830

Retail Price: \$295.00

Machine Type(s): IBM

Description:

The Homestead feedlot record keeping program allows the user to track expenses and feed consumption for each pen of feeders. It handles fixed cost allocation by animal days and variable cost assignment by lot or by pen. The program has a link to the HFMS Inventory program through the ration formulation portion of the program. User manual included; personal demos, product literature, toll-free tech support, training, and updates available. Requirements: DOS 2.0 or higher, 128k memory, 80-column printer, and two 360k disk drives or hard disk.

Program Name: HFMS Feedlot Planner

Company Name: Homestead Computer Services Ltd.
1420 Clarence Ave., #1
Winnipeg, Manitoba R3T 1T6
CANADA
(204) 284-9830

Retail Price: \$125.00

Machine Type(s): IBM

Description:

The Homestead feedlot planner includes the two elements necessary to a profitable feeding operation, least cost ration formulation and profit projections. The program features user defined feed tables. User manual included; personal demos, product literature, toll-free tech support, training and updates available.

Requirements: DOS 2.0 or higher, 128k memory, 80 column printer, and two 360k disk drives or hard disk.

Program Name: Livestock Budgets

**Company Name: UGA Extension
Ag Economics Department
University of Georgia
Athens, GA 30602
(404) 542-1861**

Retail Price: \$10.00

Machine Type(s): IBM

Description:

This program contains 17 risk rated livestock enterprise budgets, including 7 beef budgets, 6 swine budgets and 4 dairy budgets. Each budget is on a separate SuperCalc template. The purpose of these budgets is to help farmers make realistic assessments of the relative risk and potential profitability of alternative enterprise decisions. The budgets are designed to be customized to fit individual county or individual farm situations. This can be done by loading the template in the computer and making necessary changes in the yield levels, input quantities, and prices to represent the individual situation. Requirements: 256k memory, DOS 2.1 or higher, SuperCalc3 or higher.

Program Name: Live Cattle Futures and Options Hedging Evaluator

**Company Name: Texas A & M
Agricultural Experiment Station
College Station, TX
77843**

Retail Price:

Machine Type(s): IBM

Description:

This microcomputer program was developed for use in evaluating live cattle short hedges. It is intended for use by producers, educators, brokers, bankers, or others interested in short hedging. Separate portions of the program allow users to: 1) evaluate a futures hedge for cattle, 2) compare the expected outcome of a cash sale with hedging through selling futures or buying puts, and 3) calculate put option premiums, deltas, and historical or implied futures price volatilities. Also, the quantity of put contracts necessary to cover dollar for dollar decreases in futures price is calculated for each strike price based upon expected production and the appropriate put delta. The program's design allows users to input costs of production, costs associated with hedging, and current and expected prices. Type of output is user controlled and may be customized to the particular evaluation. Users may store separate data files by month. The module for evaluating options may be used as an integral part of evaluating hedging. The options module allows users to calculate theoretical premiums for various strike prices, or use actual premium quotes, or calculate implied or historical volatilities, or generate a table of theoretical put premiums for various strike and futures prices. Requirements: DOS 2.0 or greater, 128k memory.

Program Name: Cattle Feedlot Management

Company Name: Modular Electronics, Inc.
2401 Pilot Knob Road
P.O. Box 21097
St. Paul, MN 55120-1119
(612) 456-0211

Retail Price: \$395 per module, or all modules for \$495

Machine Type(s): IBM CPM UNIX Other Macintosh

Description:

Complete program for cattle feedlot operation; connects production, nutrition, health, inventory, and financial information. Interface to truck and livestock scales is available. Multicompany capability, multitasking, networking, and multiuser versions are available. Can be used with MEI DuckSeries hand held computer. Demo \$50. Requirements: 354k RAM recommended (minimum 64k for CP/M, 256K MSDOS), 10MB hard disk, 132 column printer.

Program Name: Cattle Feeding Costs and Returns (CFCR)

Company Name: WISPLAN Computing Service
University of Wisconsin
301 Hiram Smith Hall
Madison, WI 53706
(608) 262-4552

Retail Price:

Machine Type(s):

Description:

Projects profit, loss and net return per head based on beef cattle buying price and weight as well as expected sale date, weight and price.

Program Name: Farmcomp templates

Company Name: Farmcomp
Larry Bond
985 E. 6th So.
Logan, UT 84321
(801) 753-2152

Retail Price: \$20/disk; \$35/2 disks; \$50/3; \$60/all 4

Machine Type(s): Macintosh

Description:

4 separate disks. DISK #1) BEEF COW VALUE: how much money an individual beef cow will make--or lose--in her lifetime can be predicted. Particularly helpful when deciding which cow or cows or heifers to

buy. Also considers heritabilities for weaning weight and yearling weight for several generations. b) BEEF SIRE WORTH: Aids in determining which bull or bulls to buy based on their performance test information. Takes into account heritabilities for weaning weight and yearling weight for several generations. c) PUREBRED COW PRICE: aids potential bidder at sale in deciding how much he can afford to pay for an animal. c) KEEP HEIFERS OR BUY COWS?: Helps resolve question of whether cattleman should keep back more of his own replacement heifers or buy cows. Financial considerations are more than most would think. DISK #2) a) RETAINED OWNERSHIP: more and more cattlemen who have developed superior performance-tested cattle are thinking about retaining their ownership through the finishing phase, and so reap the further rewards of the superiority of their breeding efforts. Helps determine if retained ownership will pay or not. b) FEEDLOT COSTS: takes into consideration costs of finishing beef cattle in the feedlot. Can be used to supplement "retained ownership," too. Can also be utilized to compare different commercial feedlots to find the best deal. c) SHRINKAGE: provides several ways to calculate shrinkage of livestock so there are no surprises when cattle, etc., are sold. d) UPDATED PEARSON SQUARE: computer usage modernizes the old standby of calculating rations for livestock. DISK #3) a) ALFALFA STANDS: how to practically determine when it's time to replace an old stand of alfalfa with a new seeding. b) FORAGE RFV: sets a standard for forage quality that anyone can use. Especially useful for those who buy and/or sell forage. Provides objective appraisal of subjective information. c) CROP RETURNS: calculates net profit per acre and for farm either if per acre costs are known or not known. Also gives number of years needed to pay off land investment with or without interest considered. d) MARKET GRAIN: answers question to the penny: "will it pay me to truck my grain to a terminal where per bushel prices are generally higher throughout the year or continue hauling grain to my local elevator?" DISK #4) a) BUSINESS BUDGET: in addition to showing dollars and percentages over or under budget for month for each budget item, projects average, total, and dollars and percentage over or under budget for year. This allows for planning and changes while there's still time. Template can be used to produce as many budget items as wished. Final one can be utilized to summarize rest. b) EXPENSE RECORD + BUDGET: can be used for "general" type recordings such as "crop expenses" or for more specific records such as all the breakdown expenses in producing a single crop or livestock enterprise....As each expense is recorded in correct column, it's totaled in its column and added to total expense figure, and percentage of total expense is shown. Also given is percentage + or - for each expense column compared to budgeted amount, plus total budgeted amount and total budget. Can easily keep farmer on track. c) FARM TRUCK COSTS: precisely figures cost of operating a pickup or truck per mile. Also provides for calculating gas mileage and calibrating speedometer.

Program Name: AgShare Private Feeder

Company Name: Hi-Plains Systems, Inc.
 Box 8152
 Amarillo, TX 79114
 (806) 358-7101

Retail Price: \$29.00 + \$5 shipping and handling

Machine Type: IBM

Description:
 Everything you need to monitor cattle feeding in small feedyards. Pens 1-30, 20 commodities, 20 rations and 20 special fees. Includes customers and accounts receivables. Hospital and Buller pens, daily feed input, calculates daily gains. Reports include Lot Analysis, Feedbills, Closeouts, Breakevens, Rations, plus many more. Requirements: MS-DOS 2.1 or higher, 512k RAM, 2 floppy disks or hard disk, 80 column printer.

Program Name: AgShare Closeout Analysis for Cattle Feeders

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$29.00 + \$5 shipping and handling

Machine Type(s): IBM

Description:

Provides analysis of closed out lots of cattle. Track up to 3000 closed out lots for analysis by a variety of specified items. Reports are user defined and provide sorting, searching, averaging, and totaling plus other options. Requirements: MS-DOS 2.1 and up, 512k RAM, 2 floppy disk or hard disk, 80 col printer.

Program Name: AgShare Closeout Analysis for Consultants

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$29.00 + \$5 shipping and handling

Machine Type(s): IBM

Description:

Closed out lot data is entered for each customer with a customer ID code. Stores up to 3000 lots for analysis by a variety of specified items. Reports are user defined and provide sorting, searching, averaging, totaling plus other options. Requirements: MS-DOS 2.1 and up, 512k RAM, 2 floppy disk drives or hard disk, 80 col printer.

Program Name: AgShare Breakeven Analysis for Feeder & Live Cattle

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$29.00 + \$5 shipping and handling

Machine Type(s): IBM

Description:

Multiple weights analysis breakevens using the futures market for any given month. Options screen shows max profit or loss using Puts and Calls. Breakeven screen interacts with a futures and option screen. Basis is also used, plus other Cattle Breakeven programs are included. Calculates cost of grain, breakevens, profit or loss, plus much more. Requirements: MS-DOS 2.1 or higher, 512k RAM, 2 floppy disk drives or hard disk, 80 col printer.

Program Name: AgShare Cattle on Feed

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$29.00 + \$5 shipping and handling

Machine Type(s): IBM

Description:

Designed to aid the serious cattle feeder in tracking the cattle he has on feed at various feedlots. 250 lots max. Each lot can have a different owner and be in different feedyards. All data is updated from feedbills, purchases and sales tickets. Reports are user defined. Also tracks loans against cattle purchases. Requirements: MS-DOS 2.1 and up, 512k RAM, hard disk, 80 column printer.

Program Name: Mini-Master Feedlot Program

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$1250.00

Machine Type(s): IBM

Description:

Feedlot program for large private cattle feeders. Up to 250 lots on feed. Customer accounts, medicine treatment program, daily feed input, incoming commodities with contracts. Feedbills, Closeouts, Lot Analysis, plus many more reports. Smaller version of the Master Feeder. Requirements: MS-DOS 2.1 and up, 512k RAM, hard disk, 80 col printer.

Program Name: Outside Lots Feedlot Program

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$1000.00

Machine Type(s): IBM

Description:

Modified version of the Master feeder program for large cattle feeders to track cattle in various feedlots. Tracks all ins, outs, and deads by lot. Special input screen for updating lots from feedbills. Also calculated current weight and head days. Reports can be run by lot pattern to provide reporting by various locations. Requirements: MS-DOS 2.1 and up, 512 k RAM, hard disk, 80 col printer.

Program Name: Master Feeder Program

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$2500.00

Machine Type(s): IBM

Description:

Feedlot program for commercial feedlots with 2000 to 100,000 head capacity. Includes partnership accounting, prepaid grains, treatments, 255 commodities, 255 rations, 24 special fees, feed finance, interest on cattle. Multiple lots/pen option. Yardage can be added to ration cost automatically. Historical lots section, virtually unlimited reports section. Will interface with Enhanced Ledger Program. Requirements: MS-DOS 2.1 and up, 512k RAM, hard disk, 80 col printer--132 col printer preferred.

Program Name: Cattle Feeder Risk Management

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$750.00

Machine Type(s): IBM

Description:

Program works with Futures prices and Put and Call option premiums. Data is entered on a buy screen, instantly profit or loss is calculated based on the futures month entered. Lots can be transferred to inventory and all trades can then be recorded. Customer ID can be set up. Reports are user defined and provide complete flexibility. Statement of account can be printed. Customer summaries can also be printed. Pop up ration calculator is available for determining ration costs. Requirements: MS-DOS 2.1 and up, 512 k ram, hard disk, 80 col printer.

Program Name: Stocker/Feeder Risk Management

Company Name: Hi-Plains Systems, Inc.
Box 8152
Amarillo, TX 79114
(806) 358-7101

Retail Price: \$750.00

Machine Type(s): IBM

Description:

Program works with Feeder Cattle futures prices, put and call option premiums. Buy screen allows you to have 3 different cost of gains for the final profit and loss calculation (2 pasture types plus a growing yard).

Futures prices for each trade month with option premiums can be updated at any time. Buys can be transferred to inventory and tracked. Reports are user defined. All trades can be entered for each lot in inventory. Pup up ration calculator is available for determining ration costs. Requirements: MS-DOS 2.1 and up, 512k RAM, hard disk, 80 col printer.

Program Name: **Feedlot**

Company Name: Earl Fuller, Ag & Applied Economics
University of Minnesota
249 Classroom Office Building
St Paul, MN 55108
(612) 625-1226

Retail Price:

Machine Type(s): IBM

Description:

Answers the question Should I feed out cattle, sheep, or lambs?

Program Name: **Beef Production**

Company Name: Agri-Software
Division of Visco Corp.
531 Acme Road
Delaware, OH 43015
(614) 369-1755

Retail Price: \$450 - \$1095

Machine Type(s): IBM

Description:

Set of 3 programs: Beef cattle break-even, ration analyzer for beef, beef carcass performance evaluator.
Requirements: 256k RAM, 2 floppy disk drives, 132 column printer.

Program Name: **Steer Weight Est. by Girth**

Company Name: Wait Cattle Company
133 Carolyn Lane
Nicholasville, KY 40356
(606) 887-1563

Retail Price:

Machine Type(s): IBM TRS80

Description:

Steer weight estimator by heartgirth measurement. Requirements: 320k RAM, 2 floppy disk drives.

Program Name: Beef Yield & Grade Quality Grade

Company Name: Wait Cattle Company
133 Carolyn Lane
Nicholasville, KY 40356
(606) 887-1563

Retail Price:

Machine Type(s): IBM TRS80

Description:

Program computes beef yield & quality grades based on the eye method. Requirements: 2 floppy disk drives, 320k RAM.

Program Name: Farmware 8

Company Name: World Wide Computing, Inc.
#3 Winthrop Road
Morrilton, AR 72110
(501) 354-1929

Retail Price: \$175

Machine Type(s): IBM

Description:

Feeder beef analysis, cow-calf analysis, day counter/future date/birth date calculator, feed value estimator. Requirements: 64k RAM, 2 floppy drives.

Program Name: Feedlot Management

Company Name: Cititech Computer Solutions, Inc.

Retail Price: \$500

Machine Type(s): IBM CPM

Description:

Requires 64k and 2 floppy disk drives.

Program Name: Feedlot Management Program

Company Name: Doug Dau
402 Mayfair Place
6707 Elbow Dr. S.W.
Calgary, Alberta T2V 0E5 CANADA
(403) 220-6217

Retail Price: \$500

Machine Type(s): IBM

Description:

Basic recordkeeping for commercial feedlots--tracks cattle and feed inventory, customer billing, profitability analysis. Requirements: 128k RAM, 2 floppy disk drives.

Program Name: Feedpower!
Company Name: Northwest Nutrition-management Consultants
Retail Price: \$200 - \$330
Machine Type(s): APPLE IBM

Description:

Complete feed management system for feedlots and the cow herd. Requires 2 floppy disk drives and 128k RAM.

Program Name: Feedpower!-II
Company Name: Northwest Nutrition-management Consultants
Retail Price: \$300 - \$499
Machine Type(s): IBM

Description:

Feedlot and custom pasture management program. Requirements: 256k RAM, 2 floppy disk drives.

Program Name: Beef Grain Projection
Company Name: Owen Picton
Picton Farm Computers
Route 3
Blair, NE 68008
(402) 426-5876

Retail Price: \$25.00

Machine Type(s): TRS80

Description:

Simulates feeding situation for beef cattle. Requirements: 16k RAM, 2 floppy disk drives.

Program Name: Cattle Feeding Nutrition Requirement
Company Name: Wait Cattle Company
133 Carolyn Lane
Nicholasville, KY 40356
(606) 887-1563

Retail Price:

Machine Type(s): IBM TRS80

Description:

Determines dry matter, total protein and total digestible nutrients. Requirements: 320k RAM, 2 floppy disk drives.

Program Name: Feeder Cattle Break-Even

Company Name: Heizer Software
1941 Oak Park Blvd., Suite 30
Concord, CA 94523
(415) 943-7667

Retail Price: \$12.00

Machine Type(s): Macintosh

Description:

In addition to total costs and returns by animal, obtain a break-even price per pound, profit or loss per head, and total profit or loss. Requires Microsoft Excel or Microsoft Works. Demo version available for \$2.00.

Program Name: Retained Ownership of Calves

Company Name: Heizer Software
1941 Oak Park Blvd., Suite 30
Concord, CA 94523
(415) 943-7667

Retail Price: \$8.00

Machine Type(s): Macintosh

Description:

Enables you to calculate whether you should sell your calves at weaning time, or feed them out yourself or at a commercial feedlot. Requires: Microsoft Excel or Microsoft Works.

Program Name: Beef Cattle Feedlot Analysis

Company Name: Heizer Software
1941 Oak Park Blvd., Suite 30
Concord, CA 94523
(415) 943-7667

Retail Price: \$ 8.00

Machine Type(s): Macintosh

Description:

Calculates how much you can expect to gain by sending your cattle to a feedlot. Takes into account the cost of feed, interest, transportation, etc. Requires: Microsoft Excel or Microsoft Works.

Program Name: Cornell Cattle Systems I

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$40

Machine Type(s): IBM

Description:

BEEFGAIN has been enhanced and combined into this program. CCSI evaluates diets and predicts performance of growing cattle based on energy requirements adjusted for age, sex, breed, frame size, environment, feed additives, and growth stimulants. The program then calculates cost of gain and profit considering purchase cost, feed costs, yardage, interest rates, and sale price for various grades. Nutrient requirements can then be compared to those in the diet at various cattle weights. The present program bases analysis on crude protein. The authors intend to include a rumen submodel and a feed composition table with protein fraction data in a later release. Updates will cost \$10 when available. Developed by D. Fox and others, Dept. of Animal Science, Cornell University. Requirements: 128k RAM and DOS 2.0 or later.

Program Name: Growdier

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$50

Machine Type(s): TRS80

Description:

This program evaluates rations for growing cattle by comparing requirements for the rate of gain predicted to be allowed by the diet to the nutrients available from the diet. Included are protein and all major trace minerals. Adjustments are made for age, sex, frame size, use (or non-use) of feed additives and growth stimulants and environment. Rations are balanced by manual iteration.

SOFTWARE DESIGNED FOR CROP STORAGE

Program Name: Breakeven Price For Stored Grain

Company Name: Publications Distribution

Retail Price:

Machine Type(s): APPLE

Description:

Evaluates the costs of drying and storage alternatives and compares break-even prices for stored grain as compared to selling wet at harvest and drying and selling at harvest. Written by: Hufferd/Wisner

Program Name: Cold Storage Building

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

Calculates refrigeration requirements for maintaining a specific inside temperature for storage of fruits and vegetables. Written by: Paul E. Sumner

Program Name: Corn Drying Break Even Analysis - SHRINK

Company Name: R. Spray, Ag Engineering Dept
Clemson University
210 McAdams Hall
Clemson, SC 29631
(803) 656-3160

Retail Price:

Machine Type(s): IBM

Description:

Calculates how much a grower can spend on drying and still break even. IBM, Lotus 123. Written by: Spray.

Program Name: Corn/Soybean Management Series 1

Company Name: Doane Information Services
A Control Data Company
8800 Queen Ave. S. BLCS1Z
Bloomington, MN 55431
1-800-422-2434

Retail Price: \$95.00

Machine Type(s): APPLE IBM

Description:

Contains 5 different programs: grain storage decisions, harvest loss calculations, crop yield calibration. You can adjust variables to determine how much crop to store and when to sell. Corn/Soybean Management also helps you determine combine efficiency, estimate yield, and establish the right plant population. LIMITS: Apple: 64K; IBM, 128K; 1-Disk, 80 column printer.

Program Name: Corn/Soybean Management

Company Name: Farm TABS, Ltd.
Terra Centre
600 4th St.
Sioux City, IA 51101

Retail Price: \$95

Machine Type(s): APPLE IBM

Description:

Five Programs each dealing with a specific area of crop management: Grain Storage Decisions (with break-even graph), Harvest Loss Calculator, Yield Calculator, Field Population Calibrator and a Planter Calibration Calculator. Increased efficiency and higher prices by correct storage and selling decisions can increase income dramatically. LIMITS: IBM PC, 128k, 1 disk drive, 80 column printer, Apple IIc/e, 64k, 1 disk drive, 80 column printer.

Program Name: Crop Budget System

Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Retail Price: \$500.00

Machine Type(s): IBM CPM

Description:

Provides 5 programs needed for budgeting and financial projections. Crop Budget - estimates costs & net returns/acre & prints the probabilities of achieving most likely price, yield & net return . Irrigation Budget

- computes cost of pumping per hour & per acre inch. Stored Grain Budget- computes storage cost & break-even for future months. Graze-Out vs Grain Harvest and Cash Flow Projection.

Program Name: **Crop Storage Decision Program**

Company Name: Dale Lantz
University of Illinois
305 Mumford Hall, 1301 W. Gregory Dr.
Urbana, IL 61801
(217) 333-0754

Retail Price:

Machine Type(s): IBM

Description:

Calculates future prices necessary to cover added storage and holding costs above current price of grain for an array of 7 interest rates for each of 12 successive months. Written by: Ellinger & Roberts. Programming Language: Basica

Program Name: **Crop Storage Decisions**

Company Name: Paul Ellinger
University of Illinois
123 Mumford Hall
Urbana, IL 61801
(217)333-9513

Retail Price: \$40

Machine Type(s): IBM

Description:

AECO-B-103. Helps users calculate the relative break-even price needed to store grain for 12 separate months and at seven different interest rates.

Program Name: **DRYING COSTS**

Company Name: E. Wengert, Forest Products Dept
VPI
Brooks Center
Blacksburg, VA 24061
(703) 961-5560

Retail Price: 0 (send disk)

Machine Type(s): IBM

Description:

Calculates the cost of drying lumber using 67 different cost items, which the user can change easily.

Program Name: Discounting Cash Flow

Company Name: Horizons Unlimited
42980 Staffordshire
Lancaster, CA 93534
(805) 948-7964

Retail Price: \$14.95

Machine Type(s):

Description:

Calculates the true cost of holding a product while waiting for possible price increases. Yields the answer in terms of what price you must get at a future time in order to equal the amount you would realize by selling now and investing the proceeds.

Program Name: Farm Manager-Grain Management Vol.2

Company Name: Pro-Ag Software Co.
Box 43AR
Marble Rock, IA 50653
(515) 397-2701

Retail Price: \$49.95

Machine Type(s): COMMODORE

Description:

A series of farm planning and management programs. Volume 2 contains six programs concerned with Grain Management: CROP COMPARISON-compares 3 crops to determine which is most profitable, CORN YIELD-estimates total field yield and losses, WET GRAIN-economics of drying grain to a desired moisture level, EARLY FREEZE-estimates corn yield when stalks are frozen early, GRAIN MARKETING-compares 4 marketing alternatives to drying and selling at harvest, GRAIN HOLDING COSTS-calculates holding costs and break-even prices for grain storage. Requirements: Commodore 128 or 64.

Program Name: Forage Inventory - FORINV

Company Name: W. Terry Howard, Dept of Dairy Science
University of Wisconsin
Animal Science Building
Madison, WI 53706
(608) 263-3495

Retail Price:

Machine Type(s): APPLE

Description:

Calculates remaining amounts of silage in a tower silo, given the diameter, beginning depth and remaining depth. The program will also give inches per day to remove at various depths to make forage last a desired number of days for a specified feeding level and number of cattle. The program also will indicate the number of days each specified depth will last. Written by: Howard

Program Name: Forage Supply Evaluation - INEVA

Company Name: W. Terry Howard, Dept of Dairy Science
University of Wisconsin
Animal Science Building
Madison, WI 53706
(608) 263-3495

Retail Price:

Machine Type(s): APPLE

Description:

Evaluates forage supply in up to four tower silos and dry forage. It projects needed forage and calculates percent of forage needs from each source. In addition, it projects days of forage in each silo based on desired rate of dry matter feeding. Written by: Howard

Program Name: Grain Dry Store

Company Name: Earl Fuller, Ag & Applied Economics
University of Minnesota
249 Classroom Office Building
St Paul, MN 55108
(612) 625-1226

Retail Price:

Machine Type(s): APPLE IBM

Description:

An estimator of the economics of (1) pricing wet, (2) pricing dry at harvest or (3) pricing at some future specified time as cash or through the use of contracts of future market transactions. Recognition is made of drying charges and storage charges through a specified storage period. Also calculates for given grain values the accumulated storage costs with recognition of interest charges, losses and damage which may occur over a 10 month period when combined with BN115. Written by: Fuller

Program Name: Grain Drying 2.1

Company Name: Summerville Enterprises
104 Broad St., SE
Aliceville, AL 35442
(205) 373-6383

Retail Price: \$300

Machine Type(s): IBM TRS80.

Description:

Determines whether it would be more profitable to sell your grain wet or dry. Customized to use discount schedule used by your grain buyer. Will determine the shrinkage you get by drying, dollars you would receive for wet grain, total received if you sell the grain wet, total if you sell the grain dry, the difference of the two, whether or not difference covers the cost of drying.

Program Name: Grain Drying And Storing

Company Name: University of Minnesota Extension Service
Software Dist. Center, MN Extension Service
University of Minnesota
St. Paul, MN 55108

Retail Price: \$25.00 wholesale;\$50.00 retail

Machine Type(s): IBM

Description:

AG-CS-2999, version 1.0. Ten programs (3 disks) analyze grain drying methods, energy costs of drying, shrink factors, grain sale, fan selections, and storage costs. For farmers, ag. professionals, elevator managers, and county agents. DOS 2.1 and above, 128K memory and one disk drive needed. Printer is optional.

Program Name: Grain Storage

Company Name: Ag-Tronics Associates
143 E. 300 North St.
Hyde Park, UT 84318
(801) 563-3701

Retail Price: \$9.00

Machine Type(s): APPLE

Description:

Will help you decide when to sell your crop. It asks for market price at harvest, your loan amount, interest rate, opportunity cost, and other inputs and will tell you what your indifference prices are for the next 12 months.

Program Name: Grain Storage

Company Name: Oklahoma State University
Ted Nelson, Ag Hall
Stillwater, OK 74078
(405) 624-6081

Retail Price: \$10.00

Machine Type(s): APPLE IBM CPM TRS80

Description:

Computes cost per bushel for on farm storage and interest, storage, shrink, and miscellaneous costs for on-farm or commercial storage for 6 time periods selected by the user. Calculates break-even selling prices. LIMITS: 32K, 48K, 64K, Tape, 1-Disk

Program Name: Grain Storage Aeration Analysis(MCUG-31)

Company Name: University of Idaho
Ag Publications Bldg. J-40
Idaho Street
University of Idaho, Moscow, ID 83843
(208)885-7982

Retail Price: \$10.00

Machine Type(s): APPLE IBM

Description:

Version 2.0. This program evaluates the economic factors for investing in a grain storage aeration system. The payback period is determined as well. Specify Apple or IBM when ordering. Apple:DOS 3.3, one disk drive, 48K memory needed. Requires Videx 80 column card in Slot 3 for Apple II+. IBM:PC-DOS 2.X, one disk drive, 128K memory needed.

Program Name: Harvest Time Grain Marketing Decisions

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

This program can be used to evaluate the timing and profitability of grain marketing decisions. Another use of the program is to aid livestock feeders attempting to decide when to purchase grain for their feed requirements. The program calculates the harvest time sales value of grain, drying, storage costs for various types of charges, and break-even grain prices over time. Required: 128k, either MS-DOS 2.0 or higher or CP/M-86 if outside Texas

Program Name: Market Pack (MARKPACK)

Company Name: Mississippi Cooperative Extension Service
P.O. Box 5405
Mississippi St, MS 39762
(601) 325-3226

Retail Price: n/c

Machine Type(s): IBM TRS80

Description:

A program which considers production cost, interest rates, storage cost, and opportunity cost to evaluate strategies of selling storable commodities at current market prices or storing and selling at a future date.

Program Name: Marketing Econ

Company Name: John McKissick, Ext Marketing Service
University of Georgia
Cooperative Extension Service
Athens, GA 30602
(404) 542-1861

Retail Price:

Machine Type(s): IBM

Description:

A. Best Crop (contact: George Westberry)

B. Fertilizer Least Cost

C. Grain Market Analysis

D. Risk Analysis

E. Feed Value

F. Grain Moisture Conversion

G. Grain Storage Costs

H. Vegetable Packing Shed Costs

(B-H: contact John McKissick or Bill Mizelle)

Best Crop provides a comparison of returns from alternative crops by equating yields and unit price.

Fertilizer Least Cost determines the least cost mix of fertilizer to meet a specified nutrient level.

Programs C-H determine marketing and storage alternatives.

Required: IBM PC-DOS 2.1 or higher, 256k

Program Name: Pricing Grain

Company Name: Agpac

Retail Price: \$89

Machine Type(s): APPLE IBM

Description:

There are 24 variables involved in deciding whether to accept a local offer or to take discounts and incur costs of storing, drying and trucking. This program lets you analyze the differences for every conceivable discount and pricing schedule.

Program Name: Selling Wet vs Dry

Company Name: Ag-Com
Box 706
Muscatine, IA 52761
(319) 351-0962

Retail Price: \$49.95

Machine Type(s): APPLE

Description:

One of 13 crop production programs on the diskette. This program compares 1) selling wet corn at harvest, 2) selling dry corn at harvest, 3) drying corn and storing as to potential profitability.

Program Name: Series 110

Company Name: Ag Plus Software
410 1/2 Second Street
Ida Grove, IA 51445
(712) 364-2135

Retail Price: \$90.00

Machine Type(s): APPLE

Description:

Program includes 9 different programs, including cattle and hog break-evens, grain-storage costs, and land loan (level principal). Grain program includes report with inputs, cost of holding grain, and 2 charts covering variable grain prices and interest rates. Cattle and hog programs have reports with input, results, and 2 charts covering variable purchase and selling prices. 18 page documentation. Fully programmed software that does not require emulation mode for Apple III. Free shipping. Free brochure and sample printouts. LIMITS: II+: 48K; IIe: 64K; III,IIIc: 128K; 1 disk, Mac 128K

Program Name: Shrink Calculations

Company Name: Agpac

Retail Price: \$89

Machine Type(s): APPLE IBM

Description:

This program is used to calculate the "shrink" in the value of a bushel of grain resulting from discounts for high moisture grain. It calculates the dollar value of the discounts for moist corn and lost premium for overdry corn, and then shows how much income you can retrieve by blending wet and dry corn.

Program Name: Silo Sizer .. SILOSIZER

Company Name: W. Terry Howard, Dept of Dairy Science
University of Wisconsin
Animal Science Building
Madison, WI 53706
(608) 263-3495

Retail Price:

Machine Type(s): APPLE

Description:

Program Name: Grain Elevator/Feed Store Management

Company Name: Modular Electronics, Inc.
2401 Pilot Knob Road
P.O. Box 21097
St. Paul, MN 55120-1119
(612) 456-0211

Retail Price: \$395 each module, or \$995 all modules

Machine Type(s): IBM CPM UNIX Other Macintosh

Description:

An integrated accounting package with modules for general ledger, payables, payroll, receivables, inventory control, cost/profit center analysis, grain banking, feed formulation, government forms writing, trucker accounting, lien searches, feed processing records, and report writer. Multicompany capability, multitasking, networking, and multiuser versions are available. Can be used with MEI DuckSeries handheld computer. Interface to truck and livestock scales is available. Demo \$50. Requirements: 384k RAM recommended (minimum 64k for CP/M, 256K for MSDOS), 10MB hard disk, 132 column printer.

Program Name: Field Crops Disk #1

Company Name: North Carolina State University
Extension Computer Services
Box 7626, NCSU Campus
Raleigh, NC 27695-7626
(919) 737-3727

Retail Price: \$50 for all 3 disks or \$25 per program

Machine Type(s): TRS80

Description:

Contains 3 programs: calculates feed requirements for cattle herds; makes wet to dry grain conversion; contains soybean variety information access program. May be available for other computers or operating systems.

Program Name: Farmware 3

Company Name: World Wide Computing, Inc.
#3 Winthrop Road
Morrilton, AR 72110
(501) 354-1929

Retail Price: \$150

Machine Type(s): IBM

Description:

A. Grain-drying cost estimator. B. Grain storage estimator. C. Pounds of grain vs. moisture content. D. Storage. Requirements: 64k RAM and 2 floppy disk drives.

SOFTWARE DESIGNED FOR GRAIN ELEVATOR FACILITIES

Program Name: All Star Grain Elevator

Company Name: All Star Computer Services
Route 3, Box 461
Woodford, VA 22580-9763
(804) 448-4655

Retail Price: \$2500

Machine Type(s): IBM TRS80 UNIX

Description:

Includes all the features of the All Star Accounting System plus these features: Stores all scale tickets for sales and purchases. Grain inventory is adjusted based on tickets. Value of inventory is automatically adjusted when grain is purchased or sold. The scale tickets record all weights, moisture and discounts (automatically or manually). Each ticket can be split ten different ways. When grain is delivered on a contract, the contract is adjusted to reflect the outstanding amount. All reports can be printed at any time. Reports reflect the current position by grain for: grain on hand (owned or stored), purchase, sales, and futures contracts. Storage charges can be computed for any period of time. LIMITS: 10 meg hard drive, 132-196 column printer

Program Name: Commodity Accounting System For Grain Elevators

Company Name: Agris Corporation
Susan Powell
1000 Holcomb Woods Parkway #102
Roswell, GA 30076
(404) 587-3324

Retail Price:

Machine Type(s): IBM

Description:
COMPAQ or IBM

Program Name: Coop Data Bank Accounting System

Company Name: Harvest States Cooperatives
Att. Mark Suek
1667 N. Snelling Avenue
St. Paul, MN 55164
(612) 641-6545

Retail Price: \$20,000

Machine Type(s): IBM

Description:

This menu driven system is designed for the grain elevator industry. The entire accounting process is accommodated by this system. This system covers perpetual grain and merchandise inventory, accounts receivable and payables, payroll, and check reconciliation. The system is totally interfaced with general ledger and financial reporting. Data entry updates all affected files on real time as opposed to batch entry and end of day file updating. This system will produce all accounting documents including grain drafts, expense drafts, payroll drafts, statements, contracts, and patronage statements. LIMITS: IBM System 36.

Program Name: Elevator Business System

Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967

Retail Price: \$1295

Machine Type(s): IBM

Description:

A grain inventory system for county elevators. It prints the daily position report for any range of days. Grain is received by farm and each farm may have unlimited number of owner interests. It tracks open storage, company owned and warehouse receipted grain. Customer settlement sheets may be printed out any time. LIMITS: 20 meg hard drive, 640k memory, IBM PC, XT, AT and compatibles

Program Name: Elevator Grain Accounting

Company Name: AAA Ag Services
RR 1, Box 88A
Leland, IL 60531
(815) 495-9355

Retail Price: \$3500.00

Machine Type(s): COMMODORE

Description:

Enter scale ticket information and system will produce daily position reports, deliveries against contracts, customer status reports, figures moisture shrink and discounts, etc. LIMITS: 1-Disk, 8050 or hard disk.

Program Name: Elevator Master

Company Name: Shawgo & Associates
P.O. Box 2328
Amarillo, TX 79105
(806) 373-2594

Retail Price: \$8000.00

Machine Type(s): IBM

Description:

For grain elevators--offers tenant/landlord splits, scale-ticket register, settlement sheet, daily position on each type grain, terminal position on each type grain, terminal storage position, check-writing capabilities and an integrated general ledger.

Program Name: GrainTrac

Company Name: Vertical Software, Inc.
Patrick Gilroy
4541 N. Prospect Rd. #301
Peoria Heights, IL 61614-6523
(309) 682-7070

Retail Price: \$8,500.00

Machine Type(s): IBM

Description:

GrainTrac is a comprehensive grain management program. It completely handles purchase and sale contracts, contract history, scale tickets, grade factors and discounts, hedges and complete on-screen and hard copy reporting. GrainTrac is more than an accounting system, it is also a sophisticated merchandising tool allowing grain merchants to bring contracts to market at any time with adjustments for freight, grade factors and location. GrainTrac is successfully used by grain merchandisers, large elevators, terminal elevators, and grain processors.

Program Name: Grain Contracts & Inventory

Company Name: Farm Information Services, Inc.
P.O. Box 336
Waterproof, LA 71375
(318) 749-5535

Retail Price: \$250

Machine Type(s): IBM

Description:

Handles all your grain sales, including calculating elevator discounts and keeping up with the # of truckloads and contract #'s. Keeps separate records on basis and sales contracts and will move basis contracts to sales when you price the grain. Keeps totals for each contract separately. Totals and averages for your discounts and money. LIMITS: IBM,(64K), 2-Disk, 80 column printer

Program Name: Grain Elevator Management Package

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: 4 programs @\$495

Machine Type(s): IBM

Description:

This group of programs provides for a means of operating a grain elevator regardless of the complexity. There are four programs: grain elevator, order entry-point of sale, inventory, and receivables. They can all be used together. LIMITS: 5mb hard disk

Program Name: Grain Tracking System 2.0

Company Name: Agricom Systems
Robert M. Wilcox
61045 U.S. 31 S.
South Bend, IN 46614
(219) 291-1196

Retail Price: \$995.00

Machine Type(s): IBM

Description:

Supports regular contracts (sales and purchase); inbound grain transactions, cash purchase, accounts payable, delayed pricing, on n storage, warehouse farmer, 3 year reserve, warehouse miscellaneous, commodity credit comp., grain bank (deposit); outbound grain transactions, cash sale, accounts receivable, off premises storage, unposted, grain bank (withdrawal); commodity transfers (in and out); cancels any grain transaction; computer printed checks; dockage table (table and formula); and more. All transactions update (change) all files immediately (real-time updates). GTS 2.0 was designed to work with an Order Entry and Invoicing System to include milling and blending, and to have a file/record locking portion--however, these two aspects have not yet been completed. LIMITS: At least 10M hard disk, 512k RAM, MS-DOS 2.0 or higher, maximum of 3 printers (80 or 132 column print capability).

Program Name: Purdue Grain Elevator Simulator for Cooperative Firms

Company Name: Dr. Stephen Lovejoy, Ag Econ Dept

Retail Price:

Machine Type(s): IBM

Description:

The simulator models the market environment in which cooperative grain elevators compete for the purchase of corn and soybeans from farmers. Two to five firms compete directly with one another for the acquisition of grain from farmers in a trade area. Each elevator makes decisions concerning the purchase prices of grain, drying and storage charges, grain contracting, storage of company owned grain, facilities expansion and sources and uses funds. Decisions are made for a one year period, but some involve seasonal considerations. The simulator can be used to teach business planning techniques, economic and accounting principles or characteristics of firms and the grain industry. It is especially designed to teach financial management and to demonstrate the impacts of different financial plans.

Program Name: Purdue Grain Elevator Simulator for Proprietary Firms

Company Name: Dr. Stephen Lovejoy, Ag Econ Dept

Retail Price:

Machine Type(s): IBM

Description:

The simulator models the market environment in which the proprietary grain elevators compete for the purchase of corn and soybeans from farmers. Two to five firms compete directly with one another for the acquisition of grain from farmers in a trade area. Each elevator makes decisions concerning the purchase prices of grain, drying and storage charges, facilitates expansions and sources and uses of funds. Decisions are made for a one year period, but some involve seasonal considerations. The simulator can be used to teach business planning techniques, economic and accounting principles or characteristics of firms in the grain industry. It is especially designed to teach financial management and to demonstrate the impacts of different financial plans.

Program Name: SAGE

Company Name: Lamda Systems, Inc.
Box 113
Waterville, KS 66548
(913) 785-2606

Retail Price: \$4000.00

Machine Type(s): CPM

Description:

A general ledger system & a grain accounting system. Developed for the country elevator. Both parts are stand-alone and may be used separately. Includes AR, AP, GL, inventory & payroll. Grain accounting portion accounts for all grain from the time it is received until it is disposed of by the customer or elevator with complete accounting for each disposition along the way. LIMITS: 64K, 3-Disk, 132 column printer, HD version available

Program Name: The FeedMill

Company Name: Dalex Computer Systems, Inc.
5207 Eden Road
Mound, MN 55364
(612) 472-1273

Retail Price: \$1000.00-3000

Machine Type(s): IBM

Description:

The FeedMill program is a feedmill management tool designed to improve your productivity. The system allows you, among other things, to easily update your feed, ingredient price and inventory files, generate batch mixing sheets, automatically update weekly price lists and maintain up to twelve plants on one system. The system can handle anywhere from 80 formulas and 80 ingredients on up to 640 formulas and 320 ingredients. LIMITS: 256k, dual floppy disks or hard disk, 1200 baud Hays or compatible modum, carbon copy comm. software.

Program Name: Grain Elevator/Feed Store Management

Company Name: Modular Electronics, Inc.
2401 Pilot Knob Road
P.O. Box 21097
St. Paul, MN 55120-1119
(612) 456-0211

Retail Price: \$395 each module, or \$995 all modules

Machine Type(s): IBM CPM UNIX Other Macintosh

Description:

An integrated accounting package with modules for general ledger, payables, payroll, receivables, inventory control, cost/profit center analysis, grain banking, feed formulation, government forms writing, trucker accounting, lien searches, feed processing records, and report writer. Multicompany capability, multitasking, networking, and multiuser versions are available. Can be used with MEI DuckSeries handheld computer. Interface to truck and livestock scales is available. Demo \$50. Requirements: 384k RAM recommended (minimum 64k for CP/M, 256K for MSDOS), 10MB hard disk, 132 column printer.

Program Name: Market Grain

Company Name: Heizer Software
1941 Oak Park Blvd., Suite 30
Concord, CA 94523
(415) 943-7667

Retail Price: \$8.00

Machine Type(s): Macintosh

Description:

Shows whether landlord and/or tenant can benefit by trucking grain to a more distant terminal where price per bushel is higher than at the local elevator. Requires: Microsoft Excel or Microsoft Works.

Program Name: ScaleTrac

Company Name: Vertical Software, Inc.
Patrick Gilroy
4541 N. Prospect Rd. #301
Peoria Heights, IL 61614-6523
(309) 682-7070

Retail Price: \$1500.00

Machine Type(s): IBM

Description:

ScaleTrac is a system designed to be used either in conjunction with GrainTrac or Grain Clerk or on a standalone basis. ScaleTrac allows you to input tickets on a diskette based PC or compatible. ScaleTrac

allows capture of ticket information at the scale, frees office personnel from re-entering tickets (if using GrainTrac or Grain Clerk) and prints scale tickets.

Program Name: Grain Clerk

Company Name: Vertical Software, Inc.
Patrick Gilroy
4541 N. Prospect Rd. #301
Peoria Heights, IL 61614-6523
(309) 682-7070

Retail Price: \$5500.00

Machine Type(s): IBM

Description:

Grain Clerk is designed for the country elevator. It contains all the functions needed to handle warehouse receipts, contracts, commodity storage, grain bank, patronage and equity, and complete on-screen and hard copy reporting. Grain Clerk is easy to use and contains the flexibility needed by the country elevator.

DIAL-UP AG SERVICES

Program Name: AUTOPRICE

Company Name: Market Master
Lamar Dick
P.O. Box 14111
Columbus, OH 43214
(614) 436-3269

Retail Price: \$79.00

Machine Type(s): IBM

Description:

Communications program to retrieve price data and market news from Farm Bureau ACRES or Dataline databases. Automatic updating of PCMARKET datafiles. One button dialing/logon sequence. Very easy to set up and use. Includes disk and memory capture, printing. LIMITS: Hayes compatible modem, 128K RAM, Dataline unit requires special RS232 cable.

Program Name: Data Capture

Company Name: Southeastern Software
7743 Briarwood Drive
New Orleans, LA 70128

Retail Price: \$90

Machine Type(s): APPLE

Description:

Used to retrieve and store information from information systems and agricultural networks. Can also upload to other systems. LIMITS: Requires modem and/or serial cord

Program Name: Data Capture/PC

Company Name: Southeastern Software
7743 Briarwood Drive
New Orleans, LA 70128

Retail Price: \$120

Machine Type(s): IBM

Description:

Used to retrieve and store information, from information systems and agricultural networks. Can also upload to other systems. LIMITS: Modem or Asynch connection

Program Name: Instant Update (Electronic Newsletter)

Company Name: Professional Farm Software

Retail Price: \$95.00 for 3-month trial

Machine Type(s): APPLE IBM TRS80 COMMODORE

Description:

Instant Update is an electronic information and marketing service. Your link to important information is available 7 days a week, 24 hours a day. Just one phone call taps you into a wealth of information from over 100 individual items. Includes: snapshot quotes updated every 10 minutes; news menus; update technical indicators for price charts; historical information, either daily, weekly, or monthly high-low costs, with the ability to pull out a bracket of time. 3-month trial period includes 100,000 characters and 1 hour of telephone time. After that, telephone time is from 14 cents/minute to 31 cents/minute, depending on the time of day (You pay only for the minutes that you are actually on-line--there is no minimum time charge); plus 30 cents per 1000 characters. At the end of every session, you can see exactly how much telephone time and how many characters you have used, so that you can keep your own record of the cost. Will provide a Videotex terminal for no additional charge to users who wish to try out the system but do not have their own equipment. LIMITS: Compatible with most systems with communications software. Apple requires Hayes Micromodem II 300 Baud, IBM requires any 300 Baud modem).

Program Name: MJK Access

Company Name: Micro Futures

Retail Price: \$75.00

Machine Type(s): IBM TRS80

Description:

One program controls the trader's telephone access to the MJK Commodity Data Base. The second program will then update the individual data files including weekly updates as required. The data updates are almost automatic. Computer "knows" how many days to obtain to bring the traders data "up-to-date" so daily access is not required. Weekly as well as daily data files can be maintained. LIMITS: IBM 128k, TRS 80 64k.

Program Name: Ohio Farm Bureau Acres

Company Name: Ohio Farm Bureau

Retail Price: \$529/annual

Machine Type(s): APPLE IBM CPM DEC TRS80 COMMODORE UNIX Other
Macintosh

Description:

Dial-up agricultural database with heavy marketing and legislative orientation. Over 3000 screens, updated every 10 minutes to once per week. AGRIVISOR@ advice, Washington Reports, Futures and Options quotes, cash bids, PIK certificate bids, and more. Annual fee grants unlimited number of accesses, no surcharges or monthly fees. LIMITS: 300 1200 baud modem, communication software

Program Name: Personality+ III(tm)
Company Name: Microstar Software, Ltd.
Wendy E. Kennedy
14 Concourse Gate, Suite 400
Nepean, ONT Canada K2E 7S6
(613) 727-5696
Retail Price: \$159
Machine Type(s): IBM

Description:

Personality+ III(tm) is a communications package for accessing NAPLPS videotex and ASCII Test only databases. Agricultural dial-up services such as Grassroots can be accessed using Personality+III(tm). Features of Personality+ III include automatic dialing to access database, file/frame capture to disk for redisplaying later, support of a variety of different graphics cards, data encryption for security in applications such as home banking, etc. LIMITS: Machine must have at least 256K of memory and DOS 2.0 or above

Program Name: QUICKSTUDY (R)
Company Name: Commodity Systems, Inc.
200 W. Palmetto Park Rd.
Boca Raton, FL 33432
(407-392-8663)
(800) 327-0175
Retail Price: \$395.00
Machine Type(s): IBM

Description:

This is a technical analysis program which includes 3 proprietary studies: PDI, CSI-Trend, CSI-Stop, in addition to stochastics, momentum, on-balance volume, over bought/over sold, MACD, commodity channel index, Williams % R, spread/ratio, RSI, simple/weighted/exponential moving averages, detrend, non-seasonal volume, Herrick payoff index and Call/put ratio study.

Program Name: Instant Update
Company Name: Professional Farmers of America
219 Parkade
Cedar Falls, IA 50613
(800) 553-2910
Retail Price: \$45.00 start-up fee; \$15.00/month
Machine Type(s):

Description:

INSTANT UPDATE offers both commodity prices and market analysis. A special keyboard is available that connects to a television set, so users who do not have a micro can still access the information. INSTANT UPDATE offers CME, CBT, KCBT, Mid-America and other futures and options updated every 10 minutes, as well as regional and national cash prices. It also has a wide selection of metal, sugar, currencies and other prices. Prices for a specific commodity can be retrieved, as can reports covering several markets of commodities. Historical data are available for the life of futures contracts, weekly back to 1981, and monthly back to 1975. Market analysis includes moving average, relative strength, volume/open interest, weekly and monthly high/low/close, cycles and daily technical commentary for grains, meats, metals, foods, financials and currencies, and woods, fiber, and energies. Two categories of marketing strategies are available for soybeans, corn, wheat, cotton, cattle, hog, and feed buying: weekly market tactics and monthly market strategies. Analysis and recommendations are available for soybeans; corn; soft and hard red winter, spring, and durum wheat; hogs, and cattle. In addition to the \$15.00 monthly fee, reports cost \$0.30 per 1000 characters. There is a special 3-month introductory offer of \$95.00 which includes the start-up charge, 3 months of use fees, and 100,000 characters. A four-day demo account is available. Requirements: computer with 300 or 1200 baud modem, or television set with special keyboard provided by PFA.

Program Name:

AgriData Network

Company Name:

AgriData Resources, Inc.
330 E. Kilbourn Ave.
Milwaukee, WI 53202
414-278-7676

Retail Price:

Machine Type(s):

APPLE IBM CPM DEC TRS80 COMMODORE UNIX Other
Macintosh

Description:

AgriData Network is the online information, education, and communications service used by America's top farmers and ranchers. AgriData Network delivers market prices, agricultural news and information, weather and market advisories—the information today's farm business manager needs to make more profitable management decisions. Requirements: telephone modem and telecommunications software. Available via any home computer.

Program Name:

AgriDaily

Company Name:

AgriData Resources, Inc.
330 E. Kilbourn Ave.
Milwaukee, WI 53202
414-278-7676

Retail Price:

Machine Type(s):

APPLE IBM CPM DEC TRS80 COMMODORE UNIX Other
Macintosh

Description:

AgriDaily is an electronic business and market update for agriculture. Available in grains, livestock or a combination grains/livestock version, AgriDaily is retrievable around the clock via computer, telephone

modem and telecommunications software. It consists of two or three printed pages of auto-scrolled text for fast retrieval. Updated at 6 p.m. every business day, AgriDaily offers farmers current analysis and actionable marketing strategies as well as the news and information they need to make more profitable marketing decisions on a daily basis.

Program Name: **Telecommuter**

Company Name: AgriData Resources, Inc.
330 E. Kilbourn Ave.
Milwaukee, WI 53202
414-278-7676

Retail Price:

Machine Type(s): IBM

Description:

Telecommuter software is an integrated telecommunications, information retrieval, e-mail handling and work processing software package designed to fully automate online sessions with AgriData Network, a computer network providing business information, education and communications services for the agricultural industry. The software was designed in conjunction with Sigea Systems, Weston MA.

Program Name: **Globalink**

Company Name: Professional Farmers of America
219 Parkade
Cedar Falls, IA 50613
(800) 553-2910

Retail Price: \$49.95/month

Machine Type(s): IBM

Description:

Price quotes (10 minute "snapshot") on stock index futures, financial, currencies, metals, oil products; daily price charts (can also be printed); real-time news by category; ProFarmer reports; technical comments and indicators. KU satellite reception only.

OTHER AG INDUSTRY SOFTWARE

Program Name: AgData Huller Billing

Company Name: AgData of CA
891 Hazel Street
Gridley, CA 95948
(916) 846-6203

Retail Price: \$495.00

Machine Type(s): CPM

Description:

The AgData Huller Billing program allows a nut-hulling operation to keep a record of all shipments received from growers, by weight, of field-run nuts, dirt, in-shell nuts, and meats. The grower is invoiced for hulling and cleaning charges, and receives a sales report showing processing charges for nuts sold to companies directly from the huller. The Operation Report summarizes for each ranch, the above totals kept by crop, field, and variety. Also maintains load records in chronological order for internal accounting.

Program Name: Breakeven Analysis For Fish Boat

Company Name: Jeff Stander/F. Smith, Ag Resource Econ
Oregon State University
Extension Hall
Corvallis, OR 97333
(503) 754-2942

Retail Price:

Machine Type(s): APPLE IBM

Description:

A demonstration program for Marine Advisory Service Workshops to determine optimum landing sites for fish based on varying fish price, cost of supplies, distribution to port, weather and delay time in loading.
Written by: Stander / Fred Smith

Program Name: Decision Tool For Trawler - ENDTOW

Company Name: Jeff Stander/F. Smith, Ag Resource Econ
Oregon State University
Extension Hall
Corvallis, OR 97333
(503) 754-2942

Retail Price:

Machine Type(s): APPLE IBM

Description:

A decision support program to be used by trawl fishermen to determine when to bring up net and make a new set. Analysis depends on cost of towing vs. marginal increase in amount of fish in the net. Written by: Stander/Fred Smith

Program Name: Feed Control

Company Name: Settler Computer Tech, Inc.
G.W. Blackmore
101C Hodsman Road
Regina, SK CN S4N5W5
(306) 949-9393

Retail Price: \$2500.00

Machine Type(s): IBM

Description:

Feed manufacturing software, designed for commercial feed mills. Interfaces with least cost ration software and inventory. System interfaces with complete financial software (G/L AR, AP, Payroll).

Program Name: Feed Plant Management Package

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: 3 programs @\$495 each

Machine Type(s): IBM

Description:

This package is a complete system for the operation of a feed plant regardless of its operation method. There are three programs included: Ration formulation, Inventory, and Receivables. The programs can be used together or separate. LIMITS: 5mb hard disk.

Program Name: Feedmill Management Systems

Company Name: Agri-Business Data Systems, Inc.

Retail Price: \$995-1,995

Machine Type(s): IBM UNIX

Description:

The Feedmill Management Systems is a complete management control system for feed manufacturers. The system tracks production and financial information from the acquisition of raw ingredients through the delivery of finished feeds. Feed formulas can be entered and stored, allowing automatic depletion of ingredients from on-hand inventories. Repricing of ingredients is on a first-in first-out basis, and can be

performed daily or in real time. Mixing and transportation charges can be added automatically to produce customer pricing. Hand-adds, such as medication, can be added to existing file formulas without reentry. The program tracks feed sold and feed fed to own stock separately.

Program Name: Fertilemaster
Company Name: Shawgo & Associates
P.O. Box 2328
Amarillo, TX 79105
(806) 373-2594
Retail Price: \$10000.00
Machine Type(s): IBM

Description:
For farm-fertilizer dealers--offers split-billing and invoicing, inventory on fertilizer & chemicals, application charges, blend building, scale-ticket register, check-writing capabilities & an integrated general ledger.
LIMITS: 64K, 2-Disk, required

Program Name: Fertilizer Business Dealer System
Company Name: Ag Computer Service, Inc.
4037 West 50th
Amarillo, TX 79109
(806) 353-9967
Retail Price: \$2750
Machine Type(s): IBM CPM

Description:
A business management system for fertilizer dealers. Includes budgets for customers, planning budgets for dealers, field record applications, accounts payable, accounts receivable, and inventory. The General Ledger will also keep track of farmers that also sell fertilizer. Data source is sales slips, fertilizer invoices, checks and receipts for accounts payable. LIMITS: 20 meg hard drive, 256k memory, IBM PX, XT, AT, & compatibles, CPM 80

Program Name: Fertilizer Formulation
Company Name: Ag-Com
Box 706
Muscatine, IA 52761
(319) 351-0962
Retail Price: \$49.95
Machine Type(s): APPLE

Description:

One of 13 crop production programs on the diskette. This program is designed for the farm or fertilizer supplier. It will formulate the pounds of actual nutrients desired. The six most common dry and liquid fertilizers are used.

Program Name: Fertilizer Formulation (Least cost or Optimizing)

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: \$495

Machine Type(s): IBM

Description:

This program has a very easy entry of nutrients and ingredients with the capacity to select both the minimum and maximum restrictions. As many as 30 different ingredients can be balanced in a single batch on a least cost or an optimizing bases. The batch report is complete with cost scale and weights for ease in mixing. This program can also be used for fertilizer inventory. LIMITS: 256k

Program Name: Fertilizer Plant Management Package

Company Name: Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666
(404) 548-3018

Retail Price: 4 programs @\$495 each

Machine Type(s): IBM

Description:

This package is a complete system for the operation of a fertilizer plant regardless of the complexity. The 4 programs available are: fertilizer formulation program, order-entry point of sale, inventory and receivables program, they all can be tied together. LIMITS: 5mb hard disk

Program Name: Financial Management Tutor for Cooperatives

Company Name: Dr. Stephen Lovejoy, Ag Econ Dept

Retail Price:

Machine Type(s): IBM

Description:

The tutor explains and provides practice using concepts and techniques of financial management as they apply to agricultural cooperatives. The tutor consists of several chapters - each which contains concepts related to a single financial topic. These chapters are independent study units so they can be accessed in any

order and reviewed at the individual's own pace. Most chapters also include exercises which allow the user to test his understanding of the concepts covered in that chapter.

Program Name: Fish Processing Operating Decision - BUYSELL

Company Name: Jeff Stander/F. Smith, Ag Resource Econ
Oregon State University
Extension Hall
Corvallis, OR 97333
(503) 754-2942

Retail Price:

Machine Type(s): APPLE IBM

Description:

A demonstration program for analyzing points at which a processing plant should either 1) process at full capacity, 2) buy just enough to keep vessels fishing, and 3) shut down. Analysis depends on wholesale price, yield, landing price, economic conditions, desired profits, etc. The program is self-contained with "calc" style input. Written by: Stander/F. Smith

Program Name: Fishing Breakeven - CREWSHARE ANALYSIS

Company Name: A. Nelson Schwartz, Res. Ecology & Fish. Mgmt
Northwest Fisheries Center
2725 Montlake Blvd East
Seattle, WA 98112
(206) 442-4624

Retail Price:

Machine Type(s): APPLE

Description:

A demonstration and application program for computer workshops. It may also be used by fishermen to determine break-even price and landings quantity for various crew-share and full share arrangements. It allows the user to compare three different combinations of crew-share and fuel-share arrangements at the same time and allows for some joint expense. Input & output combined on the same screen. Written by: Schwartz

Program Name: Fishing Port Selection - DELIVER

Company Name: A. Nelson Schwartz, Res. Ecology & Fish. Mgmt
Northwest Fisheries Center
2725 Montlake Blvd East
Seattle, WA 98112
(206) 442-4624

Retail Price:

Machine Type(s): APPLE

Description:

A demonstration and application spreadsheet for Marine Advisory Service Computer Workshops. It also may be used by Salmon fishermen to determine to which of several ports to deliver his salmon, take on fuel, bait and ice. Written by: Schwartz. Requires: VISICALC

Program Name: Five Year Cash Flow

Company Name: A. Nelson Schwartz, Res. Ecology & Fish. Mgmt
Northwest Fisheries Center
2725 Montlake Blvd East
Seattle, WA 98112
(206) 442-4624

Retail Price:

Machine Type(s): APPLE IBM

Description:

A demonstration or application worksheet for calculating small marine business cash flow. It can be modified easily by the user to set up his own cash flow spreadsheet. Written by: Schwartz. Requires: Multiplan

Program Name: Freight Truck Management

Company Name: Berner & Associates
RR 1, Box 159
Elkville, IL 62932
(618) 568-1411

Retail Price:

Machine Type(s): IBM

Description:

Tracks dispatching, mileage, invoicing, accounts receivable, dump trailer, tickets, inventory. LIMITS: hard disk

Program Name: MIXIT-4

Company Name: Agricultural Software Consultants, Inc.
715 W. Nettie
P.O. Box 32
Kingsville, TX 78363
(512) 595-1937

Retail Price: \$1895

Machine Type(s): IBM

Description:
MIXIT-4 consists of MIXIT-2+, AUTOMDX and PRICE-IT and is a completely integrated feed formulation, pricing, and inventory package for a feed mill.

Program Name: Mariculture Cost Analysis
Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:
This program can generate enterprise budgets for shrimp, redfish and other marine fish. This program is a management tool and allows mariculture producers to examine the costs of inputs and price of outputs, and standardize results on a per acre basis. Required: 128k, MSDOS 2.0 or higher or CP/M-86 if outside of Texas

Program Name: Micro-Crop Packinghouse
Company Name: Micro-Crop, Inc.

Retail Price:

Machine Type(s): IBM CPM

Description:
This package is a complete billing, sales and inventory control system for agricultural products. Inventories are kept by raw and packed quantities, and handles pool, lot and grower accounting. Included is a complete accounts receivable, order/invoicing procedure, inventory control, growers payable and sales analysis. LIMITS: 64K RAM minimum, 132 column printer, hard disk preferable

Program Name: MULTIMIXIT
Company Name: Agricultural Software Consultants, Inc.
715 W. Nettie
P.O. Box 32
Kingsville, TX 78363
(512) 595-1937

Retail Price: \$1895

Machine Type(s): IBM

Description:

MULTIMIXIT, a MIXIT-4 option, is a multi-blend feed formulation system for feed mills which calculates a series of blends simultaneously, least costing up to 25 formulas while making the most economical use of the feed ingredients available in inventory. MULTIMIXIT is completely integrated with MIXIT-4, no reentering or transferring of data is required, all formulas are saved, individual one-page summaries are formed, as well as usage report which shows how much of each ingredient was used in each formula. MULTIMIXIT enables the feed mill to save on feed ingredient purchases and reduce the number of substitutes by anticipating feed ingredient shortages and making the most economical use of ingredients in limited supply. LIMITS: 8087/80287 processor, hard disk, 256k, IBM XT and ATcompatibles

Program Name: Net Revenues From A Fishing Trip - TRIPSIM

Company Name: Jon M. Conrad, Dept of Ag Economics
Cornell University
Warren Hall
Ithaca, NY 14853
(607) 255-7681

Retail Price:

Machine Type(s): TRS80

Description:

Simulates net revenues from a fishing trip. The user answers 20 questions relating to the operating conditions for his vessel as well as his catch and price expectations. With this input, the program generates random catch and price levels to compute gross revenue, trip cost, net revenue, crew's share and ship's share. The program may be most useful for fishermen considering a change in fisheries. It allows for a systematic inquiry into the net revenue prospects of a trip before leaving port. Written by: Conrad

Program Name: PRICE-IT 2.1

Company Name: Agricultural Software Consultants, Inc.
715 W. Nettie
P.O. Box 32
Kingsville, TX 78363
(512) 595-1937

Retail Price: \$595.00

Machine Type(s): APPLE IBM CPM DEC TRS80

Description:

PRICE-IT is a feed pricing and inventory program which shares prices with all of the MIXIT programs, and shares formulas with MIXIT-2+ and AUTOMIXIT. PRICE-IT prints price sheets with ten different markups and saves and prints price and inventory data. Ingredient usage is subtracted from inventory and up to nine different usage levels may be printed together with reordering information. The PRICE-IT feature which allows words in the printed reports to be changed is especially useful where English is not the first language. LIMITS: 128K, 80 column printer

Program Name: Pecan Enterprise Budget - PCAN

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

An enterprise budget for pecans in Georgia. Written by: George O. Westberry. Requires: SUPERCALC

Program Name: Pecan Grove Irrigation - DRIP

Company Name: Larry E. Lemon, Computer Services
University of Georgia
311 Hoke Smith Annex
Athens, GA 30602
(404) 542-5387

Retail Price:

Machine Type(s): APPLE

Description:

DRIP is a pecan grove irrigation program. Written by: George O. Westberry. Requires: SUPERCALC

Program Name: Pecan Nut Casebearer Model

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

This program consists of 3 programs: (1) pecan nut case bearer model, (2) location lister editor, (3) weather data editor. Pecan nut case bearer is a key pest of pecans in Texas. The model keeps accurate daily weather conditions and indicates most effective spray time. Location List Editor is a file management tool. Weather Data Editor is a data entry storage utility for anyone who needs weather data. Required: 128k, MSDOS 2.0 or higher or CP/M-86 if outside of Texas

Program Name: Pecan Weevil Static Economic Threshold Model

Company Name: Donnie G. Smith
Texas Agricultural Extension Service
ATTN. Computer Software Order
College Station, TX 77843-2468
(409) 845-3929

Retail Price:

Machine Type(s): IBM

Description:

This program is designed to evaluate the cost effectiveness of spraying for pecan weevils in a particular orchard. Inputted information is used with standard biological constants to evaluate if a producer should spray and cost if he does. Required: 128k, MSDOS 2.0 or higher or CP/M-86, Supercalc2/3 or Lotus 1-2-3 if outside of Texas

Program Name: Farm Supply Center Simulator

Company Name: Dept. of Ag Economics, Purdue
Publication Distribution
Purdue University
West Lafayette, IN 47907

Retail Price: \$100

Machine Type(s): IBM

Description:

The farm supply center simulator models the environment in which firms sell feeds, fertilizers and various services and purchase grain from farmers. It is designed so that from two to five teams compete in the market area. Each team makes 41 decisions, including price levels for products and services, quantity and quality discounts, hog and layer contracting, personnel, product orders, equipment purchases, facility expansions, loans, and investments. Decisions are made for a one year period. For each decision period, teams are given a market news sheet which contains information about cost of goods, grain market prices, and news items which are expected to influence their volume of business, prices, or profitability. The results from decisions consist of an operating statement, balance sheet, ratio analysis, efficiency report, contracting report, inventory report, and market information relating to market shares, prices, and other policies of competitors. Optional reports may be obtained for the teacher, including graphs of team performance (if the computer has graphic capabilities).

Program Name: Supermarket Chain Simulator

Company Name: Dept. of Ag Economics, Purdue
Publication Distribution
Purdue University
West Lafayette, IN 47907

Retail Price: \$100

Machine Type(s): IBM

Description:

The supermarket chain simulator models the market environment in which food retailing chains of 6 stores compete for food sales. There are 26 operating decisions for one supermarket for 1 week which involve margins, promotions, specials, orders, and people. There are six quarterly decisions for the chain concerning remodeling, opening new stores, investments, and loans. Each store is organized into six departments: grocery, meat, produce, dairy, frozen foods and general merchandise. Financial results for all stores are projected on a quarterly basis. Team decisions are recorded on a decision form for creation of data files using the editor program. When data entry is completed, decisions can be processed by the simulator. The results returned to teams consist of an operating statement, balance sheet, ratio analysis, report of inventory and stock turn, labor analysis, and a market report containing the shares of competing chains and margins, promotional activities, and other policies of competitors. Optional reports may be obtained for the teacher, including graphs of team performance if the computer has graphic capabilities.

Program Name: Seed Corn Dealer

Company Name: AAA Ag Services
RR 1, Box 88A
Leland, IL 60531
(815) 495-9355

Retail Price: \$75.00

Machine Type(s): COMMODORE

Description:

Stores individual orders and produces distributor orders - record deliveries, returns, and produces reports and lists by customer, variety, seed size, etc. LIMITS: 1-Disk, 4040 disk drive

Program Name: The FeedMill

Company Name: Dalex Computer Systems, Inc.
5207 Eden Road
Mound, MN 55364
(612) 472-1273

Retail Price: \$1000.00-3000

Machine Type(s): IBM

Description:

The FeedMill program is a feedmill management tool designed to improve your productivity. The system allows you, among other things, to easily update your feed, ingredient price and inventory files, generate batch mixing sheets, automatically update weekly price lists and maintain up to twelve plants on one system. The system can handle anywhere from 80 formulas and 80 ingredients on up to 640 formulas and 320 ingredients. LIMITS: 256k, dual floppy disks or hard disk, 1200 baud Hays or compatible modum, carbon copy comm. software.

Program Name: Trawl Fishing Net Decision - ENDTOW-VC

Company Name: A. Nelson Schwartz, Res. Ecology & Fish. Mgmt
Northwest Fisheries Center
2725 Montlake Blvd East
Seattle, WA 98112
(206) 442-4624

Retail Price:

Machine Type(s): APPLE

Description:

A demonstration and application spreadsheet for Marine Advisory Service Computer Workshops. It also may be used by trawl fishermen to determine when to bring up the net, empty it, and make a new set. Written by: Schwartz. Requires: VISICALC

Program Name: Vessel Budget Simulator

Company Name: A. Nelson Schwartz, Res. Ecology & Fish. Mgmt
Northwest Fisheries Center
2725 Montlake Blvd East
Seattle, WA 98112
(206) 442-4624

Retail Price:

Machine Type(s): IBM

Description:

Simulates the aggregate or individual costs and returns for selected vessel classes and fisheries. To simulate any particular vessel or vessel class, the user must have available a set of cost relations and vessel landing information.

Program Name: WOOLPRO

Company Name: Oregon State University Extension Service
Tim Cross
Corvallis, OR 97331
(503) 754-2942

Retail Price: \$25.00

Machine Type(s): IBM

Description:

EM 8310. Program is intended to simplify and ease the recordkeeping associated with the operation of a wool pool. It allows the user to keep track of the names and addresses of producers who participate in the pool, to record bag numbers, weights and related information, to enter and change price information, to calculate and print producer settlement sheets, to calculate and print a pool summary, and to automatically

print checks for producers. For IBM PC or compatible with at least 128K random access memory, and a fixed disk drive. Include \$3.75 for shipping and handling.

Program Name: Genes

Company Name: Phil L. Spike
Iowa State University
225 Kildee Hall, ISU
Ames, IA 50011
(515) 294-3161

Retail Price:

Machine Type(s): IBM

Description:

An interactive genetic simulation program written in compiled BASIC. Any performance trait can be simulated given the mean performance, phenotypic standard deviation and heritability in the broad sense. Students are required to specify the genetic control of the trait by identifying the number of loci that are additive, partially dominant, completely dominant or over-dominant. There is a maximum of 26 loci for all types of gene action. Users can selectively mate animals and produce 50 offspring per generation with strictly nonoverlapping generations. Individual and average phenotypic values are reported for each generation. The actual genotype of each animal including genotypic and breeding values are also available. Gene frequencies are computed for each locus for each generation. See abstract in 1987 Journal of Animal Science, Vol. 65, supplement 1.

Program Name: FISHY

Company Name: Wallace Killcreas
Agricultural Economics Department
P.O. Box 5187
Mississippi State, MS 39762
(601) 325-2672

Retail Price:

Machine Type(s): IBM

Description:

A Records Program for Catfish and Shrimp Production, Financial Data and Management Decisions. FISHY is a program that facilitates better production management decision through the keeping of historical records on fish production, the recommending of feeding parameters, and the prediction of fish harvest and feed needs. FISHY generates many management decision oriented reports. Printer required.

Program Name: Almond Grower Accounting

Company Name: Altamont Computers, Inc.
807 Central Avenue
Tracy, CA 95376
(209) 836-2400

Retail Price: \$2495.00

Machine Type(s): IBM

Description:

Receive and grade almonds, grower delivery and progress payment reports. Can be integrated with packing shed for inventory along with shipping and sales. Requirements: 256K and DOS 2.0 or higher.

Program Name: **Milk Hauling Cost Analysis Program**

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$25.00

Machine Type(s): IBM

Description:

This program offers an easy method for developing a cost profile for an individual truck, based on the route and cost characteristics attributable to that truck. It also allows quick analysis of how changes in individual truck costs, such as fuel or insurance, affect overall operating and unit costs. Handlers may use the estimates in planning for anticipated cost changes. Haulers records ensure the rates cover operating expenses, as well as permit accumulation of capital for timely replacement of the truck fleet. Handler and hauler estimates provide a common basis from which rate negotiations can be started. Developed by S. Payson, W. Wasserman and W. Lesser, Cornell University.

Program Name: **Milk Hauling Truck Maintenance Program**

Company Name: Cornell University
Northeast Regional Agricultural Engineering
Riley Robb Hall
Ithaca, NY 14853
(607) 256-7654

Retail Price: \$25.00

Machine Type(s): IBM

Description:

This program provides the small independent contract milk hauler with a convenient and inexpensive method for accumulating truck repair and maintenance cost data on a routine basis. This information may be used to determine hauling costs and subsequently to negotiate hauling rates. It also has application in assessing other management factors such as truck longevity and in establishing truck replacement policies. Developed by S. Payson, W. Wasserman and W. Lesser, Cornell University.

Program Name: GRAFEX ENT009

Company Name: G.Keith Douce
University of Georgia
UGA Ext., Entomology Dept.
Tifton, GA

Retail Price:

Machine Type(s): IBM

Description:

A data management and graphics display system for use with insect trap capture survey program. The system is menu driven and displays insect trap capture data, summarized at the county level, on state and/or S.E. region maps. The user can page from date to date or state to state via pressing appropriate function keys. Weekly summaries of insect trap capture data are available from April to September from the USDA/APHIS/PPQ Cooperative Pest Program state contact person. Requirements: PCDOS 2.1 or higher, 256k, 2 floppy disk drives. Color or BW monitors.

Program Name: Horticulture Disk #5

Company Name: North Carolina State University
Extension Computer Services
Box 7626, NCSU Campus
Raleigh, NC 27695-7626
(919) 737-3727

Retail Price: \$25 (\$50 for all 5 NCSU Hort disks)

Machine Type(s):

Description:

PYO grower directory.

Program Name: Cotton Warehouse Management System

Company Name: Intelligent Decisions Incorporated
5205 Oak Park Road
Raleigh, NC 27612
1-800-322-3276

Retail Price: \$3500

Machine Type(s): IBM

Description:

Contains all the elements of Farm Management Systems, plus automates cotton warehouse recordkeeping. Prints receipts, calculates all charges and prepares all shipping documents. Prints picking lists, accrued earnings and insurance reports. Automatic exchange of data with gin system for combined gin/warehouse

operations. Meets the needs of warehouses with a few thousand to over a hundred thousand bales. Training, including installation, available for an additional \$1150.

APPENDIX E
INFORMATION TABLES ON THE FIVE TARGET COUNTRIES

TABLE 1						
DEGREE TO WHICH TYPE OF CO-OP IS PRESENT						
0= NOT PRESENT						
3=COMMON TYPE OF CO-OP						
	Costa Rica	Egypt	Honduras	Indonesia	Philippines	Average
Supply/Consumer Co-ops	2	2	2	2	2	2
Marketing/Processing Co-ops	3	2	3	2	3	2.6
Electric Co-ops	0	0	0	0	1	0.2
Credit Unions/Farm Credit	2	0	2	2	3	1.8
Bank for Co-ops	2	0	0	2	3	1.4
Other	0	0	0	0	2	0.4

TABLE 2						
RATING OF INFRASTRUCTURE AND COMPUTER AVAILABILITY						
1=POOR						
3=VERY GOOD						
	Costa Rica	Egypt	Honduras	Indonesia	Philippines	Average
Electricity	3	?	1	?	1	1.00
Telecommunications	3	1	1	1	1	1.40
Computerization	3	1	2	2	1	1.80
Availability of Hardware	3	2	1	2	2	2.00
Availability of Software	2	1	2	2	2	1.80
Availability of Support	3	1	1	2	2	1.80

TABLE 3						
TYPES OF PRODUCTS MARKETED/PROCESSED						
	Costa Rica	Egypt	Honduras	Indonesia	Philippines	Average
Cane Sugar		1			1	0.4
Coffee/Nuts/Fruits	1	1	1		1	0.8
Grain					1	0.2
Rice		1	1	1	1	0.8
Livestock		1				0.2
Meat/Fish	1			1		0.4
Milk		1		1		0.4
Vegetables		1		1		0.4
Other		1		1		0.4

TABLE 4						
DEGREE OF CENTRALIZATION						
1= CENTRALIZED						
2= FEDERATED						
3= DECENTRALIZED						
	Costa Rica	Egypt*	Honduras	Indonesia	Philippines	Average
Supply/Consumer Co-ops	2	1	1	2	2	1.6
Marketing/Processing Co-ops	2	2	2	2	2	2
Electric Co-ops	na	na	na	na	2	0.4
Credit Unions/Farm Credit	2	na	2	2	2	1.6
Bank for Co-ops	1	na	na	1	1	0.6
Other	na	na	na	na	?	0

* Great degree of government regulation

APPENDIX F

LIST OF ELECTRONIC AG INFORMATION SERVICES (Source: *Ag Computing*, April 1989, pages 11-12.)

Electronic Ag Information Services

System Name	Sponsor	Primary Users	Type of Services
ACRES Contact: Jim Simmons American Agric. Communications Sys. 225 Touhy, Park Ridge, IL 60068 (312)399-5870 or (800)826-8145	American Farm Bureau Fed.	Members of 36 participating state farm bureaus	Info. retrieval, market data analysis and AgriVisor trading advice, weather, legislative developments, all USDA market svc. reports.
agLine Contact: Steve Burhoe Doane Information Services 11701 Borman Drive, Suite 100 St. Louis, MO 63148 (314)569-2700	Doane Information Services	Agricultural Computing newsletter subscribers	Electronic mail, ag software reviews, public domain ag software, cash, futures, & options prices, market advice and analysis, major USDA reports, Washington reports.
Agribusiness U.S.A. Contact: Jodi Doyle Pioneer Hybrid Data Base Mgt. 5608 Merle Hay Rd. Johnston, IA 50131 (870)338-5876	Pioneer Hi-Bred International, Inc.	Agribusiness	Indexes & abstracts from more than 300 business & gov't. publications, complete from Jan. '85 to present. Full text of USDA statistical reports since Jan. '86. Updated every week.
AGRICOLA Contact: Gary McCone National Agricultural Library 10301 Baltimore Blvd. Beltsville, MD 20705 (301)344-3813	USDANAL	Farmers, agricultural and life science researchers nationwide	Info. retrieval (primarily agricultural research info.), extension publications.
AgriData Network Contact: Beth Koehler 330 E. Kilbourn, Milwaukee, WI 53202 (800)558-9044; WI, (800)242-6001	AgriData Resources, Inc.	Nationwide	Business decision info.; education svc., Ag Ed Network, market advisories, cash & futures prices, & w't. & commod. news.
ANSER Contact: Dr. Robert Fehr Ag Data Center — Univ. of Kentucky Lexington, KY 40546-0092 (606)257-7207	U. of Kentucky	Farmers and 90 extension offices in Kentucky	Problem solving for farm mgt., info. retrieval.
AOS II Contact: Steve Rayhle Commodity News Services, Inc. P.O. Box 8053 Leawood, KS 66208 (800)255-6490 or (913)642-7373	Commodity News Services	Nationwide	Grain, livestock, and cotton futures and cash prices, weather, and financial information.
ATI-Net Contact: Jeff Ennen Calif. Agricultural Technology Institute Fresno, CA 93740-0079 (209)294-2361	CATI	California farmers and nationwide	Info. on Calif. agriculture, bulletin boards, electronic mail, teleconferencing, free communications software.
DRAGNET Delaware Dept. of Agriculture 2320 South DuPont Hwy Dover, DE 19901 (302)736-4811	Delaware Dept. of Ag in cooperation with the Extension	Delaware ag professionals	Bulletin board, public domain farm mgt. & agronomics software for downloading.
DTN Contact: DTN, Inc. 8805 Indian Hills Drive Omaha, Nebraska 68114 (800)345-6554	Data Transmission Network Corporation	Farmers and ranchers, agribusinesses	Futures & option quotations from all major commodity exchanges; cash livestock prices; add-on market advisories.
EXNET Contact: Deborah Coates 108 Computation Center Iowa State Univ., Ames, IA 50011	Iowa State University Extension Service	Iowa extension services and farmers	Integrated pest management, extension and home economics info., weather reports, electronic mail, USDA markets.
FACTS Contact: Bill Simmons Ag Computer Network 105 Smith Hall, Purdue University W. Lafayette, IN 47907 (317)494-8333	Purdue University	Indiana farmers and extension offices	Ag data bases for Indiana, decision aid programs, problem solving programs, info. retrieval.

System Name	Sponsor	Primary Users	Type of Services
Global Link/Instant Update Contact: Professional Farmers of America 219 Parkade Cedar Falls, Iowa 50613 (800)553-2910 ext. 100; Iowa, (800)772-2106	Professional Farmers of America	Nationwide	Pro Farmer reports & opinion; news & news features; price quotes; price charts; technical comments & indicators; Washington reports; & floor comments
INFOTEXT Instructional Communications Systems University of Wisconsin—Extension 975 Observatory Dr. Madison, WI 53706 (608)263-4262	University of Wisconsin—Extension	Farmers and extension offices	Weather; markets; news; UW—extension specialist reports.
Instant Update Contact: Instant Update 219 Parkade, Cedar Falls, IA 50613 (800)553-2910; Iowa, (800)772-2106	Professional Farmers of America, Inc.	Nationwide	Info. retrieval, commodity prices, market advice and analysis, options, weather, news wire.
National Weather Service Contact: Joanna Dionns, W/NMCS3 Climate Analysis Center World Weather Bldg., Room 811 Washington, DC 20233 (301)763-4670	National Weather Service	Nationwide agricultural and energy applications and hydrology	Temperature and precipitation data, various weather reports, textual forecast.
NPIRS Contact: User Services, NPIRS Entomology Hall, Purdue University West Lafayette, IN 47907 (317)494-6614	Purdue University	Nationwide, plus 11 international users	Federal & state pesticide registrations, related chemical info., all hazardous chemicals, MSDS (Material Safety Data Sheets), EPA's PDMS (Pesticide Documentation Mgt. System).
PIONEER® Information Network Contact: Mark Lyle Pioneer HI-Bred International, Inc. 11153 Aurora Avenue, BIS Des Moines, Iowa 50322 (800)338-5878	Pioneer HI-Bred International, Inc.	Nationwide producers, agribusinesses	Ag commentaries, agronomic updates, commodity chart download, Pioneer product info., market info., & daily cash grain prices, domestic & international weather.
RFD TV 2815 Farnam Street Omaha, NE 68131 (402)345-2322	RFD-TV	Satellite dish owners	Ag news; weather, livestock, money, metals, fruits & vegetables, & grain markets; options; stock market updates.
SCAMP Contact: Jim Tete IPM Program NYS Agricultural Experiment Station Geneva, NY 14456 (315)727-2208	Cornell University	New York extension officer, New York state agencies, coop. institutions, and farmers nationwide.	Info. retrieval, pest forecasting, weather forecasting, pest/crop weather reporting, elec. mail. Macintosh & IBM bulletin boards.
The Source Contact: Source Telecomputing Communications & Marketing P.O. Box 1305, McLean, VA 22102 (800)336-3368	Source Telecomputing Corp.	Nationwide & International	Info. retrieval, commodity prices, USDA reports, electronic mail, news, business, & investing, travel, education, shopping, games.
TELCOT Contact: Plains Cotton Coop Association P.O. Box 2827, Lubbock, TX 79408 (806)763-8011; (800)358-4532 In states adjoining TX; (800)692-4459 In Texas	Plains Cotton Coop Association	Cotton gins and buyers	Electronic trading of cotton.
UMC BBS Contact: John Travis 325 Mumford Hall Univ. of Missouri Columbia, MO 65211 (314)882-4827	Univ. of Missouri—Columbia	Missouri and midwestern ag professionals	Utility programs, spreadsheets, daily & weekly info from Univ. Ag Dept., info from Soil Conservation Svc., USDA, Integrated Pest Mgt.; daily Missouri ag-weather forecast, more.
USDA EDI Service Contact: Russell Forte Room 536-A, Office of Information U.S. Dept. of Agriculture Washington, D.C. 20250 (202)447-5505	USDA	Distributors of information to farmers & ranchers	Same as USDA On-Line, but faster, & more reports offered. Soil Conservation Service info. Coop state research service.
World System Teletext Contact: Tempo Enterprises 3530 Bomar Road Douglasville, GA 30135 (404)949-6800	Tempo Text	Nationwide	News; latest sports information; late weather data and forecasts; theater information; traffic information & travel data; stock and commodity reports. □

APPENDIX G

OFF-THE-SHELF COMPUTER-BASED TRAINING (CBT) MODULES

<u>General Skill Development</u>	177
Business/Business Math	177
Business Computer Skills	178
Decision Making	179
English Language/Writing	180
Management Training	181
Statistics	183
<u>Enterprise Development Methodology</u>	184
Agriculture	184
Budgeting/Forecasting	186
Business Analysis Tools	187
Business Planning	190
Project Management	192
<u>Authoring Systems</u>	194

Key: [t] = software specifically designed for training

-
1. Information in this appendix was provided by Diane Harpold and TechnoServe.

General Skill Development

BUSINESS/BUSINESS MATH

-Review Questions on Accounting [t] \$40

Queue, Inc.
338 Commerce Dr.
Fairfield, CT 06430
(800)232-2224 (203)333-7268

Review Questions on Accounting contains a set of multiple choice questions including: accumulation of financial data, periodic adjustments, the accounting cycle, accounting systems and internal control, partnerships, cash, investments, receivables, inventory accounting, depreciation, liabilities, stockholder's equity, corporate combinations, source and application of funds, taxes, and more.

-Buying with Credit \$75 [t]

Gamco Industries, Inc.
P.O. Box 1911
Big Spring, TX 79721
(800)351-1404 (915)267-6327

-Finance Plus \$3

-Solve-it \$3

-Your Financial Analyst \$3

California Shareware
42263 50th Street W., Suite 422N
Quartz Hill, CA 93536
(805)273-0550

Finance Plus calculates the unknown value for financial problems. **Solve-It** answers many types of money questions, especially regarding loans and amortization. **Your Financial Analyst** shows various aspects of almost any type of loan.

BUSINESS COMPUTER SKILLS

-Computer Concepts \$50 [t]

Ventura Educational Systems
3440 Brokenhill St.
Newbury Park, CA 91320
(805)499-1407

This introductory computer literacy course provides an overview of computer fundamentals. The program uses a game-like format to teach terms and key concepts of Computer History, How a Computer System Works, BASIC Statements, Understanding Computers, Flowcharts, Computer Uses, Computer Components and Peripherals.

**-Introduction to Business Software
[t] \$50**

American Training International, Inc.
12638 Beatrice St.
Los Angeles, CA 90066
(213)823-1129

**-Managing Your Business Using Electronic
Spreadsheets (MYB) [t] \$180**

Intelligence Corp.
1885 Lundy Ave.
San Jose, CA 95131-1819
(800)829-1213 (408)432-0430

DECISION MAKING

-Understanding Decision Making Styles

[t] \$99

-Lightyear \$99

Thoughtware, Inc.

P.O. Box 011151

Miami, FL 33101

(305)854-2318

Understanding Decision-Making Styles allows the user to discover her/his style for making decisions, and learn how to deal with other managers' decision styles. **Lightyear** is a decision-modeling program which allows the user to systematically organize, evaluate, and communicate. It allows for the use of both quantitative and qualitative data.

-Expert Choice \$495

-Stratatree \$129

Expert Choice, Inc.

4922 Ellsworth Avenue

Pittsburg, PA 15213

(412)682-3844

Expert Choice is a decision support package for multicriteria decision making which is useful for resource allocation, strategic planning, and corporate and public decision making. **Stratatree** evaluates problems involving decision and chance events and can be used to develop expected profits under conditions of uncertainty.

-Decision Support One \$695

Enfin Software Corp.

6920 Miramar Rd. Suite 106A

San Diego, CA 92121

(619)549-6606

ENGLISH LANGUAGE/WRITING

-Practical Vocabulary [t] \$55

Queue, Inc.
338 Commerce Dr.
Fairfield, CT 06430
(800)232-2224 (203)333-7268

This high school level vocabulary drill program on recognition and use covers definitions, antonyms, synonyms, word roots, and prefixes.

-Grammar [t] \$45

Gamco Industries, Inc.
P.O. Box 1911
Big Spring, TX 79721
(800)351-1404 (915)267-6327

-English Grammar [t] \$450

-Eng. Gram. Practice [t] \$295

-Report Writing [t] \$250

**-Report Writing: The Technical Report
[t] \$325**

Compris, Inc.
6 Beechwood Ave.
Ottawa, Ontario, CANADA
K1L 8B4
(613)746-3526

-That's My Story [t] \$60
(dvpd by Learning Well)

Mindscape Inc.
3444 Dundee Rd.
Northbrook, IL 60062
(708)480-7667

Use this program to write stories.

**-Writing Skills Improvement Program
[t] \$60**

Weekly Reader Software/Optimum Resources
Inc.
10 Station Place
Norfolk, CT 06058
(800)327-1473 (203)542-5553

MANAGEMENT TRAINING

-Please Understand Me [t] \$89

Jefferson Software/Cambridge Career Products
One Players' Club
Charleston, WV 25311
(800)468-4227

Please Understand Me is self-assessment software which helps the trainee determine their psychological type, temperamental type, and information about their relationships with others.

-Starting a New Business [t] \$60

Queue, Inc.
338 Commerce Dr.
Fairfield, CT 06430
(800)232-2224 (203)333-7268

Starting a New Business simulates the decision process regarding issues such as: partnership agreements, incorporation, budgeting, marketing, inventory, advertising, hiring, taxes, insurance, and more. Optimum choices lead to success and nonoptimum choices create problems of varying degrees.

-Building a Commitment to Productivity [t] \$89

Bureau of Business Practice
24 Rope Ferry Rd.
Waterford, CT 06386
(800)243-0876 (203)442-4365

- Leading Effectively [t] \$99**
- Assessing Management Development Needs [t] \$99**
- Managing by Exception [t] \$99**
- Managing Time Effectively [t] \$99**
- Defining Goals&Objectives [t] \$99**

Thoughtware, Inc.
P.O. Box 011151
Miami, FL 33101
(305)854-2318

Leading Effectively allows the user to build leadership skills, adjust her/his style for a particular situation, and compare oneself to a national sample of other managers. **Assessing Management Development Needs** allows users to assess individual management development needs and gives training recommendations for improving managerial effectiveness. **Managing By Exception** gives a four-step process for

tracking and monitoring business performance. **Managing Time Effectively** allows the user to learn how to set priorities, delegate and make better use of time. **Defining Goals and Objectives** allows users to learn to set long-term goals and short-term objectives that build consensus and measure performance.

-Managing People v8.80814 [t] \$2

Softshoppe, Inc.
P.O. Box 3678
Ann Arbor, MI 48106-3678
(313)761-7638

This is a complete management course designed to improve managers' skills in communication, delegation, motivation, evaluation, hiring people, time management, planning, and decision making.

STATISTICS

-Chance Encounter - Fundamentals & Probability & Statistics [t] \$100

Educational Activities, Inc.
1937 Grand Avenue
Baldwin, NY 11510
(516)223-4666

Chance Encounters teach the foundations of probability theory up to and including the basic statistical notions.

**-The Kemeny/Kurtz Math Series:
TrueSTAT [t] \$80**

TrueBASIC, Inc.
12 Commerce Ave.
West Lebanon, NH 03784
(800)872-2742 (603)298-8517

TrueSTAT uses menus, dialog boxes, and built-in statistical functions to teach statistical concepts and show results of analysis. Allows user to write programs using a BASIC-like language.

Business Statistics \$145

Lionheart Press Inc.
P.O. Box 374
Alburg, VT 05440
(514)933-4918

-Execustat \$295

Strategy Plus, Inc.
Five Independence Way
Princeton, NJ 08540
(800)452-1832 (609)452-1345

EXECUSTAT offers a broad range of basic data analysis features for curve-fitting, forecasting, estimation and plotting.

-PC Globe 3.0 \$70

PC Globe, Inc.
4700 S. McClintock, Suite 150
Tempe, AZ 85282-9692
(602)730-9000

PC Globe is a computerized atlas that provides profiles of 177 countries, including maps, graphics, facts and figures. Comparisons for a variety of categories can be made on the maps or with bar charts. It is available in French, German and Spanish.

Enterprise Development Methodology

AGRICULTURE

**-Orchard & Grove Management,
etc. \$295**

Agri-Management Services, Inc.
P.O. Box 439
Statham, GA 30666

**-AgTrak \$95
-Profit Projector \$95
-Field Applications Manager \$395**

Control Data
Doane Information Services
8800 Queen Ave. S. BLCS1Z
Bloomington, MN 55431
(800)422-2434

AgTrak template for lotus 123 helps you make better business management decisions on land purchase as well as analysis of farm financial condition, credit line, installment loan and investment payback. **Profit Projector** forecast earning from farm enterprises while calculating expected sales receipts and net profit. It prints P&L worksheets and charts. **Field Applications Manager** allows you to keep records of chemical and fertilizer use and print the reports needed to comply with new laws and regulations.

-Various software for farming and ranching

Harris AgDisk
Harris Technical Systems, Inc.
24 Peach Street
P.O. Box 80837
Lincoln, NE 68501
(800)523-5516 (402)476-2811

**-Various agricultural software geared
towards cooperatives**

Agricultural Cooperative Service
Cooperative Services Division
P.O. Box 96576
Washington, D.C. 20090-6576
Rebecca Balogh (202)653-7068

**-Project Data Analysis and Simulation
(DASI ~1985)**
\$Installation, documentation, training
**-Project Data Manipulation Package
(MANIP ~1985) \$Free**

Officer-in-Charge
Computer Services Centre
Food and Agriculture Organization
Via Delle Terme di Caracalla
00100 Rome, ITALY
Telex 610181

DASI accommodates a large and detailed data base incorporating labor, land, equipment, livestock, crops, credit, and other elements. The data can be analyzed and summarized to produce various reports. It quickly calculates the effects of changes in the proportions of agricultural products (growing more wheat than corn, for example) on total farm operations. The program comes with a user's manual that follows a sample project from data preparation through production of reports.

MANIP produces tables showing financial status and rates of return over time for agricultural projects. It measures the sensitivity of revenues to variations in project progress and general economic conditions. The program contains a built-in facility for entering, storing and altering project data. With different data input, MANIP can also be used for financial analyses of development projects in fields other than agriculture.

-RICEMOD 300 (~1985) \$Free

The International Rice Research Institute
(IRRI)
P.O.Box 933
Manila, PHILIPPINES
Telex 7425365

RICEMOD 300 is a tool to model the growth and yield of an irrigated rice crop. The model takes into account soil and atmospheric conditions and plant characteristics. Using these inputs, the model simulates the growth stages of the rice crop and yield at harvest. RICEMOD 300 is a research tool which can be used to study environmental and plant interactions in agricultural development projects.

BUDGETING/FORECASTING

-Budgeting [t] \$45

Gamco Industries, Inc.
P.O. Box 1911
Big Spring, TX 79721
(800)351-1404 (915)267-6327

**-Sales and Marketing Forecasting
[t] \$145**

Lionheart Press Inc.
P.O. Box 374
Alburg, VT 05440
(514)933-4918

-Master Planner \$495

Gary Greer
(206)361-8023

This program involves corporate budgeting.

-Horizon CFS Planner \$225

Harvest Computer Systems, Inc.
120 North Harrison St.
Alexandria, IN 46001
(317)724-4429

Horizon CFS Planner allows the user to plan crop inputs and feed needs, project cashflow, and evaluate profitability for the coming year. It can be used with Horizon CFS Analyst to create a pro forma farm operations system.

-Ronstadt's Financials \$99

Lord Publishing Inc.
8A Pleasant St.
South Natick, MA 01760
(800)525-5673 (508)651-9955

This program addresses projections, analysis, budgeting.

-EY Fastplan \$150

Ernst & Young
2001 Ross Ave, Suite 2800
Dallas, TX 75201
(214)979-2335

This program deals with financial forecasting and reporting.

BUSINESS ANALYSIS TOOLS

- Computer Analysis of Small-Scale Production Projects (formerly ANALPROD)** CARE/Kenya
- Breakeven Analysis \$95**
-Lease Buy Analysis \$55 Resource Software International, Inc.
330 New Brunswick Avenue
Fords, NJ 08863
(201)738-8500
- Business Strategist \$2** Softshoppe
P.O. Box 3678
Ann Arbor, MI 48106-3678
(313)761-7638

You become the industry leader.

- Business Valuation Template \$195**
(dvpd by Innovative Professional Software) ILAR Systems, Inc.
334 Baywood Drive
Newport Beach, CA 92660
(714)759-8987 (714)640-2985

Use this menu-driven, interactive Lotus based program to evaluate any business from a professional perspective like CPA's would do it. It uses eight standard methods (low, medium and high) in tabular and graphical form and generates reports.

- Cash Flow Forecaster Plus \$100 or \$130** Bryley Systems, Inc.
Suite 5, P.O. Box 261
Berlin, MA 01503-0144
(508)562-6077

This is a noncopy-protected template for Lotus 123 which allows you to project your income-statement results, balance-sheet fluctuations, cash-flow requirements, and financial ratios. It can be used to analyze the cash position of a company and supply informative graphs for a firm's nonfinancial managers.

-CF: Cash Flow Analysis
\$995 site lisc.

Superior Software, Inc.
16055 Ventura Blvd., Suite 725
Encino, CA 91436
(800)421-3264 (818)990-1135

CF:Cash Flow Analysis is a program developed to do rapid cash flow analysis. The program provides the user with the reports necessary to allow a bank to properly review a business and provide for an adequate amount of borrowing.

-Cway Strategy \$399

Cway Software, Inc.
30 Lincoln Ave.
Hatfield, PA 19440
(215)368-9494

This program deals with strategic planning.

-Financial Management System \$150

Dynacomp, Inc.
The Dynacomp Office Building
178 Phillips Rd.
Webster, NY 14580
(716)265-4040

-Horizon CFS Analyst \$225

Harvest Computer Systems, Inc.
120 North Harrison St.
Alexandria, IN 46001
(317)724-4429

Harvest CFS Analyst is especially designed for agricultural projects and allows the user to analyze actual profitability for the prior year, and the sources and uses of cash. It can be used with the Horizon CFS Planner to create a pro forma farm operation analysis system.

-JCMENU v.1.07 \$2
-PDS Quote v4.09 \$2

Softshoppe, Inc.
P.O. Box 3678
Ann Arbor, MI 48106-3678
(313)761-7638

JCMENU is a simple, powerful, cost-tracking system which can be used for any project that must be completed within a budgeted dollar limit (originally designed for construction projects). **PDS Quote** lets you set up costs of items such as materials, parts, labor, etc., and generate quote given quantities and markup. It is designed for small retail and manufacturing business.

-Marketing Edge - The Market Planning Expert \$299 (or components)

SUCCESSware, Inc.
203 Annandale Drive
Cary, NC 27511
(919)469-0119

The Market Planning Expert uses Lotus 1-2-3 to assist users in building better market plans. Provides a tool to do a fast "market audit" of a products' position, or to screen new product opportunities; identifies key marketing information; helps to train market planning personnel, and assists managers in making individual market planning decisions.

-Risk \$80

TrueBASIC, Inc.
12 Commerce Ave.
West Lebanon, NH 03784
(800)872-2742 (603)298-8517

Risk is a menu-driven program which helps the user assess risk in decision-making. Can apply four classes of risk aversion: constant risk, constant proportional, piece, and sumex.

-TWIGS [t] \$299

Materials Management Systems, Inc.
P.O.Box 239
Thetford Center, VT 05075-0239
(802)785-4492

This is an inventory management program.

BUSINESS PLANNING

- Building a Business Plan Using Lotus 1-2-3**
\$180
- Intelligence Corp.
1885 Lundy Ave.
San Jose, CA 95131-1810
(800) 829-1213
(408) 432-0430
- Building Business Plans** \$299
- The Software Butler, Inc.
P.O. Box #25384
Rochester, NY 14625
(800)333-2401 (315)597-8974
- Business Planner** \$295
- Enfin Software Corp.
6920 Miramar Rd. Suite 106A
San Diego, CA 92121
(619)549-6606
- Business Plan Expert** \$195
- Expert Technologies Corp.
3618 Burlington
Houston, TX 77006
(800)FAST-PLA (713)524-6262

This interactive, narrative business development tool and business plan builder asks questions and then identifies, records, and formats your answers into narrative reports (Feasibility Analysis and Business Strategy Profile) and financial worksheets.

- Success Inc.** \$130
- Melbourne House
18001 Cowan Ave., Suite A
Irvine, CA 92714
(714)833-8710

Success Inc. leads the user through the entire process of preparing a business plan. Uses a question-and-answer presentation to take the user step-by-step through the planning process, covering objectives, financials, growth potential, operating plan and marketing strategy aspects of the business plan.

-BizPlanBuilder \$99

Jian
127 Second Street, Top Floor
Los Altos, CA 94022
(800)442-7373 (415)941-9191

BizPlanBuilder is a working business plan outline on diskette which integrates to experience and knowledge of "operating" business managers. It contains both text and spreadsheet outlines. The program provides fundamental concepts and formats required for constructing a business plan, allowing the user to fill in according to her/his needs. Program prompts user by asking questions and making suggestions.

**-Developing the Business Plan for Your
Rapidly Growing Company**

Price Waterhouse
Services for Rapidly Growing Companies
1251 Avenue of the Americas
New York, NY 10020
(212)489-8900

PROJECT MANAGEMENT

-Individual Training for Project Management [t] \$70

Individual Software, Inc.
125 Shorway Rd. Suite 3000
San Carlos, CA 94070
(415)595-8855

This tutorial provides lessons explaining the key elements of project management, from constructing a network, to planning, scheduling, and budgeting, through project control. It includes illustrated examples for assigning calendar dates, identifying milestones, and mapping out resource allocation.

-A Hand \$150

Lemain, Inc.
7420 Shelborne Drive
Loomis, CA 95650
(800)227-7881 (915)791-7884

This program deals with time management and office utilities.

-Advanced Pro-Path 6 \$199 '87

Softcorp, Inc.
24623 State Rd. #580
Suite #244
Clearwater, FL 33575
(813)799-3984

-Critical Path Schedule \$129

A Systems Corp.
2004 North Redwood Road
Salt Lake City, UT 84116
(801)364-3300

-Everybody's Planner \$100

Abracadata
P.O. Box 2440
Eugene, OR 97402
(503)342-3030

**-InstaPlan 2.0 \$99
(dvpd by WIPRO Systems, Ltd.)**

Micro Planning International
655 Redwood Highway, Suite #311
Mill Valley, CA 94941
(800)852-7276 (415)389-1414

-Ivy League Project Manager (IPM) v1.07
\$2

Softshoppe, Inc.
P.O. Box 3678
Ann Arbor, MI 48106-3678
(313)761-7638

This program helps you organize and track complicated schedule or project activities.

-Milestone \$99 (dvpd by Organic Software, Inc.)

Digital Marketing Corp.
P. O. Box 2010
Walnut creek, CA 94595
(415)947-1000

-On Schedule \$90

Caddylak Systems, Inc.
131 Heartland Blvd. Box W
Brentwood, NY 11717-0698
(800)523-8060 (516)254-2000

-Primavera Project Planner \$2500

Primavera Systems, Inc.
Two Bala Plaza
Bala Cynwyd, PA 19004
(215)667-8600

The **Primavera Project Planner** takes a planning and control approach to project management, offering broad capabilities for scheduling, cost accounting, and resource management. The program offers flexibility in accessing data, and gives a project manager control for reporting details, preparing summaries, or highlighting exceptions.

-Project Workbench Release 3.05 \$1275

Applied Business Technology Corp.
361 Broadway
New York, NY 10013
(212)219-8945

Project Workbench is a project management system used by both corporations and government agencies for planning and tracking projects. Particular features include resource management, full tracking, autoscheduling and multiple projects systems.

-Quick Schedule Plus \$85

Power Up Software Corp.
P.O. Box 7600*2929 Campus Dr.
San Mateo, CA 94403
(800)851-2917 (415)345-5900

AUTHORING SYSTEMS

Aristotle \$2,000	Idan 16633 Ventura Boulevard, Suite 600 Encino, CA 91436 (818) 788-3720
The Author Plus \$295	Daines Associates P.O. Box 75962 St. Paul, MN 55175 (612) 298-1104
Automatic Test Author \$40	Resource Software Int'l Inc. (Datamatics Mgmt. Services, Inc.) 330 New Brunswick Ave. Fords, NJ 08863 (201) 738-9600
Automator \$2,000-10,000	Direct Technology Inc. 10 East 21st Street, #1705 New York, NY 10010 (212) 475-2747
CA-ADROIT \$12,500	Computer Associates Int'l Inc. Rte. 206 & Orchard Rd. CN-8 Princeton, NJ 08543 (800) 645-3003 (201) 874-9000
CLAS-CBT \$299 or \$3000 unlim.	Touch Technologies, Inc. 9990 Mesa Rim Road, Suite 220 San Diego, CA 92121 (800) 525-2527 (619) 455-7404
Course-Master \$30	Compu-Tations, Inc. P.O. Box 502 Troy, MI 48099 (800) 345-2964 (313) 689-5059
CoursePlus, NATAL \$499	Softwords 4252 Commerce Circle Victoria, BC Canada V8Z 4M2 (604) 727-6522

CSR Trainer 4000 System \$1820	Computer Systems Research, Inc. Avon Park South P.O. Box 45 Avon, CT 06001 (800) 922-1190 (203) 678-1212
The Educator \$?	Applied Learning International 9 Oak Park Drive Bedford, MA 01730 (617) 271-0500
ONQUEST \$CV	CES Training Corp. 10 Forest Avenue Paramus, NJ 07652 (201) 843-6444
PCAN II \$1200	Compris Inc. 6 Beechwood Avenue Ottawa, ON Canada K1L 8B4 (613) 746-3526
PCD3 > \$10,000	Control Data Corporation 8100 34th Avenue South Box 0 Minneapolis, MN 55440 (612) 853-8100
Pedagogue Testing and Assessment System \$2780	Formal Systems, Inc. 100 Thanet Circle Princeton, NJ 08540
The Phoenix/Micro Authoring System \$9,000	Goal Systems International, Inc. 7965 North High Street Columbus, OH 43235 (800) 848-4048 (614) 888-1775
Professional Domino (Domino 2) \$2,000 - \$10,000	Compssoft plc. Compssoft Manor Francombe Hill Godalming, Surrey UK GU7 2AR 04868 25925

PROPI
\$2600

Asys
104 Viewcrest Rd.
Bellingham, WA 98225
(206) 733-9265

Quest Authoring System
\$1795

Allen Communication
140 Lakeside Plaza II
5225 Wiley Post Way
Salt Lake City, UT 84116
(800) 325-7850 (801) 537-7800

**SAM (System for Authoring
Microtraining)**
\$2,000 - \$10,000

Learncom
215 First Street, Suite 2A
Cambridge, MA 02142
(617) 576-3100

SEF/PC
\$2,000 - \$10,000

See local IBM branch office.

Summit Authoring System
\$2,500

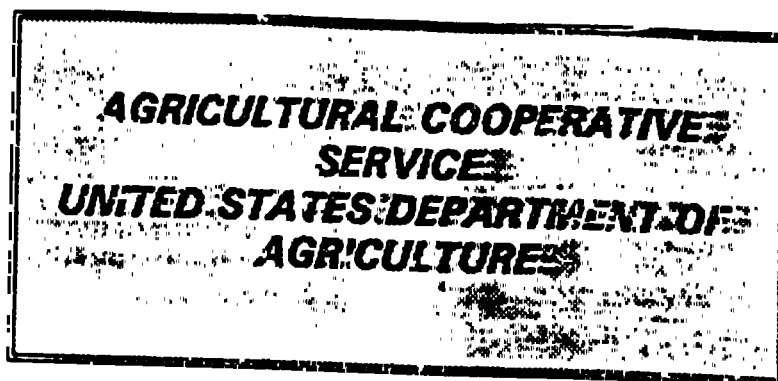
Conceptual Systems, Inc.
Silver Spring, MD

APPENDIX H

AGRICULTURAL COOPERATIVE SERVICE UNITED STATES DEPARTMENT OF AGRICULTURE

SOFTWARE PROGRAMS FOR AGRICULTURAL COOPERATIVES

AGRIBIZ/FINPLAN	198
CO-OP ED	199
CO-OP ED FINANCIAL	199
COOPSIM	200
COOPERATIVE RESTRUCTURING SIMULATOR	201
COST-AL	202
FPG--FACILITY PLANNING GUIDE	202
NSAC ELECTRONIC TAX LIBRARY	203
SAMPLE LEGAL DOCUMENTS	204
SAMPLE POLICIES	204
VEGMARC II	205



The following software programs were developed to aid farmer cooperatives in making financial and management decisions to increase net income and provide quality service to the member-owners. Most of the programs were developed under Cooperative Research Agreements with various land grant institutions. Program support is provided from the land grant institution which developed the program, however assistance may also be obtained from Agricultural Cooperative Service by the individual or program area who supervised or helped design the software.

AGRIBIZ/FINPLAN

System Requirements: IBM or IBM compatible, hard disk drive, 512K RAM and DOS of 2.1 or higher

AGRIBIZ/FINPLAN is a computer based financial planning tool that helps decisionmakers and analysts evaluate strategic financial plans in agribusinesses. The program is designed primarily for grain marketing and farm supply cooperatives similar to those found in the midwestern United States, however other agribusinesses will also find it useful. AGRIBIZ/FINPLAN assumes the user is familiar with financial accounting and computers. Great expertise is not needed in these areas but a general knowledge will enable you to prepare a superior financial plan quickly and with less frustration. The tool has the adaptability to focus its emphasis on member equity planning.

This emphasis allow cooperatives to research and evaluate the various methods of revolving member investment and identify the best method of financing the cooperative.

User Identification: Controllers, managers, financial planners, and consultants will find the program productive after receiving instruction from the land grant who developed the program.

AGRIBIZ/FINPLAN was developed by the Cooperative Extension Service, Kansas State University, Manhattan, Kansas, in conjunction with Agricultural Cooperative Service.

Order from: Kansas State University

Cost: Basic Program \$595.00
Advanced Program \$995.00

CO-OP ED

System Requirements: IBM or IBM compatible, 512K RAM and DOS of 2.1 or higher

CO-OP ED is an educational expert system, in user friendly software, for teaching about farmer cooperatives. The system has a multiple choice format, with seven subject areas and three levels of difficulty. Questions are randomly selected, with 10 questions per session. The system may be used as a self-help teaching program or a pre- and post-testing mechanism when teaching about cooperatives.



User Identification: Students from the secondary to university graduate level, employees of cooperatives, and government agencies working with cooperatives.

CO-OP ED was developed by Dr. James Russell, Department of Agricultural Economics, University of Maryland, College Park, Maryland, in conjunction with Agricultural Cooperative Service.

Order from:

Agricultural Cooperative Service
Cooperative Services Division
P.O. Box 96576
Washington, DC 20090-6576

Cost: \$25.00

CO-OP ED FINANCIAL

System Requirements: IBM or IBM compatible with 512K RAM and DOS of 2.1 or higher, LOTUS 1-2-3 Release 2.01 or higher

CO-OP ED Financial is a LOTUS 1-2-3 template for teaching the mechanics of projecting a yearly budget and cash flow for a small marketing and supply cooperative. The student must project anticipated sales units of produce by grades and selling price. The program will handle two different types of produce with three grades in each type. One supply type item based on units sold and gross margins may also be projected.

A 90 day window of projections on a weekly basis is built into the program. This part of the exercise teaches the student how the cash needs of small cooperatives with limited operating capital is managed. Pro forma statement of operations and balance sheet are projected for the end of the fiscal year.

A basic knowledge of LOTUS 1-2-3 is necessary for effective learning. Program documentation is contained within the program.

User Identification: Teachers and students of agribusiness or management, and bookkeepers of smaller marketing cooperatives.

Order from:

Agricultural Cooperative Service
Cooperative Services Division
P.O. Box 96576
Washington, DC 20090-6576

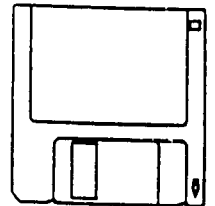
Cost: \$25.00

COOPSIM

System Requirements: IBM PC/AT or compatible with 512K RAM (640K preferred) and DOS of 3.0 or higher. Optional -- Math coprocessor, hard disk, EGA or VGA color display and adapter

CoopSim is a microcomputer-based decision support system developed to assist grain marketing and farm supply cooperative managers in decision making activities. Primary objectives of CoopSim are to assist managers in developing financial forecasts and examining financial performance. The program assists users to: examine a variety of financial statements in tabular or graphical formats; develop financial forecasts based on historical patterns or expectations; and explore alternative corporate strategies regarding reorganization, merger, acquisition, and/or liquidation.

User Identification: Controllers, managers, financial planners of regional cooperatives, and university personnel will find the program productive after receiving instruction from the land grant who developed the program.



CoopSim was developed by the Cooperative Extension Service, Oklahoma State University, Stillwater, Oklahoma, in conjunction with Agricultural Cooperative Service.

Order from:

Oklahoma State University

Cost: NOT AVAILABLE

COOPERATIVE RESTRUCTURING SIMULATOR

System Requirements: IBM or IBM compatible with 640K RAM and hard disk drive, MS-DOS of 2.0 or higher, LOTUS 1-2-3 Release 2.0 or higher, Super VINO

The Cooperative Restructuring Simulator (CRS) is a spreadsheet designed to help cooperative managers assess possible restructuring alternatives. It simulates product distribution based on patron purchasing behavior. The program assumes the patron buys products for the lowest net cost i.e. purchase plus transportation cost. CRS can simulate a trade area with up to five supply sites, selling up to five product lines, in fifteen different demand regions. A product can be as specific as anhydrous ammonia or as general as all fertilizers grouped together. A consistent unit of measure must be used for all product types in order to incorporate flexibility into CRS. Thus, dollars of product sold are used in favor of physical units of measure such as weight. CRS uses cost, price, capacity, demand, and mileage data to calculate coefficients for the model. This data is readily available from financial reports of most cooperatives. The model was not designed to find the optimal retail structure of a cooperative trade area.



It was built to use a scenario defined by the user and report the distribution of the products to the patrons of that scenario. The model has the ability to conduct "what-if" analysis based on changes of patron demand. The importance of this function becomes apparent when the basic concepts of restructuring are considered. This applies whether entire sites are closed or product lines are consolidated. CRS can be used to analyze other management decisions besides restructuring. The impact of new product lines in the trade area can be assessed as well as the impact of competition.

User Identification: Controllers, managers, and financial planners will find the program productive after receiving instruction from the land grant developing the program.

Developed by the Department of Agricultural Economics, Virginia Polytechnic Institute & State University, Blacksburg, Virginia, and Agricultural Cooperative Service.

Order from:

Virginia Polytechnic Institute

Cost: \$25.00

COST_AL

System Requirements: IBM or IBM compatible with 640K RAM and DOS of 2.1 or higher, hard disk is recommended, LOTUS 1-2-3 Release 2.0 or higher

COST_AL is a template designed for LOTUS 1-2-3 that can be used by grain marketing and farm supply agribusiness managers, controllers, and accountants for "what-if" analyses of common cost (general and administrative) allocations quickly and easily. The template can be used to calculate departmental income statements from the cooperative's consolidated statement of operations. The user can select allocation bases for each income and expense item on the consolidated statement of operations.

Users are able to do "what-if" analyses by selecting alternative allocation bases and then recalculating the template.

User Identification: Controllers, managers, and financial planners will find the program productive after receiving instruction from the land grant who developed the program.

The template was developed by the Department of Agricultural Economics, Purdue University, West Lafayette, Indiana, in conjunction with Agricultural Cooperative Service.

Order from:

Purdue University

Cost: \$25.00

FPG--FACILITY PLANNING GUIDE

*(for use with emerging
marketing cooperatives)*

Systems Requirements: IBM or IBM compatible with 1.5 megabytes of RAM, hard disk drive, and DOS of 2.1 or higher, LOTUS 1-2-3 Release 2.01 or higher

The purpose of the Facility Planning Guide (FPG) is to provide a user friendly microcomputer based planning tool for those working with emerging or

expanding small vegetable marketing cooperatives. The menu driven program utilizes information on yields, market prices, operating costs, capital costs, and cooperative incomes for packing up to five crops. FPG generates operating and summary statements reflecting the projected operations of the planned cooperative.

The basic information needed for use in a cash flow analysis is contained within these reports and can be extracted for use in other programs. The program recommends necessary equipment and facilities based on processing volumes and suggests their retail costs.

User Identification: Controllers, managers, and financial planners will find the program productive after receiving instruction from the land grant who developed the program. In addition, it has excellent written documentation.

Developed by the Department of Agricultural Economics, Virginia Polytechnic Institute & State University, Blacksburg, Virginia, and Agricultural Cooperative Service.

Order from:

Virginia Polytechnic Institute

Cost: \$30.00

NSAC ELECTRONIC TAX LIBRARY

System Requirements: IBM or IBM compatible, hard disk drive, 512K RAM and DOS of 2.1 or higher, WordPerfect Release 4.0 or higher

The NSAC Electronic Tax Library contains the full text of over 500 documents related to cooperative Federal income taxes, all of which can be read on-screen or printed out in whole or in part. The library contains more than 170 court decisions from the Tax Court, District Courts, Claims Court, Courts of Appeal, Board of Tax Appeals, Supreme Court, and others. It also contains more than 160 revenue rulings from the 1920s to the present; over 150 private letters ruling from 1975 to the present; important code provisions such as sub-chapter T, section 521, and others related to cooperatives; IRS regulations pertaining to cooperatives, historical and current; important General Counsel Memoranda, items of legislative history, and others.

The program is user friendly with complete directories of everything in the library, an index research system, and a complete cross citation system.

User Identification: Auditors, accountants, attorneys, financial planners, and management consultants.

Developed by Dr. James Baarda of Agricultural Cooperative Service and distributed by the National Society of Accountants for Cooperatives, 6320 Augusta Drive, Suite 802-C, Springfield, Virginia 22150.

Order from:

National Society of Accountants
for Cooperatives

Cost: \$250.00

SAMPLE LEGAL DOCUMENTS

System Requirements: IBM or IBM compatible with 640K RAM, two floppy drives (3.5 & 5.25) or hard disk drive, MS-DOS of 2.0 or higher, WordPerfect Release 4.0 or higher, MultiMate II Release 2.0 or WangWord

A cooperative business must operate in a manner compatible with all the laws that apply to a business, with cooperative principles, and with the needs and desires of its members.

To comply with each of these limitations on its operations, a cooperative must have a set of organizational documents that are uniquely crafted to its particular situation. Drafting new, and updating old, legal documents of cooperatives takes both time and expertise.



The software is intended to assist persons organizing new cooperatives, managers and directors of existing cooperatives, and their professional advisors to develop and update the important legal documents of cooperatives. It explains issues to be considered and options that are available. It also provides sample language for use as a starting point. (The samples are not to be used without review and thought.)

User Identification: Directors, managers of rural cooperatives, professionals advising cooperatives, and management consultants.

Developed by Agricultural Cooperative Service.

Order from:

Agricultural Cooperative Service
Cooperative Services Division
P.O. Box 96576
Washington, DC 20090-6576

Cost: \$25.00

SAMPLE POLICIES

System Requirements: IBM or IBM compatible with 640K RAM, two floppy drives (3.5 & 5.25) or hard disk drive, MS-DOS of 2.0 or higher, WordPerfect Release 4.0 or higher or MultiMate II

Written policy is important to all cooperatives. As cooperatives mature and long-time directors and employees retire, many oral and implied policies are lost. Cooperatives in the process of organizing or emerging will find a set of written policies a guideline for making routine and recurring decisions.

In both cases, policies help cooperatives attain established goals and objectives. The software provides users a cafeteria approach with guidelines for writing, adopting, and implementing policies. Three broad classes of policies are presented -- board, management, and personnel.

User Identification: Directors, managers of rural cooperatives, professionals advising cooperatives, and management consultants.

Developed by Agricultural Cooperative Service.

Order from:

Agricultural Cooperative Service
Cooperative Services Division
P.O. Box 96576
Washington, DC 20090-6576

Cost: \$25.00

VEGMARC II

System Requirements: IBM or IBM compatible, hard disk, 512K RAM and DOS of 2.1 or higher, LOTUS 1-2-3 Release 2.01 or higher

A system for small, fresh vegetable marketing cooperatives to record deliveries of vegetables grown by producer-members and recording the cooperative's sales of produce to buyers. The program will compute the price to be paid to growers based on the selling price of their produce on a pool basis. It has the capacity to use different selling prices, grades, and sales units for up to five different crops. The program will cut the proper check to the producer and update the individual grower's account.

The program is moderately user friendly and well documented.

User Identification: Controllers, managers, and financial planners will find the program productive after receiving instruction from the land grant who developed the program.

Developed by the Department of Agricultural Economics, Virginia Polytechnic Institute & State University, Blacksburg, Virginia, and Agricultural Cooperative Service.

Order from:

Virginia Polytechnic Institute

Cost: \$30.00
