

# Carl Shaffer

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from the other enterprises, and 70 percent from crops. If we have a drought we'll get hurt, but the other enterprises will help."

In addition, Shaffer believes you must make an objective self appraisal of net worth. Be conservative, and realistic. Know at what point you would sell out if your situation deteriorated. You must be as objective in not planting a crop in an unprofitable field as you are in culling a cow. To do this you need to keep accurate records of inputs and harvest weights.

And you need to keep looking for other enterprises that will fit into your operation. "We get so concentrated on our everyday work we often miss good opportunities," Shaffer said. "If you can find something that really meshes with your farming operation the diversification will help make your farming more secure.

"We live in a changing world with a global market. If we don't continue to develop practical technology that farmers can use, we will be left behind. If we can find a better way to farm without harming the environment, that's wonderful."



Carl Shaffer has 200,000 bushel capacity in grain bins some of which is rented out to store wheat for a local flour mill.

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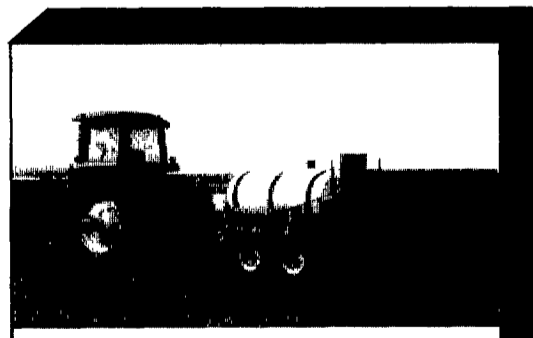
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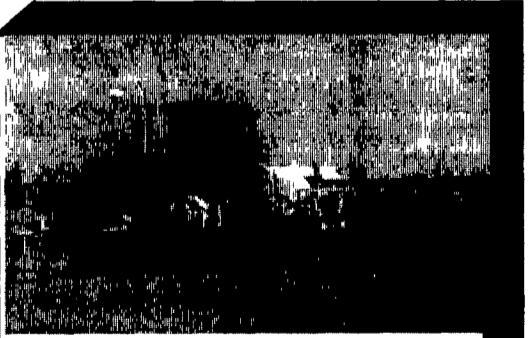
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