



# Is No-Till Truly Worth It?

Roy Pfaltzgraff



Challenging the status quo takes  
commitment, courage, imagination,  
and, above all, dedication to learning.

Marshall Ganz

“ quote fancy



32<sup>nd</sup> Annual  
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# Challenge your own status quo – before someone else does.

Ron Kaufman

quote fancy



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# Mental Challenges

## Personal

What if's?  
Pressure to maintain or expand the operation  
Are these changes possible

## Community & Family

That's not how we do it  
That won't work  
That's not suited for our climate



# MY PARENTS FARM

- **Common Practices**
  - Wheat, Row Crop, Fallow (Tillage or Chem)
  - Wheat, Fallow (Tillage or Chem)
- **Their Evolution**
  - Sunflowers added in 1975
  - First No-Till Planting in 1984
  - Soil Testing from 1984
  - Computerized Records starting in 1985
  - 100% Continuous No-Till in 1999
  - Air Seeder in 1999
  - GPS w/ autosteer in 2005
  - Stripper Head in 2016



# THE FARM NOW

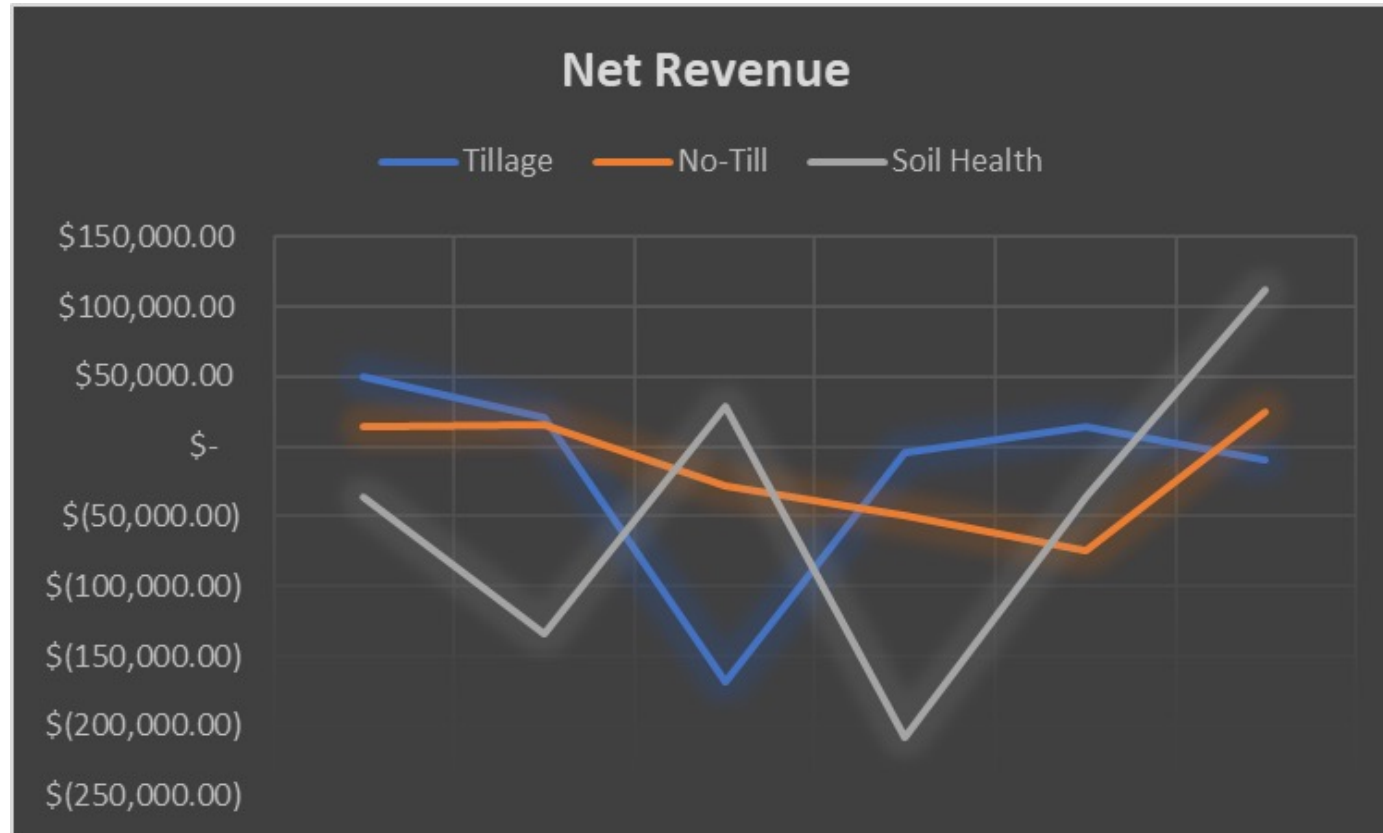
- **Our Evolution**

- Continuous Cropping in 2017
- Diversity Index on Fields 2017
- Soil Health Testing 2017
- Haney 2022
- Narrow Row Spacing 2017
- Gluten Free Production 2018
- Bee Keeping 2018
- Direct Sales 2018
- Perennial Cover 2019
- Grain Cleaning 2019
- Electro Weeding 2022
- Rice 2022



# So Is All this Heart Burn Worth It?

- Initially the comparison was just looking at records
- Look at booked Net Revenue
  - 1991-1996
  - 2011-2016
  - 2017-2022
- Fertilizer costs in 2012 = 2018  
 Labor Costs ???  
 Soil Costs ???  
 Inflation???



# Conclusion!!!





# The Top 12 States To Live In

## Indicated By Yellow



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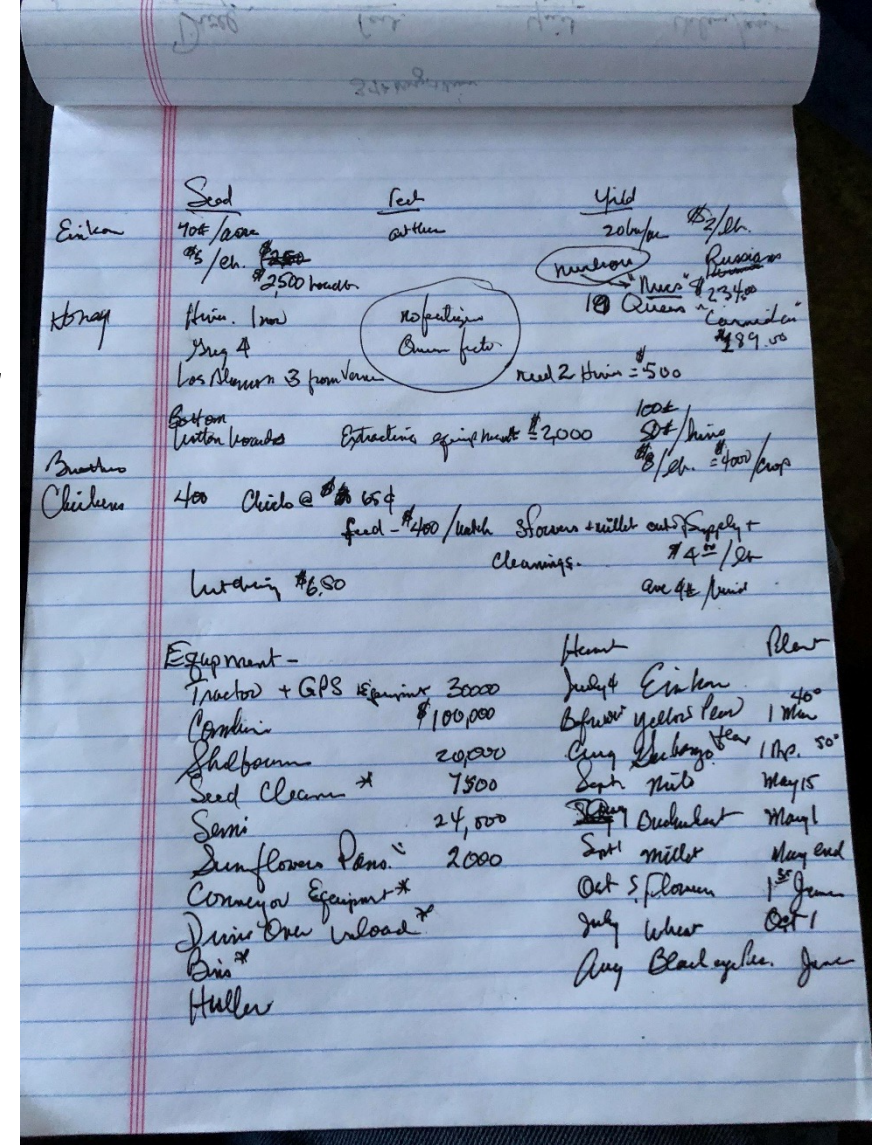
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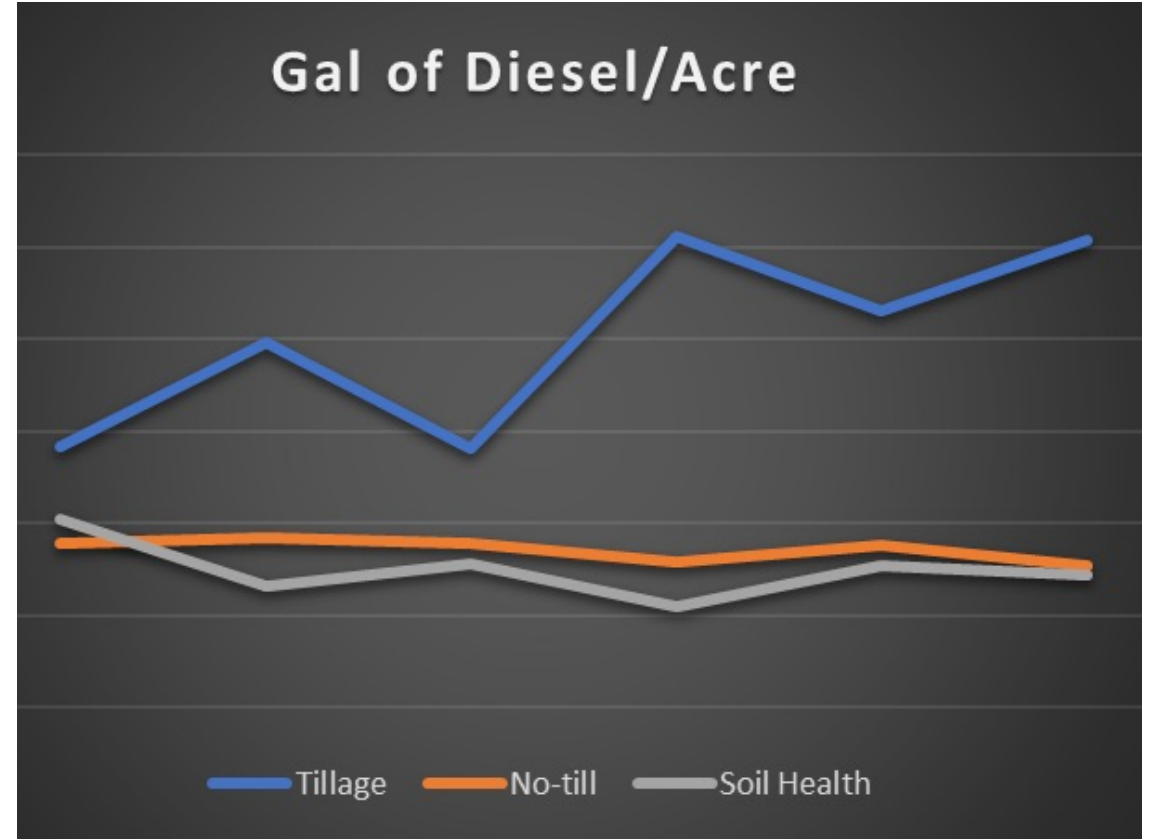
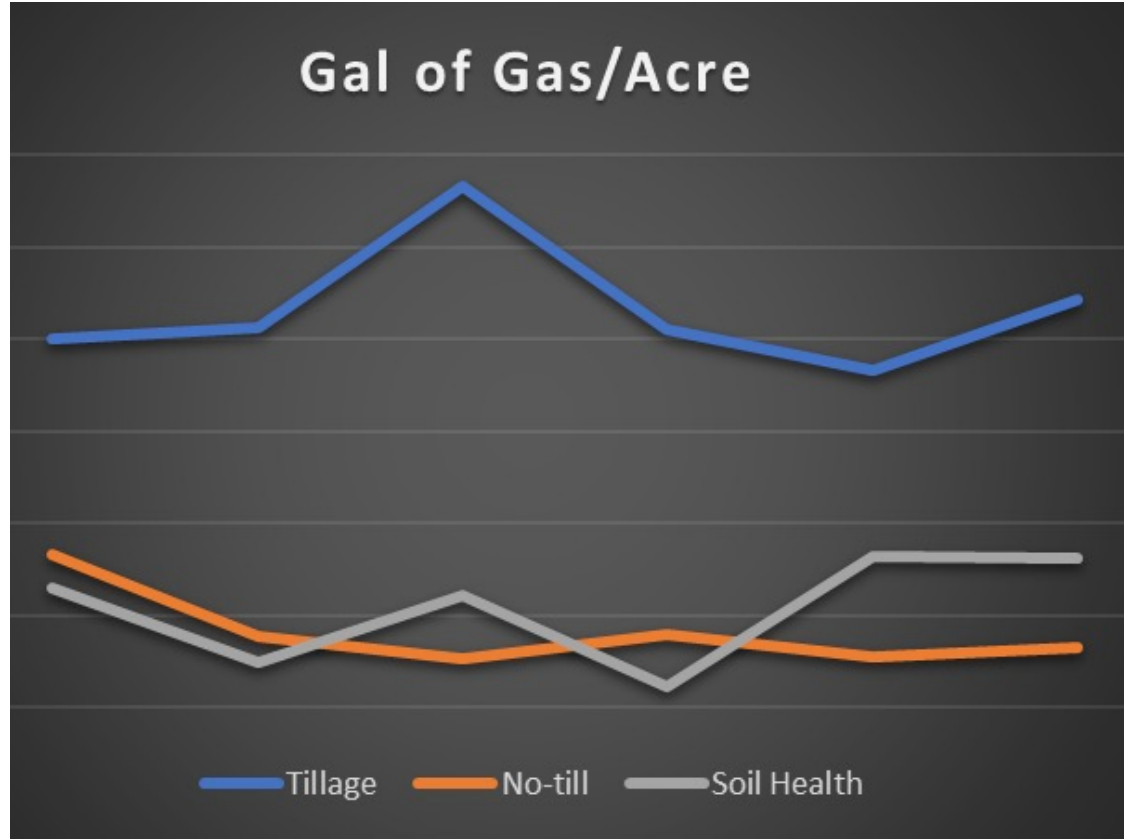
# So... What is Changing?

In the 6-year periods 60+% of the costs were:

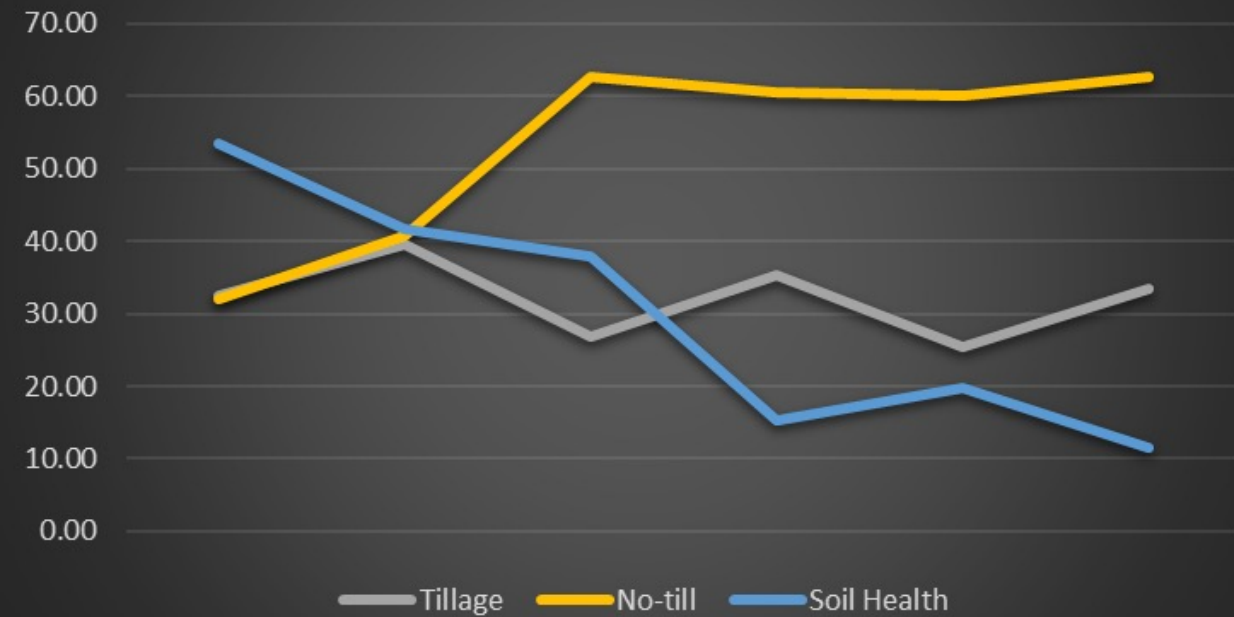
- Tillage  
Interest, Repairs, Fuel, Insurance, Fertilizer, Seed, Herbicide  
Outliers: Taxes, Machinery
- No-Till  
Rent, Fuel, Insurance, Fertilizer, Herbicide, Seed, Agronomy
- Soil Health  
Rent, Repairs, Labor, Fertilizer, Insurance, Seed, Agronomy  
Outliers: Machinery, Buildings



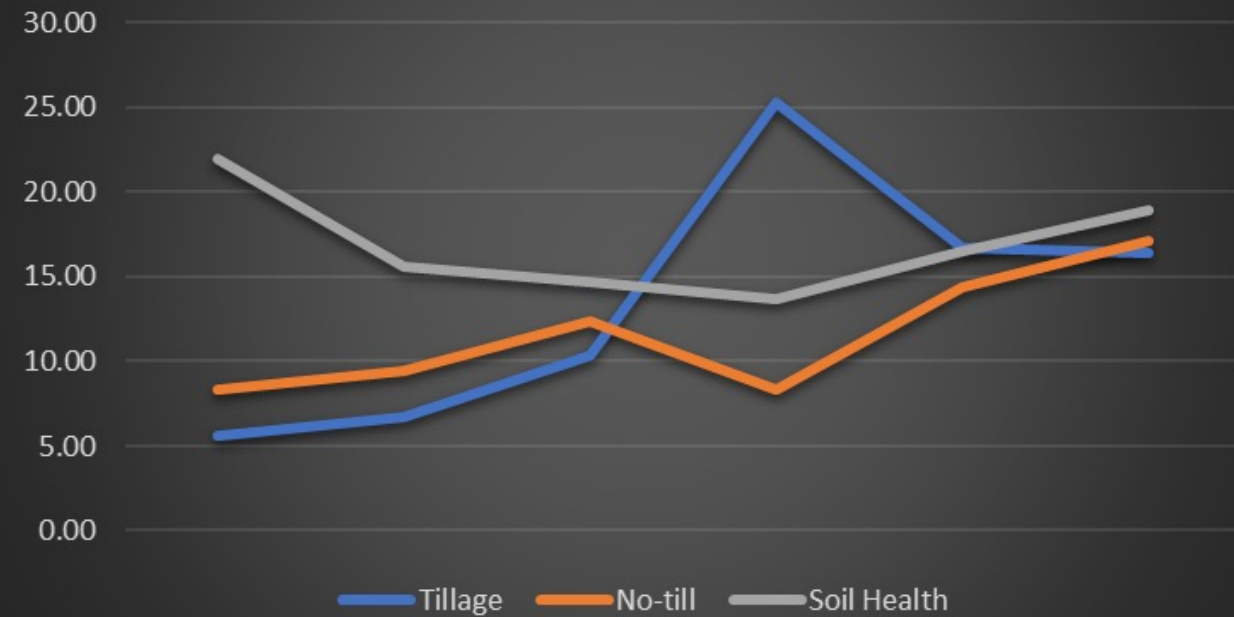
# Trends:



## Pounds of N/Acre

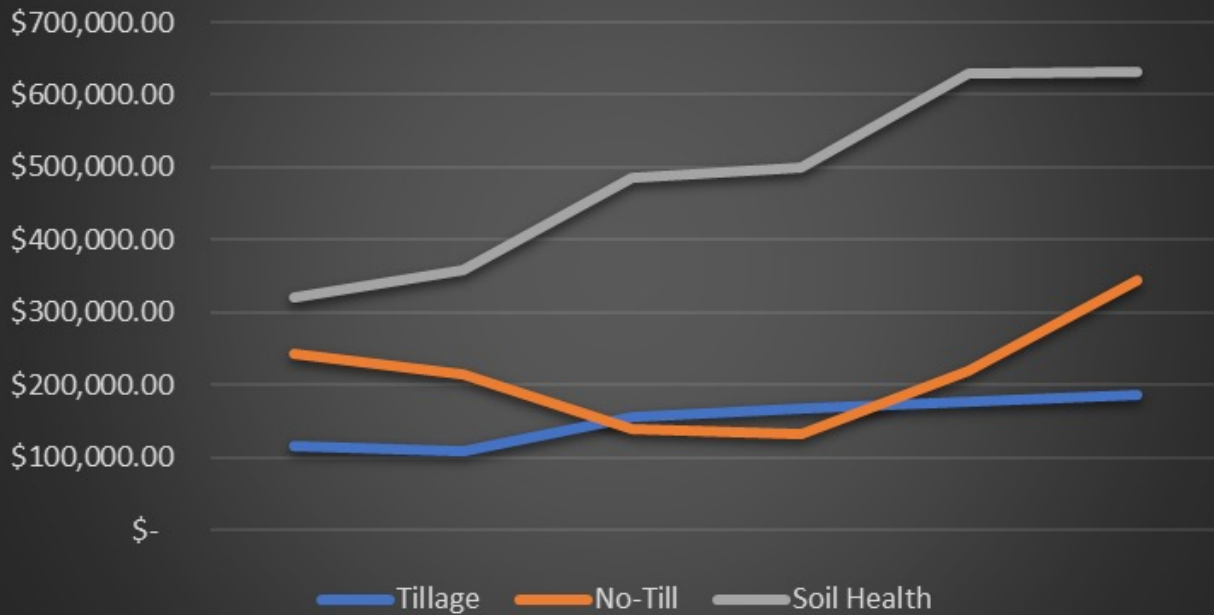


## Pounds of P/Acre

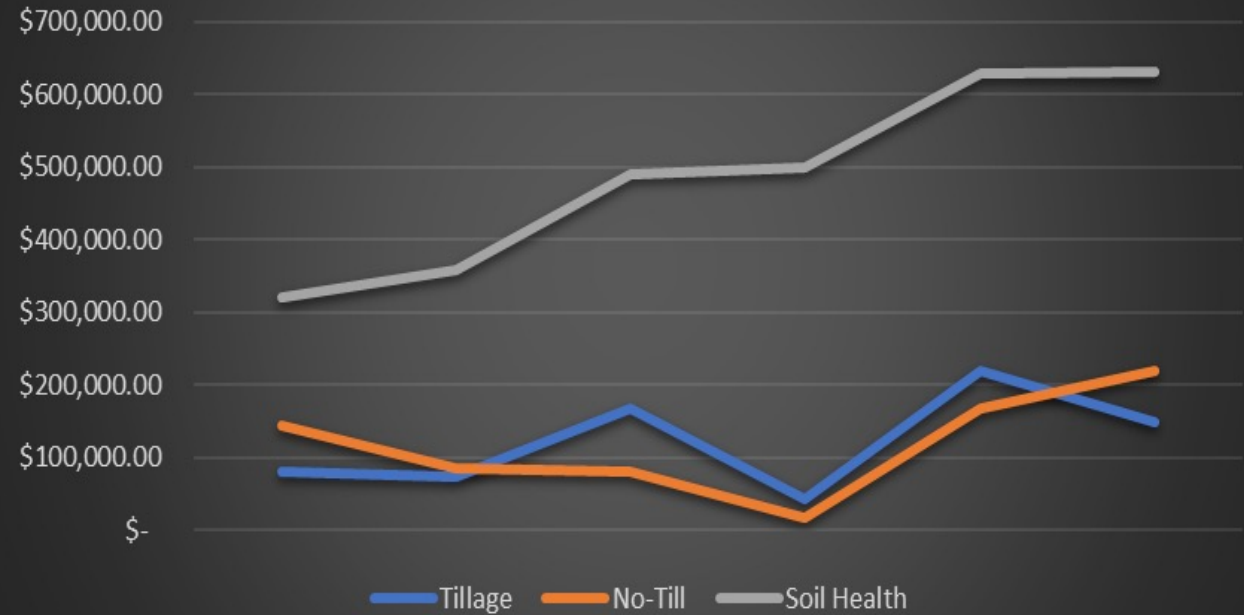


# Better Picture:

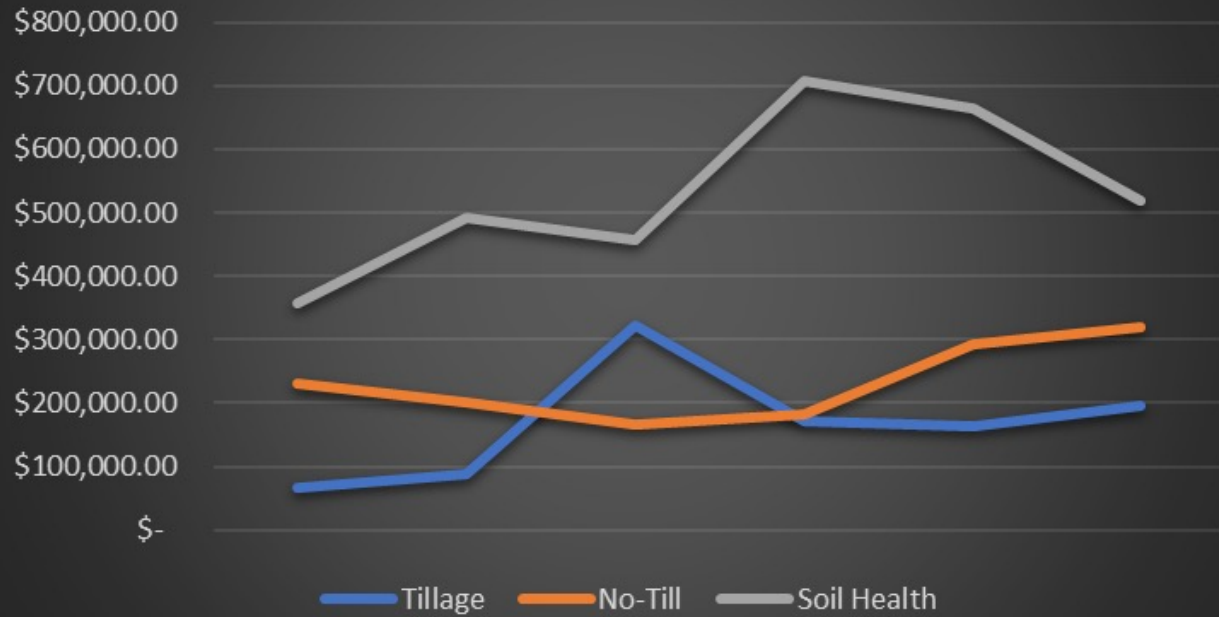
## Gross Revenue



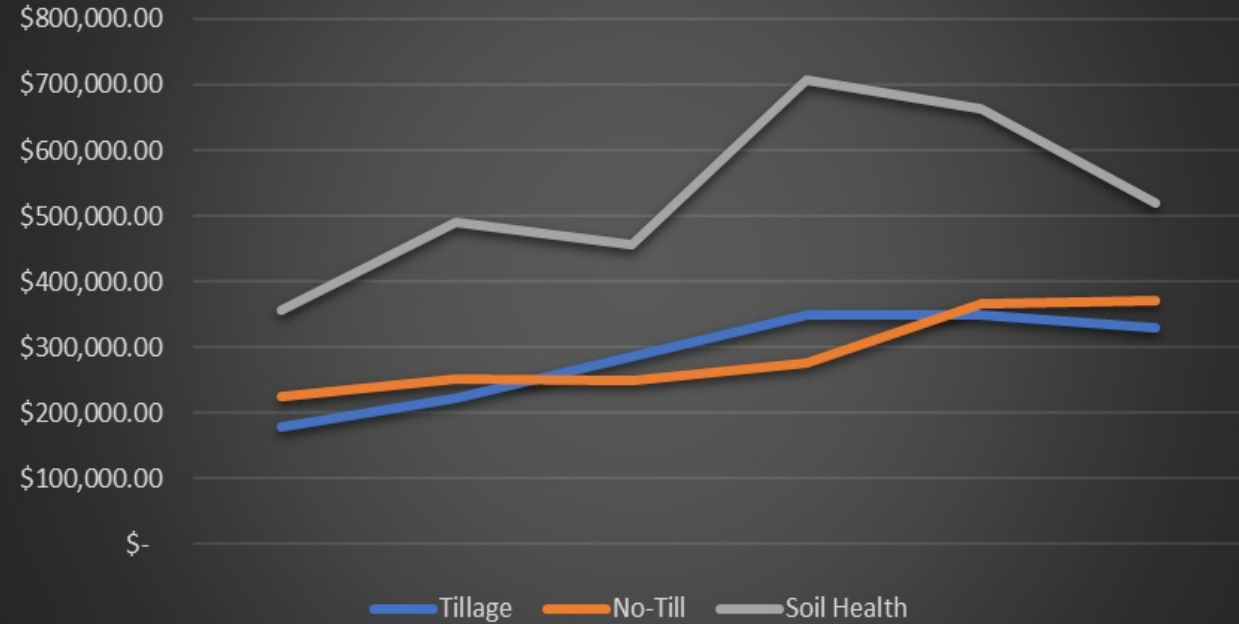
## Adjusted Gross Revenue



## Gross Expense

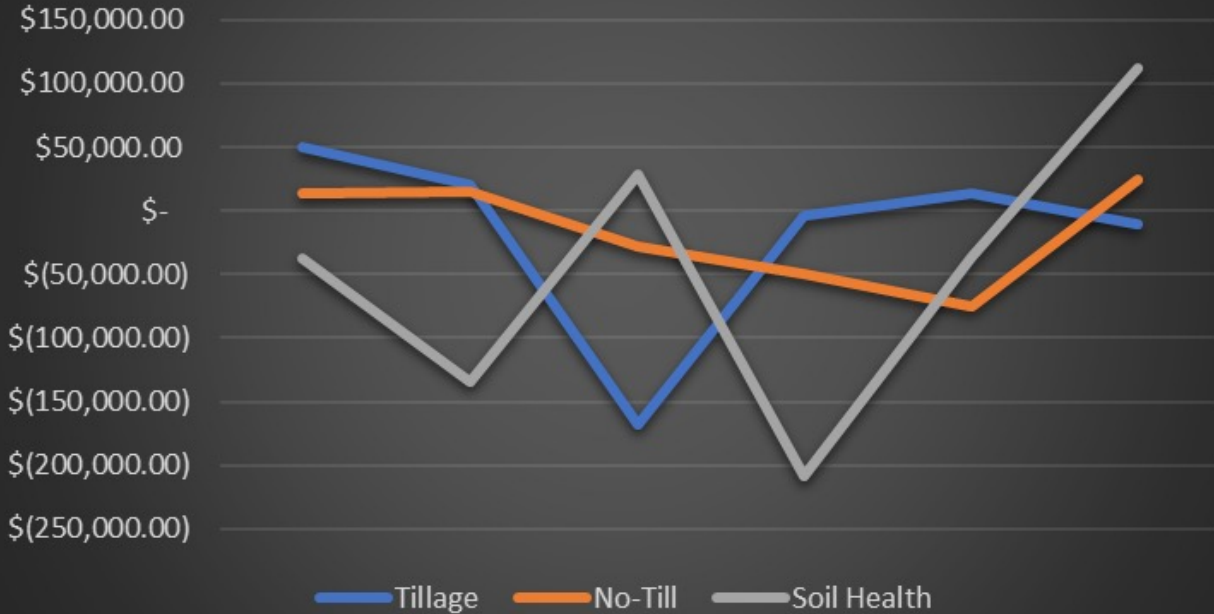


## Adjusted Gross Expenses

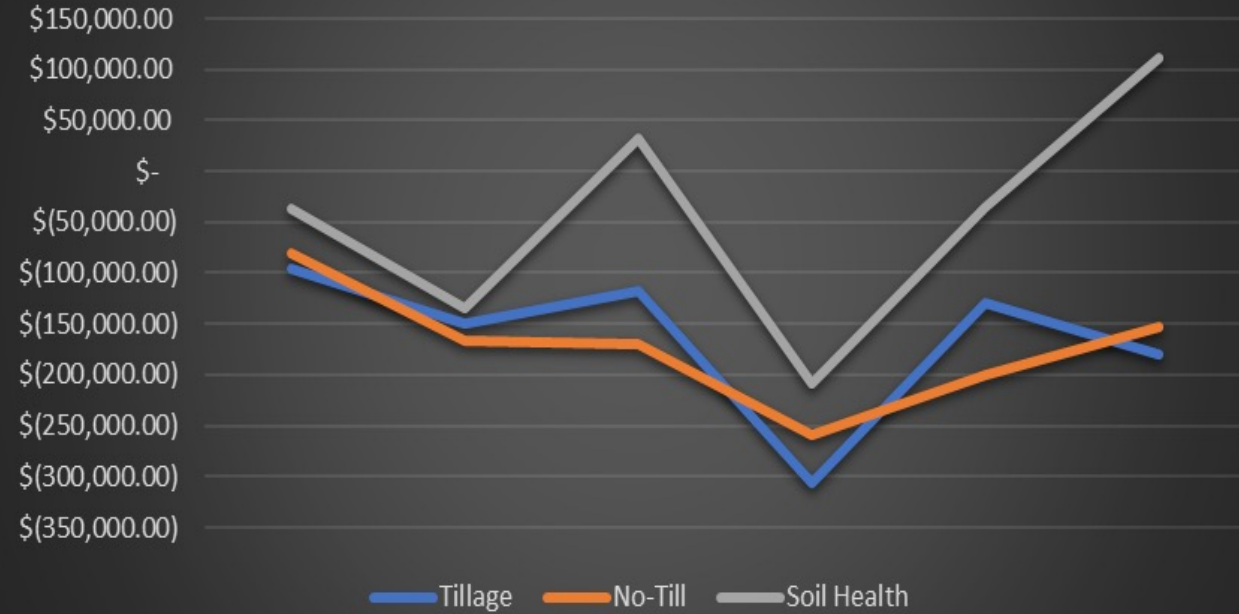


# Big Picture

## Net Revenue



## Adjusted Net Revenue



# Tillage Years

\$91,221.42

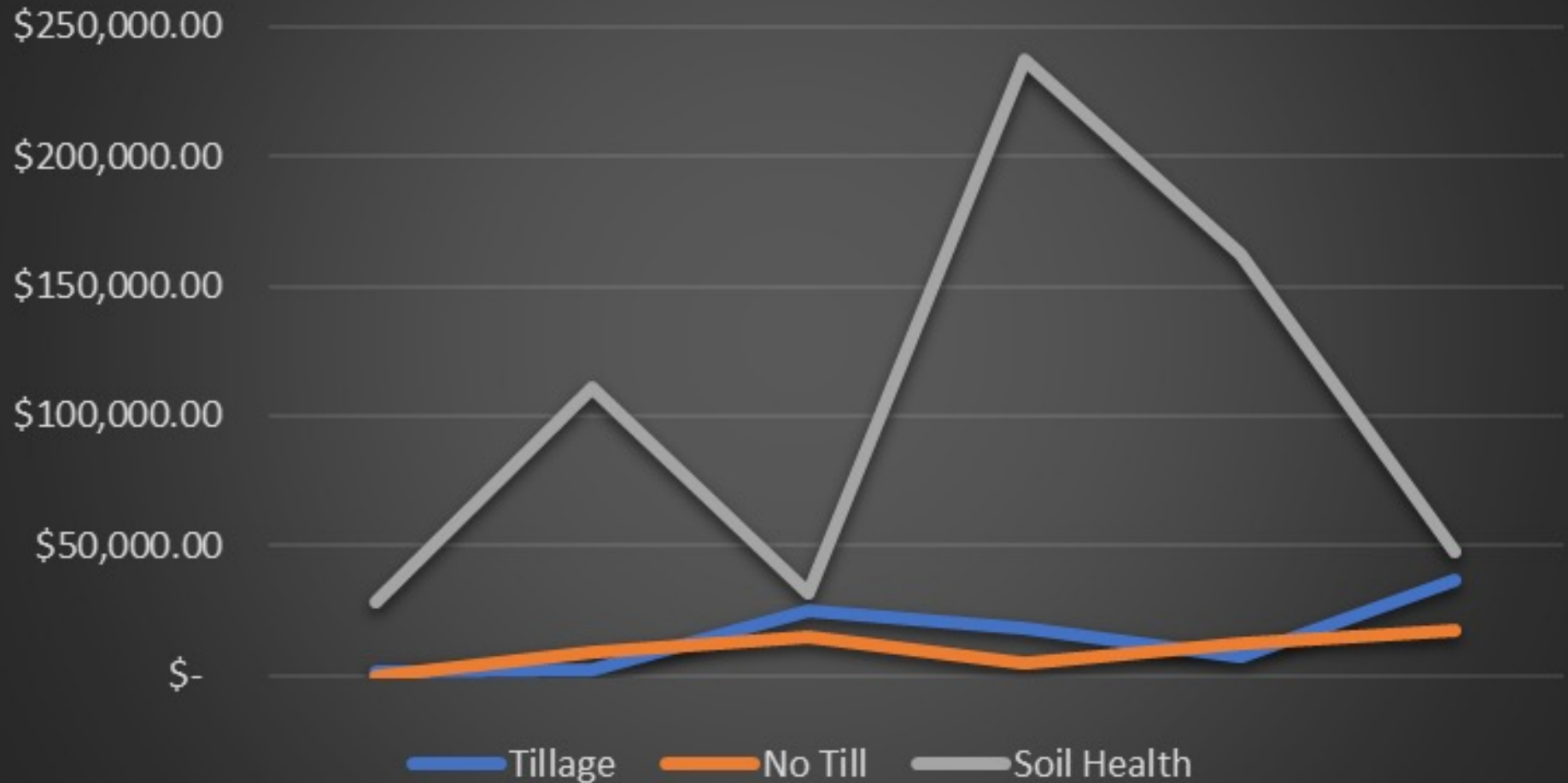
# No-Till

\$58,591.80

# Soil Health

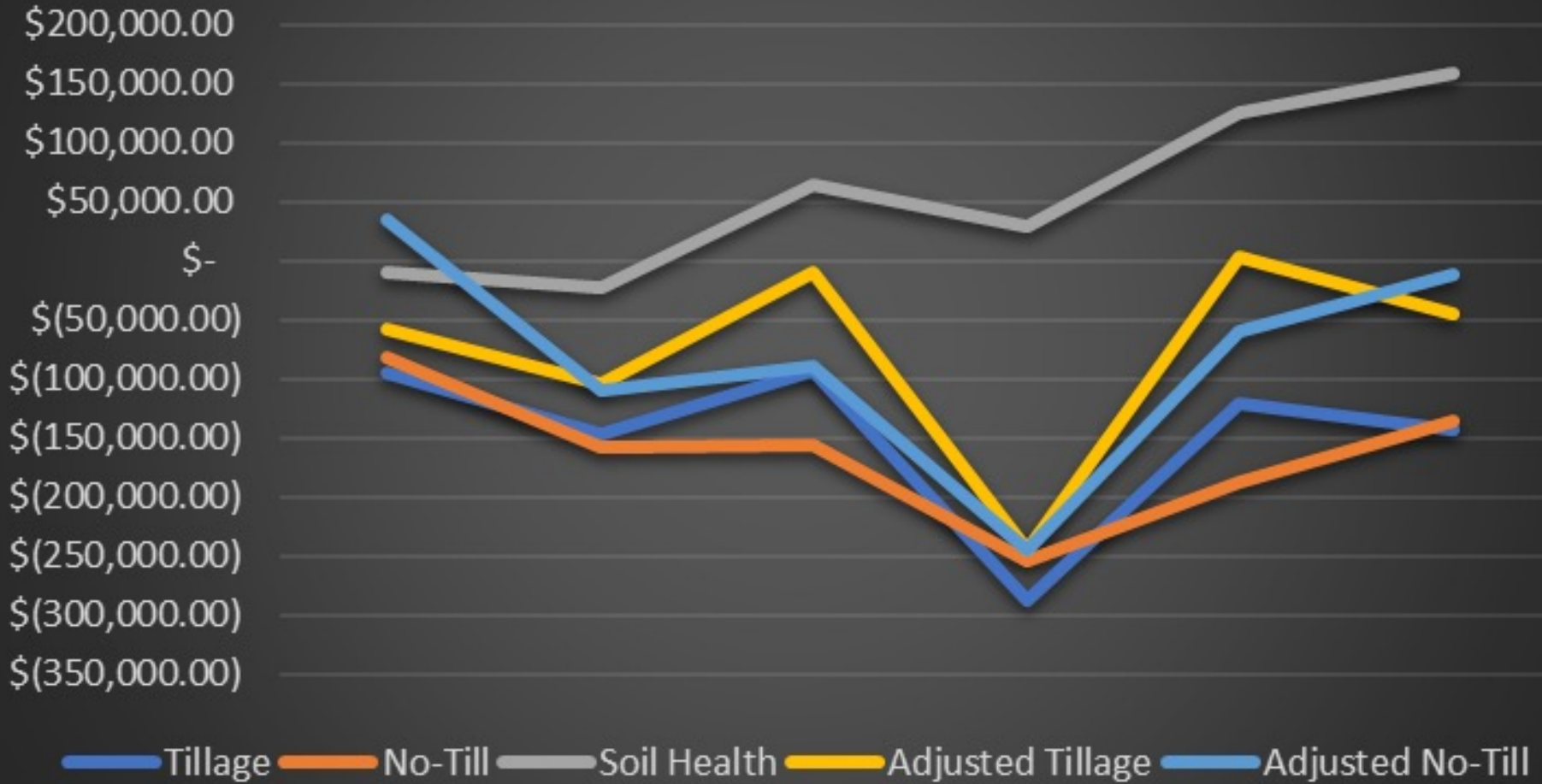
\$617,856.40

## Capital Purchases





# Net Revenue w/ Capital Adjustment



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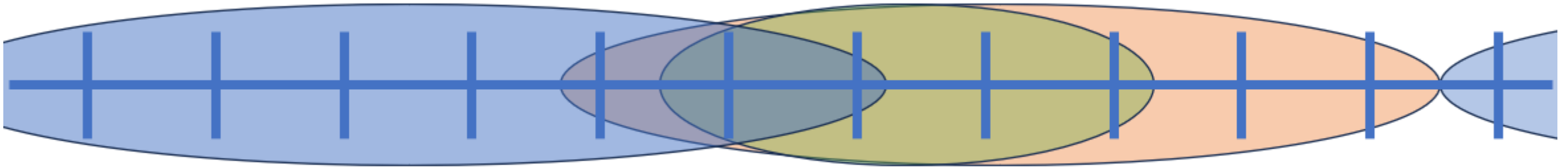
# Details Missing

- 2 full time employees
- Better Machine Use Efficiency
  - Less Custom Hire
  - Less High Stress Periods
- Higher OM results in better drought resistance
- Less Risk due to varied growing seasons

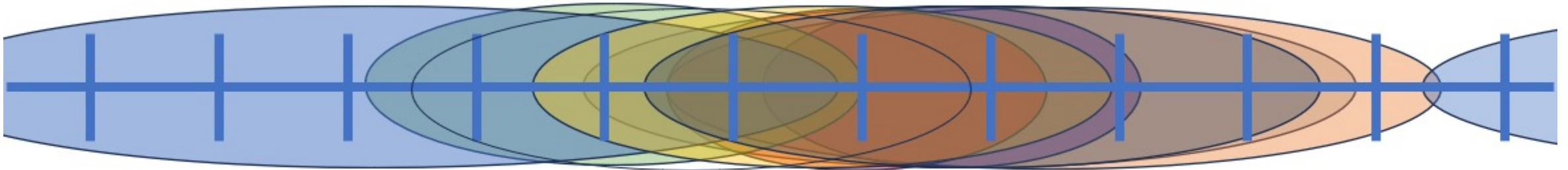


# Diversity & Risk

Three Crops



Nine Crops



# What is Your Reason For Record Keeping Are your books for accounting purposes only?

Bookkeeping is not Record keeping

Do you do comparisons or once the books close they never are reopened?

# How consistent are your records?

Same categories and definitions

Level of detail

# Can you identify and separate costs and quantity?

# Are you consistent with information

# gathering?



- Roy Pfaltzgraff
- Pfaltzgraff Farms, LLC dba PFZ Farms
- [Roy@PfzFarms.com](mailto:Roy@PfzFarms.com)
- [www.PfzFarms.com](http://www.PfzFarms.com)
- [www.Bar71Consulting.com](http://www.Bar71Consulting.com)
- 970-466-1887
- Twitter: @PfzFarms & @PfzFarmStand
- Instagram: @PfzFarms
- Facebook: @PfzFarms
- YouTube: Pfaltzgraff Farms

