

Enterprise

TOMATO - FRESH
 Drip Irrigation, Plastic Mulch & Trellis

2001

Unit ha

GROSS MARGIN BUDGET:
1 ha

| Standard Budget | Your Budget |
|-----------------|-------------|
|-----------------|-------------|

INCOME:

5000 half cartons/ha @ \$9.00 /carton \$45,000.00

A. Total Income/ha
\$45,000.00
VARIABLE COSTS:
Transplants

10000 plants/ha \$0.10 /plant \$1,000.00

Tractor costs
Small equipment including labour, fuel, oil, etc

| | | | |
|-------------------------|-----------|-------------|----------|
| 2 Cultivate | 2.5 hr/ha | \$24.50 /hr | \$122.50 |
| 1 Lister | 2.0 hr/ha | \$24.50 /hr | \$49.00 |
| 1 Drill Fertiliser | 2.0 hr/ha | \$24.50 /hr | \$49.00 |
| 1 Bedform | 0.5 hr/ha | \$24.50 /hr | \$12.25 |
| 1 Incorporate herbicide | 2.0 hr/ha | \$24.50 /hr | \$49.00 |
| 1 Transplanting | 7.0 hr/ha | \$24.50 /hr | \$171.50 |
| 14 Boomspray | 0.5 hr/ha | \$24.50 /hr | \$171.50 |

Plastic mulch & trellis

| | | | |
|----------------------------|-----------|-------------|------------|
| Plastic mulch | 5550 m/ha | \$0.15 /m | \$832.50 |
| Lay mulch - Tractor | 3 hr/ha | \$24.50 /hr | \$73.50 |
| 2 Lay mulch - extra labour | 3 hr/ha | \$14.00 /hr | \$84.00 |
| Trellis materials | | | \$5,400.00 |
| 2 Erect trellis labour | 20 hr/ha | \$14.50 /hr | \$580.00 |

Irrigation

| | | | |
|---------|---------|-------------|----------|
| Water | 6 ML/ha | \$17.36 /ML | \$104.16 |
| Pumping | 6 ML/ha | \$30.00 /ML | \$180.00 |

Fertiliser

| | | | |
|--------------|------------|---------------|----------|
| Single Super | 24 kg/ha | \$0.24 per kg | \$5.76 |
| Starter | 46 kg/ha | \$0.45 per kg | \$20.56 |
| Soluble | 1200 kg/ha | \$0.74 per kg | \$883.20 |

Pest control

| | | | |
|---------------|-----------|------------|----------|
| 1 Insecticide | 0.7 L/ha | \$14.90 /L | \$10.43 |
| 2 Insecticide | 2.0 L/ha | \$14.45 /L | \$57.80 |
| 4 Insecticide | 0.5 L/ha | \$46.00 /L | \$92.00 |
| 4 Fungicide | 3.0 kg/ha | \$3.00 /kg | \$36.00 |
| 3 Fungicide | 2.5 kg/ha | \$7.45 /kg | \$55.88 |
| 4 Fungicide | 2.0 kg/ha | \$8.30 /kg | \$66.40 |
| 2 Fungicide | 3.2 L/ha | \$22.15 /L | \$141.76 |

Weed Control

| | | | |
|--------------------------|---------|-------------|---------|
| 2 Pre-emergent (furrows) | 2 L/ha | \$6.50 /L | \$26.00 |
| Chipping weeds | 5 hr/ha | \$14.50 /hr | \$72.50 |

Casual labour

| | | | |
|-------------------|----------|-------------|----------|
| 2 Pruning & tying | 20 hr/ha | \$14.50 /hr | \$580.00 |
| 3 Transplanting | 7 hr/ha | \$14.50 /hr | \$304.50 |

Aerial spraying

| | | | |
|----------------|------|-------------|---------|
| 2 Applications | 1 ha | \$12.00 /ha | \$24.00 |
|----------------|------|-------------|---------|

Harvesting

| | | | |
|-----------------------|----------------|-----------------|------------|
| 1 Contract Harvest | 5000 carton/ha | \$1.20 /carton | \$6,000.00 |
| 1 Bin Pick up | 20 hr/ha | \$24.50 /hr | \$490.00 |
| 14 Bin Hire (14 days) | 111 bins/ha | \$0.16 /bin-day | \$248.89 |

Handling

| | | | |
|--------------------|----------------|----------------|------------|
| Wash, grade & pack | 5000 carton/ha | \$1.20 /carton | \$6,000.00 |
| Cartons | 5000 carton/ha | \$1.40 /carton | \$7,000.00 |
| Cooling | 5000 carton/ha | \$0.05 /carton | \$250.00 |

Freight

| | | | |
|---------|----------------|----------------|------------|
| Markets | 5000 carton/ha | \$0.60 /carton | \$3,000.00 |
|---------|----------------|----------------|------------|

Levy

| | | | |
|--|--|------------|---------|
| | | 70 cents/t | \$35.00 |
|--|--|------------|---------|

Agents commission

| | | | |
|--|--|--------|------------|
| | | 12.00% | \$5,400.00 |
|--|--|--------|------------|

B. Total Variable Costs
\$39,679.59

| | |
|------------------|---------------------|
| Break-even price | \$7.94 /half carton |
|------------------|---------------------|

Gross Margin per ha (A-B)
\$5,320.41

| | |
|------------------|----------------------|
| Break-even yield | 4409 half cartons/ha |
|------------------|----------------------|

Gross Margin /ML
\$886.74
PRODUCT TRADE NAMES

The product trade names in this publication are omitted on the understanding that no preference between equivalent products is intended and that the inclusion of a product does not imply endorsement by NSW Agriculture over any other equivalent product from another manufacturer.

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SENSITIVITY ANALYSIS
TABLE 1- Effect of Yield and Price on Gross Margin /ha

| YIELD (carton) | DELIVERED PRICE (\$/carton) | | | | | |
|-------------------|-----------------------------|----------|----------------|----------|----------|----------|
| | 5.00 | 7.00 | 9.00 | 11.00 | 13.00 | 15.00 |
| 4000 | -\$12,173 | -\$5,133 | \$1,907 | \$8,947 | \$15,987 | \$23,027 |
| 4500 | -\$12,226 | -\$4,306 | \$3,614 | \$11,534 | \$19,454 | \$27,374 |
| 5000 | -\$12,280 | -\$3,480 | \$5,320 | \$14,120 | \$22,920 | \$31,720 |
| 5500 | -\$12,333 | -\$2,653 | \$7,027 | \$16,707 | \$26,387 | \$36,067 |
| 6000 | -\$12,386 | -\$1,826 | \$8,734 | \$19,294 | \$29,854 | \$40,414 |

TABLE 2- Effect of Yield and Price on Gross Margin /ML

| YIELD (carton) | DELIVERED PRICE (\$/carton) | | | | | |
|-------------------|-----------------------------|--------|--------------|---------|---------|---------|
| | 5.00 | 7.00 | 9.00 | 11.00 | 13.00 | 15.00 |
| 4000 | -\$2,029 | -\$855 | \$318 | \$1,491 | \$2,665 | \$3,838 |
| 4500 | -\$2,038 | -\$718 | \$602 | \$1,922 | \$3,242 | \$4,562 |
| 5000 | -\$2,047 | -\$580 | \$887 | \$2,353 | \$3,820 | \$5,287 |
| 5500 | -\$2,055 | -\$442 | \$1,171 | \$2,785 | \$4,398 | \$6,011 |
| 6000 | -\$2,064 | -\$304 | \$1,456 | \$3,216 | \$4,976 | \$6,736 |

The weighted average price shown in bold is based on the Flemington Market prices over a recent 12 month period.

NOTES:

| | |
|----------------------|---|
| Area | - North Coast, Central Coast and the Sydney Basin are the main production areas. |
| Production | - Good soil preparation is essential. Deep ripping and high bed forming is needed to ensure adequate drainage to avoid root diseases (ie phytophthora). Crop rotations are essential to avoid disease and weed problems (ie blackberry nightshade) building up. |
| Pests | - Heliothis is the main insect pest with bacterial leaf and fruit rots the most common diseases. |
| Harvesting | - Tomatoes are hand harvested every 2 to 5 days when the fruit begins to show a small amount of red colour. North coast harvest from October to July while the Central coast and Sydney basin harvest from December to May. |
| Yields | - Yields vary considerable with an average of 5000 cartons for a trellised crop and about 3000 cartons for a ground crop. |
| Packaging | - Fresh tomatoes are normally marketed in 18L styrene or cardboard cartons. Cartons must hold at least 10kg of fruit of one size and colour. |
| Economic note | - This budget is ONLY A GUIDE and should be altered for movements in crop and input prices, changes in seasonal conditions and the farm characteristics. - This budget does not include overhead costs or GST. |