

BROAD LEAF LUPINS: After Cereal - No till

Southern Zone - West

Dryland Winter 2012

1. GROSS MARGIN BUDGET:

INCOME:

1.5 tonnes/ha @ \$250 /t on farm

A. TOTAL INCOME \$/ha:

VARIABLE COSTS:

see opposite page for details

Cultivation

Sowing

Fertiliser

Herbicide

Insecticide

Contract harvesting

Levies

Crop Insurance

Cartage

B. TOTAL VARIABLE COSTS \$/ha:

C. GROSS MARGIN (A-B) \$/ha:

| Standard Budget \$/ha | Your Budget \$/ha |
|-----------------------|-------------------|
| \$375 | |
| \$375 | |
| \$0 | |
| \$115 | |
| \$61 | |
| \$67 | |
| \$9 | |
| \$49 | |
| \$4 | |
| \$10 | |
| \$0 | |
| \$315 | |
| \$60 | |

2. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE:

| YIELD tonnes/ha | ON FARM PRICE (\$/tonne) | | | | |
|-----------------|--------------------------|----------|-----------------|----------|----------|
| | \$210 /t | \$230 /t | \$250 /t | \$270 /t | \$290 /t |
| 1.10 | -\$78 | -\$57 | -\$36 | -\$15 | \$6 |
| 1.30 | -\$38 | -\$13 | \$12 | \$37 | \$62 |
| 1.50 | \$2 | \$31 | \$60 | \$89 | \$118 |
| 1.70 | \$43 | \$76 | \$108 | \$141 | \$174 |
| 1.90 | \$83 | \$120 | \$156 | \$193 | \$230 |

Gross Margin (\$/ha)



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| CALENDAR OF OPERATIONS: | | | | | | | | |
|---|------------|-----------|--------------|-------------|-----------|------------------|-------------|------------------|
| Operation | Month | Machinery | | | Inputs | | | Total Cost \$/ha |
| | | hrs /ha | Cost \$/hour | Total \$/ha | Rate/ha | Cost \$ | Total \$/ha | |
| Broadleaf and grass spray eg: Glyphosate | Dec | 0.05 | 53.37 | \$2.87 | 0.80 L/ha | \$4.20/L | \$3.36 | \$6.23 |
| Melon grass eg: Garlon® | with above | | | | 0.06 L/ha | \$20.30/L | \$1.22 | \$1.22 |
| Wetting agent LI700 | with above | | | | 0.18 L/ha | \$7.00/L | \$0.61 | \$0.61 |
| Broadleaf and grass spray eg: Glyphosate | Jan/Feb | 0.05 | 53.37 | \$2.87 | 0.80 L/ha | \$4.20/L | \$3.36 | \$6.23 |
| Broadleaf control eg: Surpass® | with above | | | | 0.60 L/ha | \$6.97/L | \$4.18 | \$4.18 |
| Wetting agent LI700 | with above | | | | 0.18 L/ha | \$7.00/L | \$0.61 | \$0.61 |
| Broadleaf and grass spray eg: Glyphosate | Apr/May | 0.05 | 53.37 | \$2.87 | 1.20 L/ha | \$4.20/L | \$5.04 | \$7.91 |
| Pre sowing spray eg: IBS Treflan®480 | with above | | | | 1.50 L/ha | \$8.50/L | \$12.75 | \$12.75 |
| Wetting agent LI700 | with above | | | | 0.18 L/ha | \$7.00/L | \$0.61 | \$0.61 |
| Broadleaf & grass weed control eg: Simazine 500 | | 0.05 | \$53.37 | \$2.87 | 3.00 L/ha | \$6.00/L | \$18.00 | \$20.87 |
| Sow | Ap/May | 0.17 | \$91.67 | \$15.58 | 120 kg/ha | \$0.80/kg | \$96.00 | \$111.58 |
| Phosphorus and sulphur fertiliser eg: Grain Legume Super | with above | | | | 90kg/ha | \$680/t | \$61.20 | \$61.20 |
| Seed Inoculant | with above | | | | 75 kg/ha | \$0.04/kg | \$3.00 | \$3.00 |
| Grass weed control: eg haloxyfop (Verdict®) | | 0.05 | \$53.37 | \$2.87 | 0.06 L/ha | \$48.90/L | \$2.93 | \$5.81 |
| Aerial spray for insect control eg: esfenvalerate (Hallmark® 50 EC) | Sep | contract | | \$18.15 | 0.30 L/ha | \$25.00/L | \$7.50 | \$8.55 |
| Contract harvest | Nov | contract | | \$49.42 | | | | \$49.42 |
| Crop Levies | | | | | 1.02% | of on-farm value | | \$3.81 |
| Crop Insurance | | | | | 2.72% | of on-farm value | | \$10.19 |

| NOTES: | |
|-----------------------|--|
| | Use of a particular brand name does NOT imply a recommendation of that brand by NSW DPI. Always read chemical labels and follow directions carefully, as it is your legal responsibility to do so. |
| Cropcheck: | - Monitor and record crop performance. Key checks include establishment, nodulation, weeds, insects, disease and grain fill. |
| Rotation: | - Pulse crops are used in rotation with cereals to provide good soil nitrogen and break disease cycles and increase yields and protein content of following wheat crops. - True budget value from pulse crops should be calculated considering the extra yield in the following wheat crop. |
| Seed Dressing: | - Fungicide seed dressing may be required to prevent brown leaf spot. |
| Sowing Rates: | - 120-180 Kg/ha for broadleaved lupins. |
| Weed control: | - See NSW DPI <i>Weed Control in Winter Crops 2012</i> . - Brodal® used for the control of wild radish and mustards, cost \$19.84/ha. - Wetting agent LI700 is used at 350ml/100L of spray solution, but most farmers spray @50L/ha. |
| Pest control: | - See <i>Insect and mite control in field crops 2011</i> . Control insects when thresholds are exceeded. |
| Machinery: | - A tractor with 149 kW (200 HP) pto power and 177kW (240 HP) engine power is assumed. - Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs. |
| Labour: | - The labour required for machinery operations is 0.28 hrs/ha. - At \$22/hour this costs: \$6.16 /ha changing the gross margin to \$54.04 /ha |
| Economic note: | - These gross margins are only a guide. They do not include overhead costs or GST. - Use your own figures and price assumptions to estimate your own gross margin. |