

Enterprise  
Unit

ha

**ASPARAGUS - FRESH**
**2001**

Spray Irrigation

**GROSS MARGIN BUDGET:  
YEAR 4 & BEYOND**
**1 ha**

Standard Budget	Your Budget
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**INCOME:**

670 cartons/ha @ \$33.00 /carton

\$22,110.00

**A. Total Income/ha**
**\$22,110.00**
**VARIABLE COSTS:**
**Transplants**

Nil

\$0.00

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

1 Cultivate	2.5 hr/ha	\$24.50 /hr	\$61.25
1 Drill Fertiliser	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Disc hilling	2.0 hr/ha	\$24.50 /hr	\$49.00
2 Sidedressing	2.0 hr/ha	\$24.50 /hr	\$98.00
1 Slashing	2.0 hr/ha	\$24.50 /hr	\$49.00
4 Boomspray	0.5 hr/ha	\$24.50 /hr	\$49.00

**Irrigation**

Water	8 ML/ha	\$17.36 /ML	\$138.88
Pumping costs	8 ML/ha	\$30.00 /ML	\$240.00

**Fertiliser**

Starter Fertiliser	200 kg/ha	\$0.45 /kg	\$89.40
Muriate of Potash	100 kg/ha	\$0.42 /kg	\$41.50
Urea	200 kg/ha	\$0.38 /kg	\$75.00

**Pest control**

2 Insecticide	0.8 L/ha	\$14.90 /L	\$23.84
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**Weed control**

1 Residual	2.5 L/ha	\$49.20 /L	\$123.00
1 Knockdown	4.0 kg/ha	\$11.25 /kg	\$45.00

**Harvesting (35 cuts needed)**

1 Slashing	2 hr/ha	\$24.50 /hr	\$49.00
35 Hand harvesting (x 3)	5 hr/ha	\$14.50 /hr	\$7,612.50
35 Bin Pick up	2 hr/ha	\$14.50 /hr	\$1,015.00

**Handling**

35 Packing (x 3)	4 hr/ha	\$14.50 /hr	\$6,090.00
Cartons	670 cartons/ha	\$1.40 /carton	\$938.00
Cooling	670 cartons/ha	\$0.50 /carton	\$335.00

**Freight**

Markets	670 cartons/ha	\$0.60 /carton	\$402.00
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**Agents commission**

12.00%	\$2,653.20
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**B. Total Variable Costs**
**\$20,226.57**

Break-even price	\$30.19 /carton
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**Gross Margin per ha (A-B)**
**\$1,883.43**

Break-even yield	613 cartons/ha
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**Gross Margin per ML**
**\$235.43**
**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)					
	25.00	29.00	33.00	37.00	41.00	45.00
470	-\$6,733	-\$5,079	-\$3,425	-\$1,770	-\$116	\$1,539
570	-\$4,783	-\$2,777	-\$771	\$1,236	\$3,242	\$5,249
<b>670</b>	-\$2,833	-\$475	<b>\$1,883</b>	\$4,242	\$6,600	\$8,959
770	-\$883	\$1,827	\$4,537	\$7,248	\$9,958	\$12,669
870	\$1,067	\$4,129	\$7,191	\$10,254	\$13,316	\$16,379

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	25.00	29.00	33.00	37.00	41.00	45.00
470	-\$842	-\$635	-\$428	-\$221	-\$14	\$192
570	-\$598	-\$347	-\$96	\$154	\$405	\$656
<b>670</b>	-\$354	-\$59	<b>\$235</b>	\$530	\$825	\$1,120
770	-\$110	\$228	\$567	\$906	\$1,245	\$1,584
870	\$133	\$516	\$899	\$1,282	\$1,665	\$2,047

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

**NOTES:**

- Area** - Cowra, Sunraysia and Bathurst are the main growing areas.
- Production** - A large percentage (60%) of asparagus is exported to fresh markets in Japan and Asia. Cool chain management is critical, and quarantine (thrips) and chemical residue levels important.  
- The domestic market has room to grow particularly as the consumption in Australia is still low at around 600g/person/year. Weeds can be a major problem and good control is critical for optimum production.
- Pests** - Thrips are the main insect pest with Stemphylium the most common disease.
- Harvesting** - Traditionally occurs between July and December with a natural dormancy period occurring during the colder winter months. Newer varieties and management practices have allowed growers to cut at any time of the year. Harvesting is done by hand or with mechanical aids to transport the pickers along the row. An average harvest season would involve 35 separate cuts.
- Yields** - Yields will vary depending on plant population and arrangements (18000 to 54000 plants/ha).
- Packaging** - A carton for domestic sale contains 6kg of asparagus with spear length at about 25cm long.  
- Asparagus for exporting are packed in 5 and 10kg wooden boxes or 6kg waxed cartons.
- 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.