

Enterprise **PUMPKIN - BUTTERNUT** 2001
 Unit ha Furrow Irrigation

GROSS MARGIN BUDGET:				Standard Budget	Your Budget
INCOME:					
	1200 cartons/ha	@	\$7.50 /carton	\$9,000.00	
A. Total Income/ha				\$9,000.00	
VARIABLE COSTS:					
Seed					
	Butternut	2.5 kg/ha	\$84.00 per kg	\$210.00	
Tractor costs					
Large equipment including labour, fuel, oil, etc					
	2 Cultivate	0.7 hr/ha	\$30.50 /hr	\$42.70	
	1 Lister	0.5 hr/ha	\$30.50 /hr	\$15.25	
	1 Drill Fertiliser	0.5 hr/ha	\$30.50 /hr	\$15.25	
	1 Bedform	0.5 hr/ha	\$30.50 /hr	\$15.25	
	4 Boomspray	0.2 hr/ha	\$30.50 /hr	\$24.40	
	1 Sowing	0.5 hr/ha	\$30.50 /hr	\$15.25	
Irrigation					
	Water	8 ML/ha	\$17.36 /ML	\$138.88	
Fertiliser					
	Single Super	200 kg/ha	\$0.24 /kg	\$48.00	
	Starter Fertiliser	200 kg/ha	\$0.45 /kg	\$89.40	
	Urea	200 kg/ha	\$0.38 /kg	\$75.00	
Pest control					
	3 Fungicide	3 kg/ha	\$3.00 /kg	\$27.00	
	1 Insecticide	5 L/ha	\$14.90 /L	\$74.50	
	1 Insecticide	2 L/ha	\$14.60 /L	\$29.20	
Weed Control					
	1 Tractor with 3 weeders	1 hr/ha	\$30.50 /hr	\$30.50	
	3 Casual labour	1 hr/ha	\$14.50 /hr	\$43.50	
Pollination					
	Bee hives	3 hives/ha	\$20.00 /hive	\$60.00	
Harvesting					
	Contract picking	45 bins/ha	\$15.00 /bin	\$675.00	
	Bin Pick up	8 hr/ha	\$30.50 /hr	\$244.00	
	30 Bin Hire (30 days)	45 bins/ha	\$0.16 /bin-day	\$216.00	
Handling					
	Cartons	1200 cartons/ha	\$1.73 /carton	\$2,076.00	
	1200 Wash,grade,Pack	0.05 hr/carton	\$14.50 /hr	\$870.00	
Freight					
	Markets	1200 cartons/ha	\$0.90 /carton	\$1,080.00	
Levy					
			0.50%	\$45.00	
Agents commission					
			12.00%	\$1,080.00	
B. Total Variable Costs				\$7,240.08	
Gross Margin /ha (A-B)				\$1,759.92	
Gross Margin /ML				\$219.99	

Break-even price	\$6.03 /carton
Break-even yield	965.34 cartons/ha

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.

Enterprise

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2001

SENSITIVITY ANALYSIS

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	5.50	6.50	7.50	8.50	9.50	10.50
1000	-\$632	\$243	\$1,118	\$1,993	\$2,868	\$3,743
1100	-\$486	\$477	\$1,439	\$2,402	\$3,364	\$4,327
1200	-\$340	\$710	\$1,760	\$2,810	\$3,860	\$4,910
1300	-\$194	\$943	\$2,081	\$3,218	\$4,356	\$5,493
1400	-\$49	\$1,176	\$2,401	\$3,626	\$4,851	\$6,076

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	5.50	6.50	7.50	8.50	9.50	10.50
1000	-\$79	\$30	\$140	\$249	\$359	\$468
1100	-\$61	\$60	\$180	\$300	\$421	\$541
1200	-\$43	\$89	\$220	\$351	\$482	\$614
1300	-\$24	\$118	\$260	\$402	\$544	\$687
1400	-\$6	\$147	\$300	\$453	\$606	\$760

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, Sydney basin, MIA, Northwest, central west and Sunraysia are the main growing areas.
Production	- Plants are spaced 0.5 to 1.0 m apart and rows 1.5 to 3.6 m apart. Pumpkins are tolerant of a wide range of soil types, well drained soils are preferred. Labour requirements to grow pumpkins are quite low compared to other vegetables. Short term storage is practised in the region. Storage conditions must be dry, well ventilated and free of vermin
Pests	- Pumpkin beetles are the main insect pests with powdery mildew as the most common disease.
Harvesting	- Maturity time varies from 14 to 20 weeks. The fruit is ripe when stalks become cracked and corky. Secateurs should be used to remove butternuts from the vine. - Butternuts are also harvested directly into bins and sold to packers. Growers will receive a lower price per kg but save in grading and packing costs.
Yields	- Yields vary from 20 to 35 tonnes per hectare with bees essential for pollination and high yields.
Packaging	- Butternuts can be marketed in 32L cartons (16 to 18kg) or cardboard octabins. Presentation is becoming more important, and this is reflected in the price received. Odd shaped "trombones" should be packed separately as they are worth less money. Growers can also sell in bulk bins to local packers who are responsible for packing and marketing.
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.