

Enterprise **ROCKMELON - DRIP** **2001**  
 Unit ha Drip Irrigation & Plastic Mulch - 1st Year

<b>GROSS MARGIN BUDGET:</b>				<b>1 ha</b>	Standard Budget	Your Budget
<b>INCOME:</b>						
	1900 cartons/ha	@	\$8.00 /carton		\$15,200.00	
<b>A. Total Income/ha</b>					<b>\$15,200.00</b>	
<b>VARIABLE COSTS:</b>						
<b>Seed</b>						
	Hybrid	0.5 kg/ha	\$1,400.00 /kg		\$700.00	
<b>Tractor costs</b>						
<b>Large equipment including labour, fuel, oil, etc</b>						
	2 Cultivation	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	
	2 Bedform	0.5 hr/ha	\$30.50 /hr		\$30.50	
	1 Sidedress	0.5 hr/ha	\$30.50 /hr		\$15.25	
	1 Inter Row Cult'n	0.5 hr/ha	\$30.50 /hr		\$15.25	
	8 Boomspray	0.2 hr/ha	\$30.50 /hr		\$48.80	
	1 Sowing	2.5 hr/ha	\$30.50 /hr		\$76.25	
<b>Plastic mulch</b>						
	Plastic mulch	6000 m/ha	\$0.15 /m		\$900.00	
	Lay mulch - Tractor	1 hr/ha	\$30.50 /hr		\$30.50	
	3 Lay mulch - extra labour	1 hr/ha	\$14.00 /hr		\$42.00	
<b>Irrigation</b>						
	Water	4 ML/ha	\$17.36 /ML		\$69.44	
	Pumping costs	4 ML/ha	\$30.00 /ML		\$120.00	
<b>Fertiliser</b>						
	Sap Testing				\$15.00	
	Single Super	200 kg/ha	\$0.24 /kg		\$48.00	
	Starter Fertiliser	300 kg/ha	\$0.45 /kg		\$134.10	
	Soluble	600 kg/ha	\$0.74 /kg		\$441.60	
<b>Pest control</b>						
	2 Fungicide	0.25 kg/ha	\$278.00 /kg		\$139.00	
	1 Fungicide	0.40 L/ha	\$136.00 /L		\$54.40	
	2 Fungicide	2.50 kg/ha	\$7.45 /kg		\$37.25	
	2 Fungicide	3.20 L/ha	\$22.15 /L		\$141.76	
	1 Insecticide	2.00 L/ha	\$14.60 /L		\$29.20	
	1 Insecticide	5.00 L/ha	\$14.90 /L		\$74.50	
	1 Insecticide	0.75 L/ha	\$8.75 /L		\$6.56	
<b>Pollination</b>						
	Bee hives	3 hives/ha	\$20.00 /hive		\$60.00	
<b>Harvesting</b>						
	Contract picking	55 bins/ha	\$25.00 /bin		\$1,375.00	
	30 Bin Hire (30 days)	55 bins/ha	\$0.16 /bin-day		\$264.00	
	Bin Pick up	10 hr/ha	\$30.50 /hr		\$305.00	
<b>Handling</b>						
	Dip,grade,pack	1900 cartons/ha	\$0.75 /carton		\$1,425.00	
	Cartons	1900 cartons/ha	\$1.73 /carton		\$3,287.00	
	Cooling	1900 cartons/ha	\$0.05 /carton		\$95.00	
<b>Freight</b>						
	Markets	1900 cartons/ha	\$0.90 /carton		\$1,710.00	
<b>Agents commission</b>						
			12.00%		\$1,824.00	
<b>B. Total Variable Costs</b>					<b>\$13,587.56</b>	
<b>Gross Margin /ha (A-B)</b>					<b>\$1,612.44</b>	
<b>Gross Margin /ML</b>					<b>\$403.11</b>	

Break-even price	\$7.15 /carton
Break-even yield	1698.45 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.

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**2001**
**SENSITIVITY ANALYSIS**
**TABLE 1- Effect of Yield and Price on Gross Margin /ha**

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	6.00	7.00	8.00	9.00	10.00	11.00
1600	-\$2,287	-\$879	\$529	\$1,937	\$3,345	\$4,753
1750	-\$2,009	-\$469	\$1,071	\$2,611	\$4,151	\$5,691
<b>1900</b>	-\$1,732	-\$60	<b>\$1,612</b>	\$3,284	\$4,956	\$6,628
2050	-\$1,454	\$350	\$2,154	\$3,958	\$5,762	\$7,566
2200	-\$1,177	\$759	\$2,695	\$4,631	\$6,567	\$8,503

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	6.00	7.00	8.00	9.00	10.00	11.00
1600	-\$572	-\$220	\$132	\$484	\$836	\$1,188
1750	-\$502	-\$117	\$268	\$653	\$1,038	\$1,423
<b>1900</b>	-\$433	-\$15	<b>\$403</b>	\$821	\$1,239	\$1,657
2050	-\$364	\$87	\$538	\$989	\$1,440	\$1,891
2200	-\$294	\$190	\$674	\$1,158	\$1,642	\$2,126

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

**NOTES:**

- Area** - Sunraysia, MIA, Central coast and the north coast are the main growing areas.
- Production** - The cost of plastic mulch is included in this budget but the cost of the drip system is not, as it is considered a capital cost. Plants are spaced 300 to 500mm apart on beds 1.5 to 2.0m apart. A minimum soil temperature of 16? C at 40mm is needed for germination. Avoid soils of poor drainage. Early bed preparation at 8 weeks prior to sowing, including deep ripping to 50cms desirable. This budget applies to growers who pack and market their own melons. Growers can also supply packinghouses.
- Pests** - Pumpkin beetles are the main insect pests with powdery mildew as the most common disease.
- Harvesting** - Rockmelons are sown from mid-September to late December for a late December to April harvest. Rockmelons should be harvest at the half-full slip stage.
- Yields** - Yields vary from 20 to 35 tonnes (1200 to 2000 cartons) per hectare with bees essential for pollination and high yields. You can expect higher yields using drip irrigation and plastic mulch than using furrow irrigation.
- Packaging** - Rockmelons can be marketed in cartons or cardboard octabins. Single layer cartons hold 5 to 10 melons and weigh 14 to 17 kg. Multi-layered cartons hold 12 to 15 medium, 18 to 21 small or 24 very small melons and weigh approximately 16 to 20kg each. Octabins hold between 400 and 450kgs of melons.
- 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.