



## DRYLAND COWPEAS (Caloona) (No-till)

Farm Enterprise Budget Series - North-East NSW

Summer 2011-2012

### 1. GROSS MARGIN BUDGET:

#### INCOME:

Yield			Sample Budget \$/ha	Your Budget \$/ha
	1.00	tonnes/ha		
	0.85 tonnes/ha at	\$760.00 /tonne (clean seed, ex-store).....	\$646.00	
	0.15 tonnes/ha at	\$150.00 /tonne (gradings).....	\$22.50	

A grading percentage of 15% is assumed, but it will vary according to crop and harvest conditions.

Crop prices were correct at the time of writing (Sep 2011), world market volatility makes estimation of future pricing impractical.

**A. TOTAL INCOME \$/ha:** **\$668.50**

#### VARIABLE COSTS:

see following page(s) for details

Sowing.....	\$33.73	
Fertiliser & application.....	\$40.00	
Herbicide & application.....	\$122.36	
Insecticide & application.....	\$22.31	
Harvesting.....	\$76.20	
Levies and insurance.....	\$35.83	
Cartage, grading & bagging.....	\$90.00	

**B. TOTAL VARIABLE COSTS \$/ha:** **\$420.43**

**C. GROSS MARGIN (A-B) \$/ha:** **\$248.07**

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

YIELD t/ha		Graded & Bagged Price					Gross Margin (\$/ha)
gradings		\$120 /t	\$135 /t	\$150 /t	\$160 /t	\$170 /t	
	clean seed	\$560 /t	\$660 /t	<b>\$760 /t</b>	\$810 /t	\$860 /t	
0.08	0.43	-\$124	-\$81	-\$38	-\$16	\$6	
0.11	0.60	-\$44	\$16	\$77	\$107	\$138	
0.13	0.72	\$16	\$89	\$162	\$199	\$236	
<b>0.15</b>	<b>0.85</b>	\$75	\$162	<b>\$248</b>	\$292	\$335	
0.19	1.06	\$175	\$283	\$391	\$445	\$500	
0.23	1.28	\$275	\$404	\$534	\$599	\$665	
0.26	1.45	\$355	\$501	\$648	\$722	\$796	
0.29	1.62	\$434	\$599	\$763	\$845	\$928	

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total
Operation	Month	hrs /ha	Cost	Total	Rate/ha	Cost	Total	Total Cost \$/ha
			\$/hour	\$/ha		\$	\$/ha	
Herbicide - glyphosate CT	Jan	0.05	54.60	2.73	1.5 L	4.42	6.63	<b>9.36</b>
Wetter - non-ionic surfactant	Jan	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - paraquat + diquat	Jan	0.05	54.60	2.73	2.0 L	10.28	20.56	<b>23.29</b>
Herbicide - glyphosate CT	Mar	0.05	54.60	2.73	1.2 L	4.42	5.30	<b>8.03</b>
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - paraquat	May	0.05	54.60	2.73	1.5 L	6.78	10.17	<b>12.90</b>
Herbicide - glyphosate CT	Sep	0.05	54.60	2.73	1.5 L	4.42	6.63	<b>9.36</b>
Wetter - non-ionic surfactant	Sep	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - glyphosate CT	Nov	0.05	54.60	2.73	1.6 L	4.42	7.07	<b>9.80</b>
Wetter - non-ionic surfactant	Nov	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - paraquat + diquat	Dec	0.05	54.60	2.73	2.0 L	10.28	20.56	<b>23.29</b>
Sowing: Seed + inoculum	Dec	0.18	74.08	13.33	12 kg	1.70	20.40	<b>33.73</b>
Fertiliser - Single super	Dec	with above			80 kg	0.50	40.00	<b>40.00</b>
Herbicide - haloxyfop-R 520 g/L	Jan	0.05	54.60	2.73	0.15 L	103.00	15.45	<b>18.18</b>
Uptake oil	Jan	with above			0.50 L	5.96	2.98	<b>2.98</b>
Crop insurance **	Jan			4.34%				<b>29.01</b>
Insecticide - methomyl 225 g/L	Mar	0.05	54.60	2.73	1.5 L	13.05	19.58	<b>22.31</b>
Harvest	Mar	contract		76.20	per ha incl fuel			<b>76.20</b>
Grains Research Levy				1.0%	of farm gate value			<b>6.82</b>
Grading & bagging	May	contract		\$90 /t				<b>90.00</b>

### AGRONOMIC NOTES:

*Use of a particular brand name does NOT imply recommendation of that brand by NSW DPI.*

*Always read chemical labels and follow directions, as it is your legal responsibility to do so.*

**Harvest:** Harvest management is crucial to ensure a high quality, high proportion clean seed yield.

Grading losses may vary substantially and depend upon harvesting management.

**LABOUR REQUIREMENTS:** - labour is not costed in this budget. If labour costs \$21.00 /hr, total labour cost would be \$15.23, reducing the gross margin to \$233 /ha.

### MACHINERY ASSUMPTIONS:

Tractor: 130-140 KW PTO (173-180 HP)

Machinery costs refer to variable costs of: fuel, oil, filters, tyres, batteries and repairs.

You may need to add overhead costs as well, please refer to the Tractor and Implement Costs Guide

This budget should be used as a GUIDE ONLY and should be changed by the grower to take account of movements in crop and input prices, changes in seasonal conditions and individual farm characteristics. Estimated prices are GST exclusive.