

Enterprise		ONIONS - HAND HARVEST		2001	
Unit	ha	Furrow Irrigation		Standard Budget	Your Budget
GROSS MARGIN BUDGET:		1 ha			
INCOME:	2000 bags/ha	@	\$6.50 /bag	\$13,000.00	
			A. Total Income/ha	\$13,000.00	
VARIABLE COSTS:					
Seed					
	Creamgold	3.5 kg/ha	\$250.00 /kg	\$875.00	
Tractor costs					
Large equipment including labour, fuel, oil, etc					
	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	
	11 Boomspray	0.2 hr/ha	\$30.50 /hr	\$67.10	
	1 Sowing	2.5 hr/ha	\$24.50 /hr	\$61.25	
Irrigation					
	Water	6 ML/ha	\$17.36 /ML	\$104.16	
Fertiliser					
	Sap Testing			\$15.00	
	Starter Fertiliser	400 kg/ha	\$0.45 /kg	\$180.00	
	Ammonium nitrate	300 kg/ha	\$0.41 /kg	\$122.10	
Pest control					
	2 Insecticide	0.5 L/ha	\$46.00 /L	\$46.00	
	1 Insecticide	0.8 L/ha	\$8.75 /L	\$7.00	
	4 Fungicide	2.2 kg/ha	\$7.45 /kg	\$65.56	
	1 Fungicide	2.5 L/ha	\$62.00 /kg	\$155.00	
Weed Control					
	1 Herbicide	2.0 L/ha	\$11.25 /L	\$22.50	
	1 Pre-emergent	1.5 L/ha	\$9.45 /L	\$14.18	
	1 Post emergent	1.0 L/ha	\$9.45 /L	\$9.45	
	1 Post emergent	1.0 L/ha	\$63.70 /L	\$63.70	
	1 Post emergent	1.0 kg/ha	\$71.00 /kg	\$71.00	
	1 Post emergent	2.0 kg/ha	\$71.00 /kg	\$142.00	
	1 Post emergent	1.0 L/ha	\$33.80 /L	\$33.80	
	1 Post emergent	2.0 L/ha	\$33.80 /L	\$67.60	
	Chipping	5.0 hr/ha	\$14.50 /hr	\$72.50	
Aerial spraying					
	3 Applications		\$12.00 /ha	\$36.00	
Harvesting (50 paddock Tonnes to get 40 marketable Tonnes)					
	Hand Harvest	110 Bins/ha	\$25.00 /Bin-day	\$2,750.00	
	(Including bin trailers)				
handling					
	Packing	2000 bags/ha	\$1.00 /bag	\$2,000.00	
	Bags	2000 bags/ha	\$0.26 /bag	\$520.00	
	Bin Hire (2 months)	110 Bins/ha	\$9.60 /Bin	\$1,056.00	
Freight					
	Markets	2000 bags/ha	\$0.90 /bag	\$1,800.00	
			40 cents/t	\$16.00	
Levy					
Agents commission			12.00%	\$1,560.00	
			B. Total Variable Costs	\$12,067.10	
Break-even price		\$6.03 /bag	Gross Margin per ha (A-B)	\$932.91	
Break-even yield		1856 bags/ha	Gross Margin /ML	\$155.48	

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

ONIONS - HAND HARVEST

Furrow Irrigation

2001

SENSITIVITY ANALYSIS

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

YIELD (bags)	DELIVERED PRICE (\$/bag)					
	4.50	5.50	6.50	7.50	8.50	9.50
1000	-\$5,733	-\$4,913	-\$4,093	-\$3,273	-\$2,453	-\$1,633
1500	-\$4,160	-\$2,870	-\$1,580	-\$290	\$1,000	\$2,290
2000	-\$2,587	-\$827	\$933	\$2,693	\$4,453	\$6,213
2500	-\$1,014	\$1,216	\$3,446	\$5,676	\$7,906	\$10,136
3000	\$559	\$3,259	\$5,959	\$8,659	\$11,359	\$14,059

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

YIELD (bags)	DELIVERED PRICE (\$/bag)					
	4.50	5.50	6.50	7.50	8.50	9.50
1000	-\$956	-\$819	-\$682	-\$546	-\$409	-\$272
1500	-\$693	-\$478	-\$263	-\$48	\$167	\$382
2000	-\$431	-\$138	\$155	\$449	\$742	\$1,035
2500	-\$169	\$203	\$574	\$946	\$1,318	\$1,689
3000	\$93	\$543	\$993	\$1,443	\$1,893	\$2,343

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

NOTES:

- Area** - MIA and Jerilderie are the main growing areas.
- Production** - Aim for 50-60 plants per square meter on 1.5 to 1.8m beds. Sowing runs from May through to late July. Gladalan types and early hybrids should be sown from 1st to 15th May. Early and late Creamgolds should be sown after 15th May. Earlier sowing could cause crop to bolt. Onions for longterm storage should be size graded with disease/damaged bulbs removed.
- Pests** - Thrips are the main insect pest with downy mildew the main disease problem in the paddock.
- Black mould can be a storage problem.
- Harvesting** - Avoid irrigating within 3 weeks of harvest. Commence harvest at 90% tops down.
- Harvesting usually commences in November and runs through to the end of February. The growing period depends on variety and time of sowing and ranges from 25 to 30 weeks.
- Curing** - Onions have traditionally been cured by using bins in open windy sheds.
- Yields** - Yields range from 35 to 50 tonnes per hectare. You can expect a higher yield and quality with hand harvesting.
- Packaging** - Onions are normally marketed in 20kg netted bags. Avoid long term storage of Gladalan types.
- Creamgolds for export should have good leaf coverage, at least 1cm neck, uniform in colour, shape and firmness. Avoid delays in harvest which could result in sunburn. Coolstores at low humidity preferable for export onions.
- 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.