

Enterprise **ROCKMELON - DRIP**
 Unit ha Drip Irrigation & Plastic Mulch - 2nd Year

2001

GROSS MARGIN BUDGET:			1 ha	Standard Budget	Your Budget
INCOME:					
	1500 cartons/ha	@	\$8.00 /carton	\$12,000.00	
			A. Total Income/ha	\$12,000.00	
VARIABLE COSTS:					
Seed					
	Hybrid		0.5 kg/ha \$1,400.00 /kg	\$700.00	
Tractor costs					
Small equipment including labour, fuel, oil, etc					
	Clearing old vines		5.0 hr/ha \$24.50 /hr	\$122.50	
	8 Boomspray		0.2 hr/ha \$30.50 /hr	\$48.80	
	1 Sowing		2.5 hr/ha \$24.50 /hr	\$61.25	
Plastic mulch					
Nil					
Irrigation					
	Water		4 ML/ha \$17.36 /ML	\$69.44	
	Pumping costs		4 ML/ha \$30.00 /ML	\$120.00	
Fertiliser					
	Sap Testing			\$15.00	
	Phosphoric acid		200 kg/ha \$0.24 /kg	\$48.00	
	Soluble		1000 kg/ha \$0.74 /kg	\$736.00	
Pest control					
	2 Fungicide		0.25 kg/ha \$278.00 /kg	\$139.00	
	2 Fungicide		0.40 L/ha \$136.00 /L	\$108.80	
	4 Fungicide		2.50 kg/ha \$7.45 /kg	\$74.50	
	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	
Weed Control					
	Chipping		5 hr/ha \$14.50 /hr	\$72.50	
Pollination					
	Bee hives		3 hives/ha \$20.00 /hive	\$60.00	
Harvesting					
	Contract picking		45 Bins/ha \$25.00 /bin	\$1,125.00	
	30 Bin Hire (30 days)		45 bins/ha \$0.16 /bin-day	\$216.00	
	Bin Pick up		10 hr/ha \$30.50 /hr	\$305.00	
Handling					
	Dip,grade,pack		1500 cartons/ha \$0.75 /carton	\$1,125.00	
	Cartons		1500 cartons/ha \$1.73 /carton	\$2,595.00	
	Cooling		1500 cartons/ha \$0.05 /carton	\$75.00	
Freight					
	Markets		1500 cartons/ha \$0.90 /carton	\$1,350.00	
Agents commission					
			12.00%	\$1,440.00	
			B. Total Variable Costs	\$10,858.81	
			Gross Margin /ha (A-B)	\$1,141.19	
			Gross Margin /ML	\$285.30	

Break-even price	\$7.24 /carton
Break-even yield	1357 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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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
1200	-\$2,054	-\$998	\$58	\$1,114	\$2,170	\$3,226
1350	-\$1,776	-\$588	\$600	\$1,788	\$2,976	\$4,164
1500	-\$1,499	-\$179	\$1,141	\$2,461	\$3,781	\$5,101
1650	-\$1,221	\$231	\$1,683	\$3,135	\$4,587	\$6,039
1800	-\$944	\$640	\$2,224	\$3,808	\$5,392	\$6,976

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
1200	-\$513	-\$249	\$15	\$279	\$543	\$807
1350	-\$444	-\$147	\$150	\$447	\$744	\$1,041
1500	-\$375	-\$45	\$285	\$615	\$945	\$1,275
1650	-\$305	\$58	\$421	\$784	\$1,147	\$1,510
1800	-\$236	\$160	\$556	\$952	\$1,348	\$1,744

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 has not been considered in this budget as it was included in the previous year. Plants use the same spacing of 300 to 500mm apart on beds 1.5 to 2.0m apart. - The beds are left undisturbed through the winter and the 2nd crop is sown without the cost laying the mulch again. A minimum soil temperature of 16°C at 40mm is needed for germination. This budget applies to growers who pack and market their own melons. Growers can also supply packinghouses.
- Pests** - The pumpkin beetle is the main insect pest 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. Lower yields can be expected in the 2nd year using the same plastic mulch due to increased insect and disease pressure.
- 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.