



# DRYLAND ALBUS LUPINS (no-till)

## Farm Enterprise Budget Series - North West NSW

Winter 2009

### 1. GROSS MARGIN BUDGET:

**INCOME:**

1.40 tonnes/ha@ \$480.00 /tonne (on farm)

Crop prices were correct at the time of writing (Mar 17 2009), world market volatility makes estimation of future pricing impractical.

Sample Budget \$/ha	Your Budget \$/ha
\$672.00	

**VARIABLE COSTS:**

See next page for detail

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

<b>\$672.00</b>	
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Cultivation.....	\$0.00	
Sowing.....	\$99.07	
Fertiliser.....	\$35.10	
Herbicide.....	\$74.76	
Insecticide.....	\$25.12	
Contract harvesting.....	\$55.72	
Levies.....	\$6.85	
Insurance.....	\$8.60	

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

<b>\$305.22</b>	
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**C. GROSS MARGIN (A-B) \$/ha:**

<b>\$366.78</b>	
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Water use efficiency example

Growing season rainfall (ie in-crop): mm	253	
Stored fallow moisture: mm (25% of rainfall in fallow period)	60	
Early crop water use: mm	130	
Total crop water use mm	183	
Gross margin per mm	<b>\$2.01</b>	
kg of grain per mm	7.7	

Please refer to the "Water Use Efficiency in Northern NSW Winter Crop Enterprise Budgets" summary for more information on water use efficiency assumptions used at right.

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

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)				
	\$280 /t	\$380 /t	<b>\$480 /t</b>	\$530 /t	\$580 /t
0.80	- \$71	\$7	\$85	\$124	\$164
1.00	- \$16	\$81	\$179	\$228	\$277
1.20	\$39	\$156	\$273	\$332	\$390
<b>1.40</b>	\$93	\$230	<b>\$367</b>	\$435	\$504
1.70	\$175	\$341	\$507	\$591	\$674
2.00	\$257	\$453	\$648	\$746	\$844
2.30	\$339	\$564	\$789	\$901	\$1,014

Gross margin is zero when income is reduced by 55%  
or variable costs are increased by 120%

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total
Operation	Month	hrs /ha	Cost \$/hour	Total \$/ha	Rate/ha	Cost \$	Total \$/ha	Total Cost \$/ha
broadleaf and grass weed control eg: glyphosate 450	Dec	0.03	45.23	1.36	1.2 L	7.43/L	8.92	<b>10.27</b>
broadleaf weed control eg 2,4-D amine 300g/L	Dec	with above			1.80 L	4.23/L	7.61	<b>7.61</b>
wetter - non-ionic surfactant	Dec	with above			0.25 L	6.86/L	1.72	<b>1.72</b>
broadleaf and grass weed control eg: glyphosate 450	Jan	0.03	45.23	1.36	1.0 L	7.43/L	7.43	<b>8.79</b>
broadleaf weed control eg triclopyr 600g	Jan	with above			0.12 L	43.63/L	5.24	<b>5.24</b>
wetter - non-ionic surfactant	Jan	with above			0.25 L	6.86/L	1.72	<b>1.72</b>
broadleaf and grass weed control eg: glyphosate 450	Feb	0.03	45.23	1.36	1.0 L	7.43/L	7.43	<b>8.79</b>
broadleaf weed control eg 2,4-D amine 300g/L	Feb	with above			1.2 L	4.23/L	5.08	<b>5.08</b>
wetter - non-ionic surfactant	Feb	with above			0.25 L	6.86/L	1.72	<b>1.72</b>
broadleaf and grass weed control eg: glyphosate 450	Apr	0.03	45.23	1.36	1.0 L	7.43/L	7.43	<b>8.79</b>
wetter - non-ionic surfactant	Apr	with above			0.25 L	6.86/L	1.72	<b>1.72</b>
sowing (albus)	Apr	0.12	67.23	8.07	100 kg	0.91/kg	91.00	<b>99.07</b>
fertiliser - Starter 12Z	Apr	with above			30 kg	1.17/kg	35.10	<b>35.10</b>
post-sowing pre-emergent	Apr	0.03	45.23	1.36				<b>1.36</b>
broadleaf and grass weed control eg. simazine	Apr	with above			1.50 L	7.99/L	11.99	<b>11.99</b>
aerial spray (1 year in 4)	Sep	aerial spray		14.50				<b>14.50</b>
insect control eg. deltamethrin EC	Sep	with above			0.5 L	21.23/L	10.62	<b>10.62</b>
contract harvest	Nov	contract		55.72				<b>55.72</b>
crop levies	Nov			1.020%	of on-farm value			<b>6.85</b>
crop insurance				1.280%	of on-farm value			<b>8.60</b>

Input prices were correct at the time of writing (Mar 17 2009). Current fertiliser and chemical market uncertainty makes estimation of future pricing impractical.

### AGRONOMIC REQUIREMENTS:

Growers should assess soil moisture profiles and fertility levels to assist with yield estimates.

- Soil type:** Adapted to sandy acid soils and loamy soils.
- Rotation place:** Suitable with cereals to break disease and weed cycles and improve soil nitrogen. There can be substantial benefits to the yields of following crops for these reasons.
- Inoculation:** With group G is essential, nodulated crops can have higher seed proteins than ineffectively nodulated plants.
- Sowing time:** Mid April to mid-May is optimal. Avoid early April plantings in northern areas as these appear more susceptible to aphid activity and cucumber mosaic virus. In these areas, Albus varieties are preferred.
- Seed price used above is for purchased seed; if using own retained seed adjust budget accordingly.
- Insects:** Monitor Heliothis from flowering through to pod fill.
- Weed control:** Weeds must be taken seriously as lupins lack competitive vigour. Simazine/ trifluralin pre-emergent herbicide treatment to control capeweed and ryegrass etc. Cultivation post spraying required.

To reduce the likelihood of herbicide resistance, rotate herbicide groups and weed management techniques.

Refer to the NSW DPI booklet "Weed Control in Winter Crops 2009" for options.

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

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

### MACHINERY ASSUMPTIONS:

- Tractor:** 170 KW PTO (230 HP) and 200 KW engine (265 HP)  
Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.  
Contract harvesting does not include the cost of fuel.

### LABOUR REQUIREMENTS: - labour is not costed in this budget.

According to the above operations, labour required is 0.12hrs/ha. Then multiplying this by 1.25 to allow for machinery repair time etc, and using a labour cost of \$19/hr, the cost of labour is \$2.78/ha, reducing the gross margin to \$364.00/ha.