



## DRYLAND SUNFLOWERS (No-till, mono-unsaturated)

Farm Enterprise Budget Series - North West NSW

Summer 2011-2012

### 1. GROSS MARGIN BUDGET:

#### INCOME:

1.00 tonnes/ha at \$563.00 /tonne (on farm).....

Standard Budget \$/ha	Your Budget \$/ha
\$563.00	

Cartage costs will vary with distance, so have not been included. The on-farm price is after cartage.

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

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

<b>\$563.00</b>	
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#### VARIABLE COSTS:

see following page for details

Sowing.....	\$48.63	
Fertiliser & application.....	\$54.00	
Herbicide & application.....	\$89.59	
Insecticide & application.....	\$24.84	
Harvesting.....	\$66.20	
Levies and insurance.....	\$20.38	

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

<b>\$303.64</b>	
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#### C. GROSS MARGIN (A-B) \$/ha:

<b>\$259.36</b>	
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### 2. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE:

#### SENSITIVITY TABLE

YIELD tonnes/ha	On Farm Price						
	\$493 /t	\$513 /t	\$538 /t	<b>\$563 /t</b>	\$603 /t	\$643 /t	\$683 /t
0.40	-\$103	-\$95	-\$85	-\$75	-\$59	-\$43	-\$27
0.60	-\$5	\$7	\$22	\$36	\$60	\$84	\$108
0.80	\$92	\$108	\$128	\$148	\$180	\$211	\$243
<b>1.00</b>	\$190	\$210	\$235	<b>\$259</b>	\$299	\$339	\$378
1.25	\$312	\$337	\$368	\$399	\$448	\$498	\$547
1.50	\$434	\$464	\$501	\$538	\$597	\$657	\$716
1.90	\$629	\$667	\$714	\$761	\$836	\$911	\$987

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Summer 2011-2012

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	Dec	contract ground spray	10.00		1.5 L	4.42	6.63	<b>16.63</b>
Herbicide - 2,4-D i.p.a. 300g/L	Dec	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	Dec	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - glyphosate CT	Mar	contract ground spray	10.00		1.2 L	4.42	5.30	<b>15.30</b>
Herbicide - triclopyr	Mar	with above			0.08 L	19.00	1.52	<b>1.52</b>
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - glyphosate CT	May	contract ground spray	10.00		1.2 L	4.42	5.30	<b>15.30</b>
Herbicide - 2,4-D i.p.a. 300 g/L	May	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	May	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - glyphosate CT	Jul	contract ground spray	10.00		1.0 L	4.42	4.42	<b>14.42</b>
Wetter - non-ionic surfactant	Jul	with above			0.2 L	6.45	1.29	<b>1.29</b>
Herbicide - glyphosate CT	Aug	contract ground spray	10.00		1.0 L	4.42	4.42	<b>14.42</b>
Wetter - non-ionic surfactant	Aug	with above			0.2 L	6.45	1.29	<b>1.29</b>
Sowing - sunflower seed	Sep	0.12	85.89	10.31	2.0 kg	19.16	38.32	<b>48.63</b>
Fertiliser - Granulock SuPreme Z	Sep	with above			50 kg	1.08	54.00	<b>54.00</b>
Insecticide - alpha-cypermethrin 100 g/L EC	Oct	aerial spray	15.00		0.4 L	9.20	3.68	<b>18.68</b>
Insecticide - alpha-cypermethrin 100 g/L EC (1 yr in 3)	Dec	aerial spray	15.00		0.4 L	9.20	3.68	<b>6.16</b>
Crop insurance *	Jan			2.60%				<b>14.64</b>
Harvest #	Mar	contract		66.20	per ha incl fuel			<b>66.20</b>
Grains Research Levy				1.02%	of farm gate value			<b>5.74</b>

### AGRONOMIC NOTES:

**Sowing:** Early spring sowing allows the crop to flower before high temperatures cause heat stress (mid-late Aug)

Do not sow poly-unsaturated sunflowers in spring as low quality oil is unacceptable to margarine manufacturers.

**Insects:** 1st insect spray assumed applied at late bud stage to control Rutherglen bug; 2nd spray applied if necessary normally 1 in 3 years at around mid flowering stage (heliathis and Rutherglen bug)

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

**Fertiliser:** Fertiliser requirements should be based on paddock records and soil tests.

Nitrogen fertiliser may be required where deficiencies are known to exist.

**Insurance:** \* Varies with local government area and postcode, check with your insurer.

# Harvest costs based on \$64.94 (including \$4.94/ha fuel) /ha for a crop up to 2.5 t/ha.

For further information refer to NSW Department of Primary Industries "Summer Crop Production Guide 2011-12"

*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.*

**LABOUR REQUIREMENTS:** - labour is not costed in this budget. If labour costs \$21.00 /hr, total labour cost would be \$3.15, reducing the gross margin to \$256 /ha.

### MACHINERY ASSUMPTIONS:

Tractor: 201 KW PTO (269 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