



BARLEY: Short Fallow: No-till

Southern Zone - West

Dryland Winter 2012

1.GROSS MARGIN BUDGET:

INCOME:

2.20 tonnes/ha @ \$150 /t on farm

Standard Budget \$/ha	Your Budget \$/ha
\$330	

A. TOTAL INCOME \$/ha:

\$330

VARIABLE COSTS:

See following page for detail

Cultivation.....	\$0
Sowing.....	\$24
Fertiliser.....	\$53
Herbicide.....	\$53
Contract harvesting.....	\$37
Levies.....	\$7
Crop insurance.....	\$7
Cartage.....	\$0
B. TOTAL VARIABLE COSTS \$/ha:	\$181

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

\$149

SENSITIVITY TABLES

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

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)					Gross Margin (\$/ha)
	\$110 /t	\$130 /t	\$150 /t	\$170 /t	\$190 /t	
0.70	-\$56	-\$43	-\$29	-\$16	-\$2	
1.20	-\$4	\$19	\$42	\$66	\$89	
1.70	\$48	\$81	\$114	\$147	\$180	
2.20	\$101	\$144	\$149	\$229	\$271	←
2.70	\$151	\$203	\$255	\$307	\$360	
3.20	\$197	\$259	\$321	\$383	\$445	
3.70	\$244	\$315	\$387	\$458	\$530	

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total Cost \$/ha
Operation	Month	hrs/ha	Cost \$/hour	Total \$/ha	Rate/ha	\$	Total \$/ha	
Broadleaf and grass spray eg Glyphosate	Dec	0.05	\$53.37	\$2.87	0.80 L/ha	\$4.20	\$3.36	\$6.23
Melon control eg Garlon® + Wetting agent LI700		With above			0.06 L/ha	\$20.30	\$1.22	\$1.22
Broadleaf and grass spray eg: Glyphosate	Jan/Feb	0.05	\$53.37	\$2.87	0.18 L/ha	\$7.00	\$0.61	\$0.61
Broadleaf control eg Surpass®		With above			0.80 L/ha	\$4.20	\$3.36	\$6.23
Wetting agent LI700		With above			1.00 L/ha	\$6.97	\$6.97	\$6.97
Broadleaf and grass spray eg: Glyphosate	April / May	0.05	\$53.37	\$2.87	0.18 L/ha	\$7.00	\$0.61	\$0.61
Pre sowing spray eg IBS Treflan®480		With above			1.20 L/ha	\$4.20	\$5.04	\$7.91
Wetting agent LI700		With above			1.50 L/ha	\$8.50	\$12.75	\$12.75
Sow (seed cost is based on farmer's own seed)	May	0.17	\$87.87	\$14.94	30 kg/ha	\$0.30/kg	\$9.00	\$23.94
Starter fertiliser eg: MAP		with above			70 kg/ha	\$760/t	\$53.20	\$53.20
Broadleaf weed control eg: metsulfuron (Ally®)	Jul	0.05	\$53.37	\$2.87	5 g/ha	\$400/kg	\$2.00	\$4.87
Broadleaf weed control eg: MCPA 500	Jul	with above			0.70 L/ha	\$6.76/L	\$4.73	\$4.73
Contract harvest	Nov	contract		\$37.07				\$37.07
Crop Levies						\$1.50/tonne + 1.015% of on-farm value		\$6.65
Crop Insurance						2.224% of on-farm value		\$7.34

AGRONOMIC NOTES:

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

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

- Cropcheck:**
 - Monitor and record crop performance. Key checks include establishment, weeds, insects, tiller numbers, disease and grain fill.
- Rotation:**
 - Sown as a second crop in a rotation of wheat long fallow.
 - Test soil for nitrogen status if trying to achieve malting grade. Making malting grade depends on seed size and 'grain protein'. Barley can host wheat diseases such as rhizoctonia, take all and crown rot. Care is therefore needed in high risk paddocks.
- Varieties:**
 - See NSW DPI *Winter crop variety sowing guide 2012*. The two types of barley are Malt and Feed.
- Seed:**
 - Using own seed treat with registered seed dressing.
 - Budgets are based on cost of using own seed. Consider retail seed price at \$850/tonne, if growing a new or hybrid variety.
- Sowing Time:**
 - Increase seeding rate 10% if sowing time is delayed after May. See *Winter crop variety sowing guide 2012* for recommended sowing window for each variety.
- Weed control:**
 - See *Weed control in winter crops 2012*. Weed control will vary depending on paddock history and season.
 - May need a grass weed spray eg Axial depending on weed presence.
 - Wetting agent LI700 is used at 350ml/100L of spray solution, but most farmers spray @50L/ha.
- Machinery:**
 - A tractor with 149 kW (200 HP) pto power and 177kW (240 HP) engine power is assumed.
 - Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.
- Labour:**
 - The labour required for machinery operations is 1.22 hr/ha.
 - Using a labour cost of \$22/hr, an additional \$26.84/ha can be deducted from the budget.
- Economic note:**
 - These gross margins are only a guide. They do not include overhead costs or GST.
 - **Use your own figures and price assumptions to estimate your own gross margin.**