



Enterprise

**SWEET CORN - FRESH****2001**

Unit ha

Furrow Irrigation

**GROSS MARGIN BUDGET:****1 ha**Standard  
BudgetYour  
Budget**INCOME:**

1000 cartons/ha @ \$8.50 /carton

\$8,500.00

**A. Total Income/ha****\$8,500.00****VARIABLE COSTS:****Seed**

Golden sweet 9 kg/ha \$35.00 per kg \$315.00

**Tractor costs****Small equipment including labour, fuel, oil, etc**

2 Cultivate	2.5 hr/ha	\$24.50 /hr	\$122.50
1 Lister	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Drill Fertiliser	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Bedform	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Sidedress fert	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Incorporating herbicide	2.0 hr/ha	\$24.50 /hr	\$49.00
1 Sowing	2.5 hr/ha	\$24.50 /hr	\$61.25
8 Boomspray	0.5 hr/ha	\$24.50 /hr	\$98.00

**Irrigation**

Water 8 ML/ha \$17.36 /ML \$138.88

**Fertiliser**

Starter fertiliser	500 kg/ha	\$0.45 /kg	\$223.50
Urea	500 kg/ha	\$0.38 /kg	\$187.50
Mico nutrients Foliar	2 kg/ha	\$1.20 /kg	\$2.40

**Pest control**

1 Insecticide (at sowing)	2.0 L/ha	\$14.90 /L	\$29.80
1 Insecticide	0.5 L/ha	\$64.50 /L	\$32.25
3 Insecticide	2.0 L/ha	\$14.45 /L	\$86.70
3 Insecticide	0.5 L/ha	\$46.00 /L	\$69.00
1 Insecticide	2.0 L/ha	\$10.00 /L	\$20.00

**Weed control**

1 Pre-emergent	3.2 L/ha	\$9.25 /L	\$29.60
1 Pre-emergent	0.5 L/ha	\$10.25 /L	\$5.13
1 Post emergent	1.0 L/ha	\$21.25 /L	\$21.25

**Aerial spraying**

6 Insecticides	1 ha	\$12.00 /ha	\$72.00
Crop monitoring			\$60.00

**Harvesting (18 paddock Tonnes to get 16 marketable Tonnes)**

Picking	18 t/ha	\$15.00 /t	\$270.00
Bin Pick up	5 hr/ha	\$24.50 /hr	\$122.50
14 Bin Hire (14 days)	40 bins/ha	\$0.16 /bin-day	\$89.60

**handling**

Packing	1000 cartons/ha	\$1.50 /carton	\$1,500.00
Cartons	1000 cartons/ha	\$1.50 /carton	\$1,500.00
Cooling	1000 cartons/ha	\$0.50 /carton	\$500.00

**Levy**

0.50% \$42.50

**Freight**

Markets 1000 cartons/ha \$0.60 /carton \$600.00

**Agents commission**

12.00% \$1,020.00

**B. Total Variable Costs****\$7,464.36**

Break-even price \$7.46 /carton

**Gross Margin per ha (A-B)****\$1,035.65**

Break-even yield 878 cartons/ha

**Gross Margin per ML****\$129.46****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)					
	6.50	7.50	<b>8.50</b>	9.50	10.50	11.50
900	-\$849	-\$62	\$726	\$1,513	\$2,301	\$3,088
950	-\$782	\$50	\$881	\$1,712	\$2,543	\$3,375
<b>1000</b>	-\$714	\$161	<b>\$1,036</b>	\$1,911	\$2,786	\$3,661
1050	-\$647	\$272	\$1,191	\$2,109	\$3,028	\$3,947
1100	-\$580	\$383	\$1,345	\$2,308	\$3,270	\$4,233

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

YIELD (carton)	DELIVERED PRICE (\$/carton)					
	6.50	7.50	<b>8.50</b>	9.50	10.50	11.50
900	-\$106	-\$8	\$91	\$189	\$288	\$386
950	-\$98	\$6	\$110	\$214	\$318	\$422
<b>1000</b>	-\$89	\$20	<b>\$129</b>	\$239	\$348	\$458
1050	-\$81	\$34	\$149	\$264	\$379	\$493
1100	-\$72	\$48	\$168	\$288	\$409	\$529

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

**NOTES:**

- Area** - Sydney Basin and the Tablelands are the main growing areas.
- Production** - Plants are spaced on single rows 0.75 to 0.9m apart for sprinkler irrigation with plants spaced 20 to 25cm apart give a plant population between 50 000 and 65 000 plants per hectare.  
 - Controlling heliothis in late crops is a big challenge with more growers now using IPM systems.  
 - Soil moisture should be maintained during tasselling to avoid desiccation during heatwave conditions.
- Pests** - The main insect pest is heliothis with no major disease problems.
- Harvesting** - Fresh market sweet corn can be harvested mechanically or by hand.. Sowing is from September to December with harvest from January to April. Maturity is when the cobs reach 78% moisture, which takes about 75 to 95 days
- Yields** - Packout yields vary considerably depending on heliothis damage. Marketable cobs with no grub-damaged cobs vary from 0 to 95%. This budget represents about a 65% yield of undamaged cobs. A limited market also exists for trimming and dehusking unsuitable cobs and selling them as cobetts.
- Packaging** - Sweet corn is mainly marketed in 18L polystyrene cartons (10kg) which hold between 24 and 30 cobs. Sweet corn can also be sold in pre-pack trays of 2 to 4 cobetts per pack with 12 trays per 18l-cellopack carton.
- 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.