

Enterprise

TOMATO - PROCESSING
2001

Unit ha

Drip Irrigation

GROSS MARGIN BUDGET:
1 ha

 Standard
Budget

 Your
Budget

INCOME:

85 t/ha @ \$100.00 /t

\$8,500.00

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

Hybrid 0.35 kg/ha \$1,800.00 /kg \$630.00

Tractor costs
Large equipment including labour, fuel, oil, etc

| | | | |
|--------------------|-----------|-------------|---------|
| 2 Cultivation | 0.7 hr/ha | \$30.50 /hr | \$42.70 |
| 1 Lister | 0.5 hr/ha | \$30.50 /hr | \$15.25 |
| 1 Drill Fertiliser | 0.5 hr/ha | \$30.50 /hr | \$15.25 |
| 1 Bedform | 0.5 hr/ha | \$30.50 /hr | \$15.25 |
| 1 Sidedress | 0.5 hr/ha | \$30.50 /hr | \$15.25 |
| 1 Inter Row Cult'n | 0.5 hr/ha | \$30.50 /hr | \$15.25 |
| 12 Boomspray | 0.2 hr/ha | \$30.50 /hr | \$73.20 |
| 1 Sowing | 0.5 hr/ha | \$30.50 /hr | \$15.25 |

Irrigation

| | | | |
|---------------|---------|-------------|----------|
| Water | 6 ML/ha | \$17.36 /ML | \$104.16 |
| Pumping costs | 6 ML/ha | \$30.00 /ML | \$180.00 |

Fertiliser

| | | | |
|--------------|------------|---------------|----------|
| Single Super | 300 kg/ha | \$0.24 per kg | \$72.00 |
| Starter | 100 kg/ha | \$0.45 per kg | \$44.70 |
| Soluble | 1200 kg/ha | \$0.74 per kg | \$883.20 |

Pest control

| | | | |
|---------------------------|-----------|------------|---------|
| 1 Insecticide (at sowing) | 8.0 kg/ha | \$6.30 /kg | \$50.40 |
| 1 Insecticide | 0.7 L/ha | \$14.90 /L | \$10.43 |
| 2 Insecticide | 2.0 L/ha | \$14.45 /L | \$57.80 |
| 3 Insecticide | 0.5 L/ha | \$46.00 /L | \$69.00 |
| 3 Fungicide | 3.0 kg/ha | \$3.00 /kg | \$27.00 |
| 2 Fungicide | 2.5 kg/ha | \$7.45 /kg | \$37.25 |
| 2 Fungicide | 2.0 kg/ha | \$8.30 /kg | \$33.20 |
| 1 Fungicide | 3.2 L/ha | \$22.15 /L | \$70.88 |
| 1 Growth regulator | 1.8 L/ha | \$6.00 /L | \$10.80 |

Weed Control

| | | | |
|----------------------------|------------|-------------|----------|
| 1 Pre-emergent (50% area) | 4.5 kg/ha | \$34.92 /L | \$78.57 |
| 1 Pre-emergent (50% area) | 2.0 L/ha | \$8.00 /L | \$8.00 |
| 2 Post emergent (40% area) | 60.0 gm/ha | \$2.35 /gm | \$112.80 |
| 1 Post emergent | 0.5 L/ha | \$63.70 /L | \$31.85 |
| Chipping weeds | 30.0 hr/ha | \$14.50 /hr | \$435.00 |

Aerial spraying

| | | | |
|----------------|--|-------------|---------|
| 6 Applications | | \$12.00 /ha | \$72.00 |
|----------------|--|-------------|---------|

Crop monitoring

| | | | |
|--|--|-------------|---------|
| | | \$60.00 /ha | \$60.00 |
|--|--|-------------|---------|

Harvesting

| | | | |
|------------|---------|------------|------------|
| Harvesting | 85 t/ha | \$15.00 /t | \$1,275.00 |
|------------|---------|------------|------------|

Including bin trailers and forklfts

Freight

Transported by processors

Levy

| | | | |
|--|--|------------|---------|
| | | 70 cents/t | \$59.50 |
|--|--|------------|---------|

B. Total Variable Costs
\$4,620.94

| | |
|------------------|------------|
| Break-even price | \$54.36 /t |
|------------------|------------|

Gross Margin /ha (A-B)
\$3,879.06

| | |
|------------------|------------|
| Break-even yield | 46.21 t/ha |
|------------------|------------|

Gross Margin /ML
\$646.51
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 (t) | DELIVERED PRICE (\$/t) | | | | | |
|--------------|------------------------|---------|----------------|---------|---------|---------|
| | 80.00 | 90.00 | 100.00 | 110.00 | 120.00 | 130.00 |
| 55 | \$250 | \$800 | \$1,350 | \$1,900 | \$2,450 | \$3,000 |
| 70 | \$1,215 | \$1,915 | \$2,615 | \$3,315 | \$4,015 | \$4,715 |
| 85 | \$2,179 | \$3,029 | \$3,879 | \$4,729 | \$5,579 | \$6,429 |
| 100 | \$3,144 | \$4,144 | \$5,144 | \$6,144 | \$7,144 | \$8,144 |
| 115 | \$4,108 | \$5,258 | \$6,408 | \$7,558 | \$8,708 | \$9,858 |

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

| YIELD (t) | DELIVERED PRICE (\$/t) | | | | | |
|--------------|------------------------|-------|--------------|---------|---------|---------|
| | 80.00 | 90.00 | 100.00 | 110.00 | 120.00 | 130.00 |
| 55 | \$42 | \$133 | \$225 | \$317 | \$408 | \$500 |
| 70 | \$202 | \$319 | \$436 | \$552 | \$669 | \$786 |
| 85 | \$363 | \$505 | \$647 | \$788 | \$930 | \$1,072 |
| 100 | \$524 | \$691 | \$857 | \$1,024 | \$1,191 | \$1,357 |
| 115 | \$685 | \$876 | \$1,068 | \$1,260 | \$1,451 | \$1,643 |

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

NOTES:

| | |
|----------------------|---|
| Area | - Southern Riverina is the main growing area with new systems being developed in Northern Riverina. |
| Production | - The cost of the drip system is not included in this budget, as it is considered a capital cost. Single rows in the centre of 1.8 to 2.0m beds are used for drip irrigation with plant clumps spaced about 20mm apart. Good soil preparation is essential. Deep ripping and high bed forming is needed to ensure adequate drainage to avoid root diseases (ie phytophthora). Crop rotations are essential to avoid disease and weed problems (ie blackberry nightshade) building up. |
| Pests | - Heliothis is the main insect pest with bacterial leaf and fruit rots the most common diseases. |
| Harvesting | - Sowing commences from early September to mid December for a late January to mid April harvest Sowing commences early September until mid November. Sowing generally ceases by mid November in Southern Riverina. The growing period depends on variety and time of sowing and ranges from 17 to 20 weeks. All harvesting is by machines with electronic colour sorters. A growth regulator may be used to promote uniform ripening. |
| Yields | - Yields average about 85 tonnes per hectare for drip irrigation but can be as high as 120 tonnes. |
| Packaging | - No packaging is required as crop is delivered in bulk trailers. |
| 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. |