

Enterprise	WATERMELON	2001
Unit	Furrow Irrigation	
ha	1 ha	

GROSS MARGIN BUDGET:
INCOME:

30 t/ha @ \$250.00 /t

Standard Budget	Your Budget
\$7,500.00	
\$7,500.00	

A. Total Income/ha
VARIABLE COSTS:
Seed

Watermelon	1 kg/ha	\$870.00 /kg	\$870.00
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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
4 Boomspray	0.5 hr/ha	\$24.50 /hr	\$49.00
1 Sowing	2.0 hr/ha	\$24.50 /hr	\$49.00

Irrigation

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

Single Super	200 kg/ha	\$0.24 /kg	\$48.00
Starter Fertiliser	200 kg/ha	\$0.45 /kg	\$89.40
Urea	200 kg/ha	\$0.38 /kg	\$75.00

Pest control

3 Fungicide	3 kg/ha	\$3.00 per kg	\$27.00
1 Insecticide	5 L/ha	\$14.90 /L	\$74.50
1 Insecticide	2 L/ha	\$14.60 /L	\$29.20

Weed Control

1 Tractor with 3 weeders	1 hr/ha	\$24.50 per hr	\$24.50
3 Casual labour	1 hr/ha	\$14.50 per hr	\$43.50

Pollination

Bee hives	3 hives/ha	\$20.00 /hive	\$60.00
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Harvesting

Contract pick/sort & load	60 Octabins/ha	\$12.00 /Octabin	\$720.00
Octabins	60 Octabins/ha	\$16.20 /Octabin	\$972.00

Freight

Markets	60 Octabins/ha	\$20.00 /Octabin	\$1,200.00
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Agents commission

	12.00%		\$900.00
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B. Total Variable Costs

Break-even price	\$187.98 /t
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Gross Margin /ha (A-B)	\$1,860.52
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Break-even yield	22.56 t/ha
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Gross Margin /ML	\$232.57
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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.

Enterprise

WATERMELON

Furrow Irrigation

2001

SENSITIVITY ANALYSIS

TABLE 1- Effect of Yield and Price on Gross Margin /ha

YIELD (t)	DELIVERED PRICE (\$/t)					
	150.00	200.00	250.00	300.00	350.00	400.00
20	-\$2,099	-\$1,219	-\$339	\$541	\$1,421	\$2,301
25	-\$1,439	-\$339	\$761	\$1,861	\$2,961	\$4,061
30	-\$779	\$541	\$1,861	\$3,181	\$4,501	\$5,821
35	-\$119	\$1,421	\$2,961	\$4,501	\$6,041	\$7,581
40	\$541	\$2,301	\$4,061	\$5,821	\$7,581	\$9,341

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

YIELD (t)	DELIVERED PRICE (\$/t)					
	150.00	200.00	250.00	300.00	350.00	400.00
20	-\$262	-\$152	-\$42	\$68	\$178	\$288
25	-\$180	-\$42	\$95	\$233	\$370	\$508
30	-\$97	\$68	\$233	\$398	\$563	\$728
35	-\$15	\$178	\$370	\$563	\$755	\$948
40	\$68	\$288	\$508	\$728	\$948	\$1,168

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

NOTES:

- Area** - MIA is the main growing area with some early production at Sunraysia. There is increasing interest in the production of seedless watermelon as consumers and the market respond more favourably to these varieties; however, production techniques are more specialised and the production costs higher for seedless.
- Production** - Plants are spaced 1 to 2m apart on beds 1.5 to 2.0m apart. Sandy loam soils are preferred to avoid root disease problems. Blossom-end rot can be a problem if irrigation stress occurs and causes calcium deficiency.
- Pests** - Pumpkin beetles are the main insect pests with powdery mildew as the most common disease.
- Harvesting** - Sowing is from mid-September to late December for a late January to April harvest.
- Watermelons are ripe when the tentacle nearest the fruit is dried out, and listening for a dull empty sound when the fruit is tapped.
- Yields** - Yields vary from 20 to 40 tonnes per hectare with bees essential for pollination and high yields.
- Packaging** - Watermelons are normally marketed in ½ tonne cardboard octabins.
- 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.