Field Peas: Short Fallow (No-till)  
Central Zone - West  
Winter 2012

1. GROSS MARGIN BUDGET:

INCOME:

1.80 tonnes/ha @ $290.00 /tonne (on farm)

A. TOTAL INCOME $/ha: $522.00

VARIABLE COSTS:
See opposite page for detail

Sowing................................................................. $136.22
Fertiliser............................................................... $72.10
Herbicide.............................................................. $0.00
Insecticide............................................................ $20.57
Contract-harvesting...............................................
Levies.................................................................. $5.30
Crop Insurance.................................................... $9.10
Cartage, grading & bagging..................................... $0.00

B. TOTAL VARIABLE COSTS $/ha: $293.28

C. GROSS MARGIN (A-B) $/ha: $228.72

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

<table>
<thead>
<tr>
<th>YIELD tonnes/ha</th>
<th>ON FARM PRICE ($/tonne)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$230 /t</td>
</tr>
<tr>
<td>0.90</td>
<td>- $78</td>
</tr>
<tr>
<td>1.20</td>
<td>- $11</td>
</tr>
<tr>
<td>1.50</td>
<td>$57</td>
</tr>
<tr>
<td>1.80</td>
<td>$124</td>
</tr>
<tr>
<td>2.10</td>
<td>$191</td>
</tr>
<tr>
<td>2.40</td>
<td>$258</td>
</tr>
<tr>
<td>2.70</td>
<td>$325</td>
</tr>
</tbody>
</table>

PRODUCT TRADE NAMES
The product trade names in this publication are supplied on the understanding that no preference between equivalent products is intended and that the inclusion of a product does not imply endorsement by NSW DPI over any other equivalent product from another manufacturer.

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.
## Field Peas: Short Fallow (No-till)
### Central Zone - West Winter 2012

### CALENDAR OF OPERATIONS:

<table>
<thead>
<tr>
<th>Operation</th>
<th>Month</th>
<th>Machinery</th>
<th>Inputs</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>hrs /ha</td>
<td>Cost /hour</td>
<td>Total Cost /ha</td>
</tr>
<tr>
<td>Weed control eg: glyphosate 540 g/L (Roundup PowerMAX®)</td>
<td>Dec/Jan</td>
<td>0.03</td>
<td>76.36</td>
<td>$2.50</td>
</tr>
<tr>
<td>Weed control eg: triclopyr 600 g/L (Garlon®)</td>
<td>Dec/Jan with above</td>
<td>0.10 L</td>
<td>$19.60/L</td>
<td>$1.96</td>
</tr>
<tr>
<td>Weed control eg: glyphosate 540 g/L (Roundup PowerMAX®)</td>
<td>Feb/Mar</td>
<td>0.03</td>
<td>76.36</td>
<td>$2.50</td>
</tr>
<tr>
<td>Broadleaf weed control eg: 2,4-D amine 300g/L (Surpass®)</td>
<td>Feb/Mar with above</td>
<td>1.00 L</td>
<td>$3.80/L</td>
<td>$3.80</td>
</tr>
<tr>
<td>Sowing seed</td>
<td>May</td>
<td>0.12</td>
<td>104.36</td>
<td>$12.22</td>
</tr>
<tr>
<td>Fertiliser eg: MAP</td>
<td>May with above</td>
<td>70 kg</td>
<td>$1.03/kg</td>
<td>$72.10</td>
</tr>
<tr>
<td>Broadleaf weed control eg: metribuzin 750 g/kg (Sencor 750®)</td>
<td>May</td>
<td>0.03</td>
<td>76.36</td>
<td>$2.50</td>
</tr>
<tr>
<td>Weed control eg: Haloxyfop-R 520 g/L (Verdict®)</td>
<td>July</td>
<td>0.03</td>
<td>76.36</td>
<td>$2.50</td>
</tr>
<tr>
<td>Heliocthes control eg: alpha-cypermethrin (Fastac Duo®)</td>
<td>Sep</td>
<td>contract</td>
<td>$18.15</td>
<td>0.30 L</td>
</tr>
<tr>
<td>Pre-harvest desiccation eg: glyphosate 540 g/L (Roundup PowerMax®)</td>
<td>Oct</td>
<td>contract</td>
<td>$18.15</td>
<td>1.80 L</td>
</tr>
<tr>
<td>Contract-harvest</td>
<td>Nov</td>
<td>contract</td>
<td>$50.00</td>
<td>1.02% of on-farm value</td>
</tr>
<tr>
<td>Crop Levies</td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

*** Input and crop prices are correct at the time of writing (March 2012). Market uncertainty makes estimation of future pricing impractical.

### NOTES:

**Soils:**
- Suitable for lighter textured soils through to the heavier clay soils. Paddocks should be free of sticks and stones for harvesting. Best harvested with crop lifters or a pea front.

**Place in rotation**
- Useful as a break crop in cereal rotations for disease control, weed control and nitrogen benefits at the lower fertility end of the rotation.
- Short Fallow: Fallow or weed free period of 5-6 months between harvest of one crop and sowing of the next crop. For example, wheat harvested in November would be under a 5-6 month fallow until sowing in the next May.

**Inoculation:**
- With Group E inoculant is essential.

**Seed source:**
- Seed should be obtained from central and northern areas and preferably certified growers, to minimise the risk of introducing pea weevil.
- Seed price used above is for purchased seed; if using retained seed adjust budget accordingly.

**Fertiliser:**
- Adequate levels of phosphorus and sulfur should be applied.

**Sowing time:**
- Ideally mid May to mid June.

**Weed control:**
- Broader spectrum of broadleaf herbicides available than for other pulse crops.
- Timing of fallow herbicide application will vary according to rainfall.
- An additional knockdown herbicide application (eg. glyphosate 540 g/L @ 1.0 L/ha) should be considered if weeds are present at the time of sowing.
- Trifluralin for grass weed control if wireweed is present, if not, there are several post emergent options for grass control.
- Metribuzin is used for broadleaf weed control in this budget
- Rotate herbicide groups and use other non-chemical methods to delay herbicide resistance.

**Insect control:**
- Crops must be monitored from flowering for pea weevil and heliocthis.
- Metribuzin is used to control broadleaf weed in this budget
- Rotate herbicide groups and use other non-chemical methods to delay herbicide resistance.

**Desiccation:**
- Desiccation may be required in seasons with wet springs to ensure even ripening. Use Roundup PowerMax® where seed is not being retained for sowing. If retaining seed for sowing consider Reglone®.

**Machinery:**
- A tractor with 196 kW (263 HP) pto power and 242kW (325 HP) engine power is assumed.
- Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.
- Contract-harvesting does not include the cost of fuel.

**Labour:**
- Using a labour cost of $22/hr, an additional $4.12 can be deducted from the budget

**Important notes:**
- These gross margins are only a guide. They do not include overhead costs.
- **Use your own figures and price assumptions to estimate your own gross margin.**
- Use of a particular brand name does NOT imply a recommendation of that brand by NSW DPI.