FIELD PEAS: (Direct drill)
Southern Zone - east

1. GROSS MARGIN BUDGET:

**INCOME:**
1.80 tonnes/ha @ $220.00 /tonne on farm

A. TOTAL INCOME $/ha:
$396.00

**VARIABLE COSTS:**
See following page for detail

Cultivation $0.00
Sowing $56.81
Fertiliser & application $53.00
Herbicide & application $93.10
Insecticide & application $26.13
Contract harvesting $49.40
Levies $4.04
Crop Insurance $15.06
Cartage $0.00

B. TOTAL VARIABLE COSTS $/ha:
$297.54

C. GROSS MARGIN (A-B) $/ha:
$98.46

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

<table>
<thead>
<tr>
<th>YIELD</th>
<th>$160 /t</th>
<th>$190 /t</th>
<th>$220 /t</th>
<th>$250 /t</th>
<th>$250 /t</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.05</td>
<td>-$119</td>
<td>-$89</td>
<td>-$59</td>
<td>-$29</td>
<td>-$29</td>
</tr>
<tr>
<td>1.30</td>
<td>-$80</td>
<td>-$43</td>
<td>-$6</td>
<td>$31</td>
<td>$31</td>
</tr>
<tr>
<td>1.55</td>
<td>-$42</td>
<td>$2</td>
<td>$46</td>
<td>$90</td>
<td>$90</td>
</tr>
<tr>
<td><strong>1.80</strong></td>
<td><strong>-$4</strong></td>
<td><strong>$47</strong></td>
<td><strong>$98</strong></td>
<td><strong>$150</strong></td>
<td><strong>$150</strong></td>
</tr>
<tr>
<td>2.05</td>
<td>$34</td>
<td>$92</td>
<td>$151</td>
<td>$209</td>
<td>$209</td>
</tr>
<tr>
<td>2.30</td>
<td>$72</td>
<td>$137</td>
<td>$203</td>
<td>$269</td>
<td>$269</td>
</tr>
<tr>
<td>2.55</td>
<td>$105</td>
<td>$178</td>
<td>$251</td>
<td>$323</td>
<td>$323</td>
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</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.

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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: (Direct Drill)

### Southern Zone - east

#### Dryland Winter: 2012

### Calendar of Operations:

<table>
<thead>
<tr>
<th>Operation</th>
<th>Month</th>
<th>hrs /ha</th>
<th>Rate /ha</th>
<th>Total Cost /ha</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fallow broadleaf &amp; grass weed control eg ground spray glyphosate 450 and Triclopyr 600 (Garlon ® 600)</td>
<td>Jan</td>
<td>0.05</td>
<td>70.67</td>
<td>$3.81</td>
</tr>
<tr>
<td>Fallow broadleaf &amp; grass weed control eg ground spray glyphosate 450</td>
<td>With above</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apply pre-emergent residual soil herbicide eg. ground spray pendimethalin (Stomp®)</td>
<td>Feb</td>
<td>0.05</td>
<td>70.67</td>
<td>$3.81</td>
</tr>
<tr>
<td>Broadleaf and grass weed control eg. ground spray glyphosate 450</td>
<td>Jun</td>
<td>with above</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sow (seed cost is based on farmer's own seed)</td>
<td>Jun</td>
<td>0.17</td>
<td>91.67</td>
<td>$15.41</td>
</tr>
<tr>
<td>Apply seed inoculant</td>
<td>Jun</td>
<td>with above</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pre-emergent residual soil herbicide eg. ground spray metribuzin (Sencor®)</td>
<td>Jun</td>
<td>0.05</td>
<td>70.67</td>
<td>$3.81</td>
</tr>
<tr>
<td>In-crop grass weed control eg. ground spray haloxynip (Verdict®)</td>
<td>Jun</td>
<td>0.05</td>
<td>70.67</td>
<td>$3.81</td>
</tr>
<tr>
<td>Pea weevil control eg. ground spray alpha-cypermethrin (Fastac-Duo®)</td>
<td>Jul</td>
<td>0.05</td>
<td>70.67</td>
<td>$3.81</td>
</tr>
<tr>
<td>Heliothis control eg. aerial spray lambda-cyhalothrin (Karate Zeon ®)</td>
<td>Sep</td>
<td></td>
<td>contract aerial</td>
<td>$16.00</td>
</tr>
<tr>
<td>Contract harvest</td>
<td>Dec</td>
<td>contract</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research Levy</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Crop Insurance</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 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.**

#### Topcrop:

- Aim to achieve 30 plants/m² for conventional types, 40 plants/m² for semi-leafless types.
- Monitor for pea weevil and heliothis from flowering to pod fill.

#### Rotation:

- Avoid rough paddock surfaces as this leads to harvesting difficulties and grain contamination.
- Where suitable machinery is available, stubble retention is preferred over burning for sustainable farming.
- Roll paddock after sowing to press clods, rocks, sticks, etc into soil surface (reduces header damage).

#### Seed:

- Budgets are based on cost of using own seed. Consider retail seed price at $850/tonne, if growing a new or hybrid variety.
- Ensure you include a cost for seed grading.

#### Seed dressing:

- Application rate used in this budget is 0.18 L / 100 kg seed.

#### Varieties:

- See NSW DPI "Winter crop variety sowing guide 2012".

#### Herbicide Resistance Management:

- Record herbicide groups and rotate groups where possible to avoid developing herbicide resistance on your farm.

#### Sowing time:

- May / June

#### Soil:

- Paddocks must be free of sticks and stones
- Acid soils must be limed
- Prefer lighter soils

#### Harvest:

- Be prepared to harvest when crop reaches 12-15% moisture. Peas can be desiccated for improved harvest management.

#### Prices:

- Premiums exist for food quality field peas over feed varieties.

#### Labour:

- The labour required for machinery operations is 0.55 hrs/ha.
- At $22/hour this costs: $12.03 /ha changing the gross margin to $86.43 /ha

#### Machinery:

- A tractor with 141kW (190 HP) pto power and 148 kW (225 HP) engine power is assumed.
- Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.

#### Economic note:

- These gross margins are only a guide. They do not include overhead costs or GST.
- **Note: Input and crop prices are correct at the time of writing (April 2012). Market uncertainty makes estimation of future pricing impractical.**
- Use your own figures and price assumptions to estimate your own gross margin.

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