



FIELD PEAS: (Direct drill)

Southern Zone - east

Dryland Winter: 2012

1. GROSS MARGIN BUDGET:

INCOME:

1.80 tonnes/ha@ \$220.00 /tonne on farm

A. TOTAL INCOME \$/ha:

VARIABLE COSTS:

See following page for detail

	Standard Budget \$/ha	Your Budget \$/ha
	\$396.00	
A. TOTAL INCOME \$/ha:	\$396.00	
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:

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)					Gross Margin (\$/ha)
	\$160 /t	\$190 /t	\$220 /t	\$250 /t	\$250 /t	
1.05	-\$119	-\$89	-\$59	-\$29	-\$29	
1.30	-\$80	-\$43	-\$6	\$31	\$31	
1.55	-\$42	\$2	\$46	\$90	\$90	
1.80	-\$4	\$47	\$98	\$150	\$150	←
2.05	\$34	\$92	\$151	\$209	\$209	
2.30	\$72	\$137	\$203	\$269	\$269	
2.55	\$105	\$178	\$251	\$323	\$323	

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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CALENDAR OF OPERATIONS:

Operation	Month	Machinery			Inputs			Total Cost \$/ha
		hrs /ha	Cost \$/hour	Total \$/ha	Rate/ha	Cost \$	Total \$/ha	
Fallow broadleaf & grass weed control eg ground spray glyphosate 450 and Triclopyr 600 (Garlon @ 600)	Jan	0.05	70.67	\$3.81	1.50 L/ha	\$4.20/L	\$6.30	\$10.11
	With above				0.12 L/ha	\$20.30/L	\$2.44	\$2.44
Fallow broadleaf & grass weed control eg ground spray glyphosate 450	Feb	0.05	70.67	\$3.81	1.25 L/ha	\$4.20/L	\$5.25	\$9.06
Apply pre emergent residual soil herbicide eg. ground spray pendimethalin (Stomp®)	Jun	0.05	70.67	\$3.81	2.50 L/ha	\$10.10/L	\$25.25	\$29.06
Broadleaf and grass weed control eg. ground spray glyphosate 450	Jun	with above			1.50 L/ha	\$4.20/L	\$6.30	\$6.30
Sow (seed cost is based on farmer's own seed)	Jun	0.17	91.67	\$15.41	90kg/ha	\$0.40 /kg	\$36.00	\$51.41
Apply seed inoculant	Jun	with above			90kg/ha	\$0.06 /kg	\$5.40	\$5.40
Apply starter fertiliser eg. Legume starter	Jun	with above			100kg/ha	\$0.53 /kg	\$53.00	\$53.00
Pre-emergent residual soil herbicide eg ground spray metribuzin (Sencor®)	Jun	0.05	70.67	\$3.81	0.40 L/ha	\$59.10/L	\$23.64	\$27.45
In crop grass weed control eg. ground spray haloxyfop (Verdict®)	Jul	0.05	70.67	\$3.81	0.10 L/ha	\$48.90/L	\$4.89	\$8.70
Pea weevil control eg. ground spray alpha-cypermethrin (Fastac-Duo®)	Sep	0.05	70.67	\$3.81	0.16 L/ha	\$7.95/L	\$1.27	\$5.08
Heliothis control eg. aerial spray lambda-cyhalothrin (Karate Zeon ®)	Oct	contract	aerial	\$16.00	0.036 L/ha	\$140.39/L	\$5.05	\$21.05
Contract harvest	Dec	contract		\$49.40				\$49.40
Research Levy					1.02%	of on-farm value		\$4.04
Crop Insurance					3.80%	of on-farm value		\$15.06

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.

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.