Juncea Canola: Long Fallow
Southern Zone - West
Dryland Winter 2012

1. GROSS MARGIN BUDGET:

INCOME:

1.3 tonnes/ha @ $500 /t on farm

A. TOTAL INCOME $/ha: $650

VARIABLE COSTS:

see opposite page for details

Cultivation $0
Sowing $54
Fertiliser $148
Herbicide $38
Insecticide $13
Contract windrowing $50
Contract harvesting $54
Levies $9
Crop Insurance $25
Cartage $0

B. TOTAL VARIABLE COSTS $/ha: $391

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

$259

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

<table>
<thead>
<tr>
<th>YIELD tonnes/ha</th>
<th>ON FARM PRICE ($/tonne)</th>
<th>Gross Margin ($/ha)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$420 /t</td>
<td>$460 /t</td>
</tr>
<tr>
<td>-0.20</td>
<td>-$437</td>
<td>-$445</td>
</tr>
<tr>
<td>0.30</td>
<td>-$238</td>
<td>-$227</td>
</tr>
<tr>
<td>0.80</td>
<td>-$39</td>
<td>-$8</td>
</tr>
<tr>
<td>1.30</td>
<td>$160</td>
<td>$210</td>
</tr>
<tr>
<td>1.80</td>
<td>$359</td>
<td>$428</td>
</tr>
<tr>
<td>2.30</td>
<td>$558</td>
<td>$646</td>
</tr>
<tr>
<td>2.80</td>
<td>$777</td>
<td>$884</td>
</tr>
</tbody>
</table>

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FARM ENTERPRISE BUDGET SERIES
## Juncea Canola: Long Fallow
### Southern Zone - West Dryland Winter 2012

### CALENDAR OF OPERATIONS:

<table>
<thead>
<tr>
<th>Operation</th>
<th>Month</th>
<th>hrs /ha</th>
<th>Cost</th>
<th>Total</th>
<th>Rate/ha</th>
<th>Cost</th>
<th>Total</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadleaf &amp; grass weed control eg: glyphosate 450</td>
<td>Jul</td>
<td>0.05</td>
<td>$53.37</td>
<td>$2.87</td>
<td>1.25 L/ha</td>
<td>$4.20/L</td>
<td>$5.25</td>
<td>$8.12</td>
</tr>
<tr>
<td>Broadleaf &amp; grass weed control eg: glyphosate 450</td>
<td>Mar</td>
<td>0.05</td>
<td>$53.37</td>
<td>$2.87</td>
<td>1.25 L/ha</td>
<td>$4.20/L</td>
<td>$5.25</td>
<td>$8.12</td>
</tr>
<tr>
<td>Nitrogen and sulphur fertiliser eg: Canola Special®</td>
<td>Apr</td>
<td>0.17</td>
<td>$91.67</td>
<td>$15.58</td>
<td>150 kg/ha</td>
<td>0.53 kg/ha</td>
<td>$79.65</td>
<td>$95.23</td>
</tr>
<tr>
<td>Broadleaf and grass weed control eg: trifluralin</td>
<td>Apr</td>
<td>0.05</td>
<td>$53.37</td>
<td>$2.87</td>
<td>1.50 L/ha</td>
<td>$8.50/L</td>
<td>$12.75</td>
<td>$15.62</td>
</tr>
<tr>
<td>Sow Apply starter fertiliser eg: DAP Mite control eg: bifenthrin (Talstar®)</td>
<td>Apr/May</td>
<td>0.17</td>
<td>$91.67</td>
<td>$15.58</td>
<td>3 kg/ha</td>
<td>$12.85/kg</td>
<td>$38.55</td>
<td>$54.13</td>
</tr>
<tr>
<td>Grass weed control: eg haloxyfop (Verdict®)</td>
<td>Jun</td>
<td>0.05</td>
<td>$53.37</td>
<td>$2.87</td>
<td>75ml/ha</td>
<td>$49/L</td>
<td>$2.93</td>
<td>$5.81</td>
</tr>
<tr>
<td>Insect control eg: aerial spray alpha-cypermethrin (Dominex 100 EC ® (1 in 3 years)</td>
<td>Aug/Sep</td>
<td>contract</td>
<td>$18.15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract windrow</td>
<td>Oct</td>
<td>contract</td>
<td>$50.00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contract harvest</td>
<td>Nov/Dec</td>
<td>contract</td>
<td>$54.36</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### ECONOMIC NOTE:
- These gross margins are only a guide. They do not include overhead costs or GST.
- Use your own figures and price assumptions to estimate your own gross margin.

### 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.
- See Primefact Juncea canola in the low rainfall zone of south west NSW
- Juncea canola is usually sown following a cereal, however can also follow a fallow.
- Maintain a three-year break between Juncea canola crops.
- Juncea-canola is more tolerant of blackleg than canola.
- See NSW DPI Winter crop variety sowing guide 2012.
- Late April/Mid May, reduce seeding rates if sowing early.
- Juncea canola is sensitive to acidic soils. Preferred soils are those with a pH above 5.0 (CaCl2).
- Ensure sulphur requirements are met before or at sowing.
- Apply 40 kg/ha of Canola Special (33%N:12%S) at a minimum. Rates may be higher where yields are increased or where N and S soil levels are low. Use soil tests as a guide to nutrition requirements.
- Treflan® is incorporated by sowing between knife points and press wheels. Ensure sowing speeds do not cause soil to be thrown between rows.
- An oil bonus/discount of 1.5% of price is applied for every 1% above/below 40% oil content.
- This may vary however between various contracts.
- See Weed control in winter crops 2012. Will vary between paddocks and seasons. Be careful if applying Lontrel, as Juncea canola has shown to be sensitive to this herbicide, especially when applied in the later part of the application window.
- A bare earth spray may be necessary if mites are not controlled the previous spring.
- Reduces the risk of seed loss at harvest due to shattering and uneven ripening. Juncea canola will still shatter, however is more resistant than canola. Windrowing is usually necessary 1 in every 2 years.
- Prices may fluctuate. Consider forward selling some of crop if prices are high.
- A tractor with 149 kW (200 HP) pto power and 177 kW (240 HP) engine power is assumed.
- Machinery costs refer to variable costs: fuel, oil, filters, tyres, batteries & repairs.
- The labour required for machinery operations is 0.76 hrs/ha.
- At $22/hour this costs: $16.76/ha changing the gross margin to $242.46/ha

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