1. GROSS MARGIN BUDGET:

INCOME:
3.00 tonnes/ha @ $150.00 /tonne on farm (feed)

A. TOTAL INCOME $/ha:

$450.00

VARIABLE COSTS:
See following page for detail

Cultivation
$0.00

Sowing
$33.41

Fertiliser & application
$124.40

Herbicide & application
$82.17

Insecticide & application
$0.00

Contract harvesting
$37.07

Levies
$9.09

Crop Insurance
$10.01

Cartage
$0.00

B. TOTAL VARIABLE COSTS $/ha:

$296.14

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

$153.86

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

<table>
<thead>
<tr>
<th>YIELD tonnes/ha</th>
<th>$90 /t</th>
<th>$120 /t</th>
<th>$150 /t</th>
<th>$180 /t</th>
<th>$210 /t</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.50</td>
<td>-$149</td>
<td>-$105</td>
<td>-$62</td>
<td>-$18</td>
<td>$25</td>
</tr>
<tr>
<td>2.00</td>
<td>-$106</td>
<td>-$48</td>
<td>$10</td>
<td>$68</td>
<td>$126</td>
</tr>
<tr>
<td>2.50</td>
<td>-$63</td>
<td>$9</td>
<td>$82</td>
<td>$155</td>
<td>$227</td>
</tr>
<tr>
<td><strong>3.00</strong></td>
<td><strong>-$20</strong></td>
<td><strong>$67</strong></td>
<td><strong>$154</strong></td>
<td><strong>$241</strong></td>
<td><strong>$328</strong></td>
</tr>
<tr>
<td>3.50</td>
<td>$22</td>
<td>$124</td>
<td>$226</td>
<td>$327</td>
<td>$429</td>
</tr>
<tr>
<td>4.00</td>
<td>$62</td>
<td>$178</td>
<td>$294</td>
<td>$410</td>
<td>$526</td>
</tr>
<tr>
<td>4.50</td>
<td>$99</td>
<td>$229</td>
<td>$360</td>
<td>$490</td>
<td>$621</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.
## BARLEY: Short Fallow
### Southern Zone - east

**Dryland Winter: 2012**

### CALENDAR OF OPERATIONS:

<table>
<thead>
<tr>
<th>Operation</th>
<th>Month</th>
<th>hrs /ha</th>
<th>Cost $/hour</th>
<th>Total $/ha</th>
<th>Rate/ha</th>
<th>Cost $</th>
<th>Total $/ha</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fallow broadleaf and grass weed control eg ground spray glyphosate 450</td>
<td>Jan/Feb</td>
<td>0.05</td>
<td>$70.67</td>
<td>$3.81</td>
<td>1.50 L/ha</td>
<td>$4.20/L</td>
<td>$6.30</td>
</tr>
<tr>
<td>Triclopyr 600 (Garylon ® 600)</td>
<td>With above</td>
<td></td>
<td></td>
<td></td>
<td>0.12 L/ha</td>
<td>$20.30/L</td>
<td>$2.44</td>
</tr>
<tr>
<td>Fallow broadleaf and grass weed control eg ground spray glyphosate 450</td>
<td>Feb/Mar</td>
<td>0.05</td>
<td>$70.67</td>
<td>$3.81</td>
<td>1.25 L/ha</td>
<td>$4.20/L</td>
<td>$5.25</td>
</tr>
<tr>
<td>Burn stubble</td>
<td>Mar</td>
<td></td>
<td></td>
<td></td>
<td>1.50 L/ha</td>
<td>$4.20/L</td>
<td>$6.30</td>
</tr>
<tr>
<td>Broadleaf and grass weed control eg ground spray glyphosate 450</td>
<td>May</td>
<td>0.05</td>
<td>$70.67</td>
<td>$3.81</td>
<td>1.50 L/ha</td>
<td>$4.20/L</td>
<td>$6.30</td>
</tr>
<tr>
<td>Sow (seed cost is based on farmer's own seed)</td>
<td>May</td>
<td>0.17</td>
<td>$91.67</td>
<td>$15.41</td>
<td>60kg/ha</td>
<td>$0.30/kg</td>
<td>$18.00</td>
</tr>
<tr>
<td>Apply starter fertiliser eg. MAP</td>
<td>May</td>
<td>with above</td>
<td></td>
<td></td>
<td>100kg/ha</td>
<td>$0.76/kg</td>
<td>$76.00</td>
</tr>
<tr>
<td>In crop grass weed control eg ground spray tralkoxydim (Achieve®)</td>
<td>Jul</td>
<td>0.05</td>
<td>$70.67</td>
<td>$3.81</td>
<td>0.40kg/ha</td>
<td>$60.60/kg</td>
<td>$24.24</td>
</tr>
<tr>
<td>In crop broadleaf weed control eg ground spray terbutryn (Igran®) &amp;</td>
<td>Jul</td>
<td>0.05</td>
<td>$70.67</td>
<td>$3.81</td>
<td>0.85 L/ha</td>
<td>$18.75/L</td>
<td>$15.94</td>
</tr>
<tr>
<td>ground spray MCPA 500</td>
<td></td>
<td>with above</td>
<td></td>
<td></td>
<td>0.30 L/ha</td>
<td>$8.90/L</td>
<td>$2.67</td>
</tr>
<tr>
<td>Apply nitrogen eg. urea ground spread</td>
<td>Aug</td>
<td>contract</td>
<td>$5.50</td>
<td></td>
<td>65kg/ha</td>
<td>$0.66/kg</td>
<td>$42.90</td>
</tr>
<tr>
<td>Contract harvest</td>
<td>Nov</td>
<td>contract</td>
<td>$37.07</td>
<td></td>
<td>$1.50 /t</td>
<td>1.020% of on-farm value</td>
<td>$9.09</td>
</tr>
<tr>
<td>Crop Levies</td>
<td></td>
<td>$1.224% of on-farm value</td>
<td>$10.01</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Crop Insurance</td>
<td></td>
<td>$1.224% of on-farm value</td>
<td>$10.01</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.*

**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.

**Seed:**
- Budgets are based on cost of using own seed. Consider retail seed price at $1070/tonne, if growing a new variety.

**Sowing time:**
- Early May - June

**Soil:**
- Choose an acid soil tolerant variety or lime paddocks where soil pHCaCl₂ is below 5.0.

**Fertiliser:**
- Nitrogen and phosphorus important for good yields.
- Topdress with nitrogen fertiliser to increase yields.
- Careful nitrogen management is necessary for malt quality barley, to ensure the required protein level.

**Prices:**
- Monitor market prices throughout the season as prices fluctuate widely. Set target prices.

**Labour:**
- The labour required for machinery operations is 0.48 hrs/ha.
- At $22/hour this costs: $10.55 /ha changing the gross margin to $143.31 /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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