



**SURFACE IRRIGATED SUNFLOWERS (mono-unsaturated)**  
**Farm Enterprise Budget Series - Northern Zone**  
**Summer 2012-2013** (diesel pump from bore)

**1. GROSS MARGIN BUDGET:**

**INCOME:**

3.00 tonnes/ha at \$520.00 /tonne (on farm)

Crop prices were correct at the time of writing (Aug 2012), world market volatility makes estimation of future pricing impractical.

Sample Budget \$/ha	Your Budget \$/ha
\$1,560.00	
<b>\$1,560.00</b>	

**A. TOTAL INCOME \$/ha:**

**VARIABLE COSTS:**

see following page(s) for details

Cultivation.....	\$21.71	
Sowing.....	\$66.89	
Fertiliser.....	\$223.40	
Herbicide.....	\$70.03	
Insecticide.....	\$57.01	
Irrigation.....	\$259.94	
Levies and insurance.....	\$81.59	
Harvest.....	\$71.24	
<b>B. TOTAL VARIABLE COSTS \$/ha:</b>	<b>\$851.79</b>	

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

<b>\$708.21</b>	
<b>\$181.59</b>	

**D. GROSS MARGIN \$/ML:**

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

**(A) SENSITIVITY TABLE**

YIELD tonnes/ha	On Farm Price				
	\$470 /t	\$495 /t	\$520 /t	\$545 /t	\$570 /t
1.50	-\$133	-\$96	-\$59	-\$22	\$15
2.00	\$100	\$149	\$199	\$248	\$297
2.50	\$332	\$394	\$456	\$518	\$580
<b>3.00</b>	\$560	\$634	<b>\$708</b>	\$782	\$857
3.50	\$787	\$874	\$961	\$1,047	\$1,134
4.00	\$1,015	\$1,114	\$1,213	\$1,312	\$1,411
4.50	\$1,243	\$1,354	\$1,465	\$1,577	\$1,688

**3. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER MEGALITRE:**

YIELD tonnes/ha	On Farm Price				
	\$470 /t	\$495 /t	\$520 /t	\$545 /t	\$570 /t
1.50	-\$34	-\$25	-\$15	-\$6	\$4
2.00	\$26	\$38	\$51	\$64	\$76
2.50	\$85	\$101	\$117	\$133	\$149
<b>3.00</b>	\$144	\$163	<b>\$182</b>	\$201	\$220
3.50	\$202	\$224	\$246	\$269	\$291
4.00	\$260	\$286	\$311	\$336	\$362
4.50	\$319	\$347	\$376	\$404	\$433

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total
Operation	Month	hrs/ha	Cost \$/hour	Total \$/ha	Rate/ha	Cost \$	Total \$/ha	Total Cost \$/ha
Herbicide - ground spray, 450 g/L glyphosate	Jan	0.05	51.87	2.59	1.6 L	4.50	7.20	<b>9.79</b>
Herbicide - 2,4-D i.p.a. 300 g/L	Jan	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	Jan	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - ground spray, 450 g/L glyphosate	Mar	0.05	51.87	2.59	1.2 L	4.50	5.40	<b>7.99</b>
Herbicide - triclopyr	Mar	with above			0.08 L	19.46	1.56	<b>1.56</b>
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.72	1.34	<b>1.34</b>
Hill-Up (or bed)	May	0.22	56.32	12.39				<b>12.39</b>
Fertilise -Bulk Urea	May	with above			260 kg	0.68	176.80	<b>176.80</b>
Herbicide - Stomp Xtra	Aug	0.03	56.38	1.69	3.3 L	11.42	37.69	<b>39.38</b>
Herbicide - ground spray, 450 g/L glyphosate	Aug	with above			1.0 L	4.50	4.50	<b>4.50</b>
Wetter - non-ionic surfactant	Aug	with above			0.2 L	6.72	1.34	<b>1.34</b>
Fertiliser - Granulock SuPreme Z	Aug	0.12	74.99	9.00	40 kg	0.94	37.60	<b>46.60</b>
Pre-Irrigate	Aug				1.50 ML	66.65	99.98	<b>99.98</b>
Sow with planter	Sept	0.12	78.38	9.41				<b>9.41</b>
Seed	Sept	with above			3 kg	19.16	57.48	<b>57.48</b>
Insecticide - chlorpyrifos EC	Sept	with above			0.75 L	14.64	10.98	<b>10.98</b>
Inter-row cultivate	Oct	0.15	62.13	9.32				<b>9.32</b>
Irrigate	Nov				1.20 ML	66.65	79.98	<b>79.98</b>
Insecticide - alpha-cypermethrin 100 g/L	Dec	aerial spray		20.00	0.4 L	7.54	3.02	<b>23.02</b>
Irrigate	Dec				1.20 ML	66.65	79.98	<b>79.98</b>
Insecticide - alpha-cypermethrin 100 g/L	Jan	aerial spray		20.00	0.4 L	7.54	3.02	<b>23.02</b>
Crop insurance **	Jan			4.21%				<b>65.68</b>
Harvest (contract) #	Feb	contract		71.24	per ha incl fuel			<b>71.24</b>
Grains Research Levy				1.02%	of farm gate value			<b>15.91</b>

## AGRONOMIC NOTES:

Spring sown sunflowers are likely to have higher water requirements, up to 7.5 ML/ha.

Do not sow poly-unsaturated sunflowers in spring as low quality oil is unacceptable to margarine manufacturers.

To reduce the likelihood of herbicide resistance, rotate herbicide groups and weed management techniques.

Insects: \*Deltamethrin assumed to be required to control Rutherglen bug or heliothis.

For further information see the NSW DPI "Summer Crop Production Guide 2012-13"

# Harvest costs based on \$64.94 (including \$4.94/ha fuel) /ha for a crop up to 2.5 t/ha with estimated increment of \$1.00 per extra 100 kg/ha above 2.5 t/ha.

Use of a particular brand name does NOT imply recommendation of that brand by NSW DPI.

Always read chemical labels and follow directions, as it is your legal responsibility to do so.

**Insurance:** \*\* Varies with local government area and postcode, check with your insurer.

**LABOUR REQUIREMENTS:** - labour is not costed in this budget. If labour costs \$21.70 /hr, total labour cost would be \$20.07, reducing the gross margin to \$688 /ha.

This does not include labour required to irrigate since this is more likely to be an overhead cost.

## MACHINERY ASSUMPTIONS:

Tractor: 170 KW PTO (230 HP) and 200 KW engine (265 HP)

Machinery costs refer to variable costs of: fuel, oil, filters, tyres, batteries and repairs.

You may need to add overhead costs as well, please refer to the Tractor and Implement Costs Guide

**IRRIGATION:** # Water usage charge of \$9.20 per ML assumed, your charges may be different.

Water pumping costs: calculated using a flood/furrow system with diesel powered pumping from groundwater.

Water requirements 3.90 ML is sufficient to adequately irrigate sunflowers 4 out of 5 years.