



OATS GRAIN: Short Fallow
Southern Zone - east

Dryland Winter: 2012

1. GROSS MARGIN BUDGET:

INCOME:

3.00 tonnes/ha@ \$140.00 /tonne on farm (feed)

A. TOTAL INCOME \$/ha:

VARIABLE COSTS:

See following page for detail

Cultivation

Sowing

Fertiliser & application

Herbicide & application

Insecticide & application

Contract harvesting

Levies

Crop Insurance

Cartage

B. TOTAL VARIABLE COSTS \$/ha:

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

Standard Budget \$/ha	Your Budget \$/ha
\$420.00	
\$420.00	
\$25.05	
\$36.41	
\$68.40	
\$50.46	
\$0.00	
\$37.07	
\$4.28	
\$9.34	
\$0.00	
\$231.01	
\$188.99	

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

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)					Gross Margin (\$/ha)
	\$100 /t	\$120 /t	\$140 /t	\$160 /t	\$180 /t	
1.50	-\$72	-\$43	-\$14	\$15	\$44	
2.00	-\$24	\$15	\$54	\$92	\$131	
2.50	\$25	\$73	\$121	\$170	\$218	
3.00	\$73	\$131	\$189	\$247	\$305	
3.50	\$121	\$189	\$257	\$324	\$392	
4.00	\$166	\$244	\$321	\$398	\$476	
4.50	\$208	\$296	\$383	\$470	\$557	

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	
Broad leaf and grass weed control eg ground spray glyphosate 450	Jan/Feb	0.05	70.67	\$3.81	1.50 L/ha	\$4.20	\$6.30	\$10.11
2,4-D 600LVE	With above				0.90 L/ha	\$11.61	\$10.45	\$10.45
Burn	March							
Cultivation - Scarify	March	0.35	72.14	\$25.05				\$25.05
Broad leaf and grass weed control eg ground spray glyphosate 450	April / May	0.05	70.67	\$3.81	1.50 L/ha	\$4.20/L	\$6.30	\$10.11
Sow (seed cost is based on farmer's own seed)	May	0.17	91.67	\$15.41	70kg/ha	\$0.30 /kg	\$21.00	\$36.41
Apply starter fertiliser eg.MAP	May	with above			90kg/ha	\$0.76 /kg	\$68.40	\$68.40
In crop broadleaf and grass weed control eg. ground spray chlorsulfuron (Glean@)	July	0.05	70.67	\$3.81	20 g/ha	\$132.2 /kg	\$2.64	\$6.45
& ground spray MCPA 500	July	with above			1.50 L/ha	\$8.90/L	\$13.35	\$13.35
Contract harvest	Dec	contract		\$37.07				\$37.07
Board & Research Levies					1.02%	of on-farm value		\$4.28
Crop Insurance					2.22%	of on-farm value		\$9.34

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.

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 \$850/tonne, if growing a new variety.

Sowing time:

- March - June depending upon the variety

Soil:

- Some varieties (eg. Coolabah) are more affected by acid soil than others.
- Refer to the "Winter crop variety sowing guide 2012" for tolerance rating of varieties to acid soils.

Herbicides:

- Some grass species (eg. Vulpia) cannot be controlled in this crop
- Good weed control required. See *Weed control in winter crops 2012*.

Prices:

- Prices for this crop can fluctuate widely (Contracts for certain milling varieties are available).

Rotations:

- Essential to control diseases and weeds. Seed dressing is available for control of some diseases.

Labour:

- The labour required for machinery operations is 0.71 hrs/ha.
- At \$22/hour this costs: \$15.65 /ha changing the gross margin to \$173.34 /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.