



## DRYLAND SUNFLOWERS (No-till, mono-unsaturated)

Farm Enterprise Budget Series - North-East NSW

Summer 2012-2013

### 1. GROSS MARGIN BUDGET:

#### INCOME:

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

Sample Budget \$/ha	Your Budget \$/ha
\$832.00	

Cartage costs will vary with distance, so have not been included. The on-farm price is after cartage.

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

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

**\$832.00**

#### VARIABLE COSTS:

see following page(s) for details

Sowing.....	\$65.31	
Fertiliser & application.....	\$162.80	
Herbicide & application.....	\$77.21	
Insecticide & application.....	\$46.03	
harvesting.....	\$66.24	
Levies and insurance.....	\$43.51	

**B. TOTAL VARIABLE COSTS \$/ha:**

**\$461.11**

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

**\$370.89**

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

#### (A) SENSITIVITY TABLE

YIELD tonnes/ha	On Farm Price						
	\$460 /t	\$480 /t	\$500 /t	\$520 /t	\$550 /t	\$580 /t	\$610 /t
0.70	-\$134	-\$120	-\$106	-\$92	-\$72	-\$51	-\$30
1.00	\$3	\$22	\$42	\$62	\$92	\$121	\$151
1.30	\$139	\$165	\$191	\$216	\$255	\$294	\$332
<b>1.60</b>	\$276	\$308	\$339	<b>\$371</b>	\$418	\$466	\$513
1.85	\$390	\$426	\$463	\$500	\$555	\$609	\$664
2.10	\$504	\$545	\$587	\$628	\$691	\$753	\$815
2.35	\$617	\$664	\$710	\$757	\$827	\$896	\$966

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CALENDAR OF OPERATIONS:		Machinery			Inputs			Total
Operation	Month	hrs /ha	Cost	Total	Rate/ha	Cost	Total	Total Cost \$/ha
			\$/hour	\$/ha		\$	\$/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>
Wetter - non-ionic surfactant	Jan	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - paraquat + diquat	Jan	0.05	51.87	2.59	2.0 L	9.93	19.86	<b>22.45</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>
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - ground spray, 450 g/L glyphosate	Jun	0.05	51.87	2.59	1.0 L	4.50	4.50	<b>7.09</b>
Herbicide - 2,4-D i.p.a. 300 g/L	Jun	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	Jun	with above			0.2 L	6.72	1.34	<b>1.34</b>
Fertiliser - Urea (bulk)	Aug	with above			160 kg	0.68	#####	<b>108.80</b>
Herbicide - ground spray, 450 g/L glyphosate	Sep	0.05	51.87	2.59	1.0 L	4.50	4.50	<b>7.09</b>
Wetter - non-ionic surfactant	Sep	with above			0.2 L	6.72	1.34	<b>1.34</b>
Sowing - sunflower seed, treated	Sep	0.20	67.87	13.57	2.7 kg	19.16	51.73	<b>65.31</b>
Fertiliser - Granulock SuPreme Z	Sep	with above			50 kg	1.08	54.00	<b>54.00</b>
Herbicide - haloxyfop-R 520 g/L	Oct	0.05	51.87	2.59	0.15 L	57.07	8.56	<b>11.15</b>
Uptake oil	Oct	with above			0.50 L	6.97	3.49	<b>3.49</b>
Insecticide - alpha-cypermethrin 100 g/L EC	Dec	aerial spray		20.00	0.4 L	7.54	3.02	<b>23.02</b>
Insecticide - alpha-cypermethrin 100 g/L EC	Jan	aerial spray		20.00	0.4 L	7.54	3.02	<b>23.02</b>
Crop insurance **	Jan			4.21%				<b>35.03</b>
harvest (contract) #	Mar	contract		66.24	per ha incl fuel			<b>66.24</b>
Grains Research Levy				1.02%	of farm gate value			<b>8.49</b>

### AGRONOMIC NOTES:

**Sowing:** Early spring sowings allow crops to flower before high temperatures cause heat stress.

Seed price is assumed to include appropriate treatments.

**Insects:** Alpha-cypermethrin used to control Rutherglen bug or heliothis.

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

Paraquat + diquat is included as a double-knock for herbicide resistance management.

**Fertiliser:** Fertiliser requirements should be based on paddock records and soil tests. Any rates given are examples only.

**Harvest:** In a limited number of years sunflowers may need to be desiccated before harvest. Check labels and permits are current. # Harvest costs based on \$60/ha for a crop up to 2.5 t/ha with estimated increments of \$1.00 per extra 100 kg/ha above 2.5 t/ha.

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

**Marketing Issues:** Sunflowers are recommended to be grown under a contract. Price deductions will occur if quality standards are not met. Three sunflowers markets are available, mono-unsaturated, poly-unsaturated and confectionery. Check with buyers prior to planting to ensure understanding of contract specifications.

*For further information refer to NSW DPI "Summer Crop Production Guide 2012-13".*

*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.*

### LABOUR REQUIREMENTS:

- labour is not costed in this budget. If labour costs \$21.70 /hr, total labour cost would be \$13.56, reducing the gross margin to \$357 /ha.

### MACHINERY ASSUMPTIONS:

Tractor: 130-140 KW PTO (173-180 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