CHICKPEAS (DESI): (Direct drill)

Southern Zone - east **Dryland Winter: 2012**

1.GROSS MARGIN BUDGET:

		Standard Budget $/ha	Your Budget $/ha
INCOME:			
1.60 tonnes/ha@	$440.00 /tonne on farm	$704.00	
	A. TOTAL INCOME $/ha:	**$704.00**	
VARIABLE COSTS:			
See following page for detail			
	Cultivation	$0.00	
	Sowing	$69.81	
	Fertiliser & application	$53.00	
	Herbicide & application	$87.77	
	Insecticide & application	$21.05	
	Fungicides & application	$24.91	
	Contract harvesting	$49.40	
	Levies	$7.18	
	Crop Insurance	$19.12	
	Cartage	$0.00	
	B. TOTAL VARIABLE COSTS $/ha:	**$332.25**	
	C. GROSS MARGIN (A-B) $/ha:	**$371.75**	

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

YIELD	ON FARM PRICE ($/tonne)				
tonnes/ha	$360 /t	$400 /t	**$440 /t**	$480 /t	$520 /t
1.00	$41	$79	$118	$156	$195
1.20	$110	$156	$202	$249	$295
1.40	$179	$233	$287	$341	$395
1.60	$249	$310	**$372**	$433	$495
1.80	$318	$387	$456	$526	$595
2.00	$387	$464	$541	$618	$695
2.20	$456	$541	$626	$711	$795

Gross Margin ($/ha)

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.

CHICKPEAS (DESI): (Direct drill)

Southern Zone - east — Dryland Winter: 2012

CALENDAR OF OPERATIONS:

Operation	Month	Machinery hrs /ha	Machinery Cost $/hour	Machinery Total $/ha	Inputs Rate/ha	Inputs Cost $	Inputs Total $/ha	Total Cost $/ha
Fallow broadleaf & grass weed control eg ground spray glyphosate 450	Jan	0.05	$70.67	$3.81	1.50 L/ha	$4.20/L	$6.30	**$10.11**
2,4-D Ester 600 LVE	With above				0.90 L/ha	$11.61/L	$10.45	**$10.45**
Fallow broadleaf & grass weed control eg ground spray glyphosate 450	Feb/Mar	0.05	$70.67	$3.81	1.50 L/ha	$4.20/L	$6.30	**$10.11**
Broadleaf and grass weed control eg.ground spray glyphosate 450		with above			1.50 L/ha	$4.20/L	$6.30	**$6.30**
Sow (seed cost is based on farmer's own seed)	May	0.17	$91.67	$15.41	80kg/ha	$0.60 /kg	$48.00	**$63.41**
Apply seed inoculant	May	with above			80kg/ha	$0.06 /kg	$4.80	**$4.80**
Apply seed dressing eg thiram+thiabendazole (P-Pickle-T®)	May	with above			0.20L/100kg	$10.00/L	$1.60	**$1.60**
Apply starter fertiliser eg. Legume Starter	May	with above			100kg/ha	$0.53 /kg	$53.00	**$53.00**
Apply post sowing pre emergent residual soil herbicide eg. Simazine® +	May	0.05	$70.67	$3.81	2.00 L/ha	$6.00/L	$12.00	**$15.81**
Balance 750 WG®		with above			0.10 L/ha	$350.00/L	$35.00	**$35.00**
Foliar fungicide for ascochyta blight and botrytis grey mould eg ground spray mancozeb 750	Sep	0.05	$70.67	$3.81	1.00kg/ha	$8.65 /kg	$8.65	**$12.46**
Foliar fungicide for ascochyta blight eg ground spray mancozeb 750	Sep/Oct	0.05	$70.67	$3.81	1.00kg/ha	$8.65 /kg	$8.65	**$12.46**
Heliothis control eg. aerial spray lambda-cyhalothrin (Karate Zeon ®)	Oct	contract		$16.00	0.036 L/ha	$140.39/L	$5.05	**$21.05**
Contract harvest	Dec	contract		$49.40				**$49.40**
Research Levy					1.02%	of on-farm value		**$7.18**
Crop Insurance					2.72%	of on-farm value		**$19.12**

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.

Topcrop:
- Aim for 35 plants/m^2. Target > 10 pink nodules on 70% of plants..
- Monitor for diseases such as ascochyta blight and sclerotinia.

Rotation:
- Plant in wider rows, 36cms in southern NSW. Sow into cereal stubble.

Varieties:
- See NSW DPI *"Winter crop variety sowing guide 2012"* . Growers should select varieties rated as resistant to Ascochyta Blight. Should varieties with a lower resistance rating be grown additional fungicide applications will be needed to manage Ascochyta Blight in-crop.

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 or hybrid variety.
- Ensure you include a cost for seed grading.

Sowing time:
- Late April to mid May

Soil:
- Grows best in the well drained loams and self-mulching clays of the NSW wheatbelt. Acid soils must be limed.

Seed:
- Use only ascochyta-free seed. Treat seed with thiram+thiabendazole.

Seed dressing:
- Application rate used in this budget is 0.2 L / 100 kg seed.

Pests:
- Heliothis must be controlled. Monitor regularly from budding to pod-fill. "Heliothis may need to be sprayed twice if a second flight occurs late in the season".

Prices:
- Price penalties may be incurred for insect and seed damage.

Labour:
- The labour required for machinery operations is 0.34 hrs/ha.
- At $22/hour this costs: $7.58 /ha changing the gross margin to $364.17 /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 uncertainity makes estimation of future pricing impractical.

- Use your own figures and price assumptions to estimate your own gross margin.