



DRYLAND COWPEAS (Caloona) (No-till)

Farm Enterprise Budget Series - North-East NSW

Summer 2012-2013

1. GROSS MARGIN BUDGET:

INCOME:

Yield	1.00	tonnes/ha	
0.85 tonnes/ha at	\$760.00	/tonne (clean seed, ex-store).....	\$646.00
0.15 tonnes/ha at	\$150.00	/tonne (gradings).....	\$22.50

Sample Budget \$/ha	Your Budget \$/ha
\$646.00	
\$22.50	

A grading percentage of 15% is assumed, but it will vary according to crop and harvest conditions.

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

A. TOTAL INCOME \$/ha:

\$668.50

VARIABLE COSTS:

see following page(s) for details

Sowing.....	\$33.97	
Fertiliser & application.....	\$45.60	
Herbicide & application.....	\$112.03	
Insecticide & application.....	\$25.93	
harvesting.....	\$76.24	
Levies and insurance.....	\$35.83	
Cartage, grading & bagging.....	\$90.00	

B. TOTAL VARIABLE COSTS \$/ha:

\$419.61

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

\$248.89

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

YIELD t/ha		Graded & Bagged Price					Gross Margin (\$/ha)
gradings		\$120 /t	\$135 /t	\$150 /t	\$160 /t	\$170 /t	
	clean seed	\$560 /t	\$660 /t	\$760 /t	\$810 /t	\$860 /t	
0.08	0.43	-\$123	-\$80	-\$37	-\$15	\$7	
0.11	0.60	-\$44	\$17	\$77	\$108	\$138	
0.13	0.72	\$16	\$90	\$163	\$200	\$237	
0.15	0.85	\$76	\$163	\$249	\$292	\$336	
0.19	1.06	\$176	\$284	\$392	\$446	\$501	
0.23	1.28	\$276	\$405	\$535	\$600	\$665	
0.26	1.45	\$355	\$502	\$649	\$723	\$797	
0.29	1.62	\$435	\$599	\$763	\$846	\$929	

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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 g	Jan	0.05	51.87	2.59	1.6 L	4.50	7.20	9.79
Wetter - non-ionic surfactant	Jan	with above			0.2 L	6.72	1.34	1.34
Herbicide - paraquat + diquat	Jan	0.05	51.87	2.59	2.0 L	9.93	19.86	22.45
Herbicide - ground spray, 450 g/L g	Mar	0.05	51.87	2.59	1.2 L	4.50	5.40	7.99
Wetter - non-ionic surfactant	Mar	with above			0.2 L	6.72	1.34	1.34
Herbicide - paraquat	May	0.05	51.87	2.59	1.5 L	5.96	8.94	11.53
Herbicide - ground spray, 450 g/L g	Sep	0.05	51.87	2.59	1.2 L	4.50	5.40	7.99
Wetter - non-ionic surfactant	Sep	with above			0.2 L	6.72	1.34	1.34
Herbicide - ground spray, 450 g/L g	Nov	0.05	51.87	2.59	1.6 L	4.50	7.20	9.79
Wetter - non-ionic surfactant	Nov	with above			0.2 L	6.72	1.34	1.34
Herbicide - paraquat + diquat	Nov	0.05	51.87	2.59	2.0 L	9.93	19.86	22.45
Sowing: Seed + inoculum	Nov	0.20	67.87	13.57	12 kg	1.70	20.40	33.97
Fertiliser - Single super	Nov	with above			80 kg	0.57	45.60	45.60
Herbicide - haloxyfop-R 520 g/L	Jan	0.05	51.87	2.59	0.15 L	57.07	8.56	11.15
Uptake oil	Jan	with above			0.50 L	6.97	3.49	3.49
Crop insurance **	Jan			4.34%				29.01
Insecticide - methomyl 225 g/L	Mar	0.05	51.87	2.59	1.5 L	15.56	23.34	25.93
harvest	Mar	contract		76.24	per ha incl fuel			76.24
Grains Research Levy				1.0%	of farm gate value			6.82
Grading & bagging	May	contract		\$90 /t				90.00

AGRONOMIC NOTES:

Insects: Closely monitor crops for thrips, mirids (particularly at budding and flowering), heliothis and green vegetable bug.

Weeds: To reduce the likelihood of herbicide resistance, rotate herbicide groups and weed management techniques. Ensure weed escapes are controlled before they can set seed.

Sowing: Can be sown by direct drill into cereal stubble. Banjo (black-eye) cowpeas should only be grown under very favourable dryland conditions, they are a larger seed than Caloona so seed rate 25-40 kg/ha. Seed price used includes inoculant, ensure cowpeas are well inoculated to ensure nitrogen fixation.

Fertiliser: Fertiliser requirements should be based on paddock records and soil tests.

Soil: Best suited to sandy and loam soils.

Price: Accurate price prediction is difficult as price can vary greatly with supply and demand. The price indicated is delivered ex-store on a clean seed basis (i.e. you will need to add cartage). Price will vary with the variety grown and grade achieved.

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

For further information, refer to the NSW DPI Agfact "Cowpea, lab lab and pigeon pea" P4.2.21

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.

harvest: harvest management is crucial to ensure a high quality, high proportion clean seed yield.

Grading losses may vary substantially and depend upon harvesting management.

LABOUR REQUIREMENTS: - labour is not costed in this budget. If labour costs \$21.70 /hr, total labour cost would be \$16.28, reducing the gross margin to \$233 /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

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