



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

Farm Enterprise Budget Series - North West NSW

Summer 2012-2013

### 1. GROSS MARGIN BUDGET:

#### INCOME:

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

Standard Budget \$/ha	Your Budget \$/ha
\$520.00	

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:

<b>\$520.00</b>	
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#### VARIABLE COSTS:

see following page for details

Sowing.....	\$48.71	
Fertiliser & application.....	\$54.00	
Herbicide & application.....	\$90.82	
Insecticide & application.....	\$23.96	
harvesting.....	\$66.24	
Levies and insurance.....	\$18.82	

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

<b>\$302.56</b>	
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#### C. GROSS MARGIN (A-B) \$/ha:

<b>\$217.44</b>	
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### 2. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE:

#### SENSITIVITY TABLE

YIELD tonnes/ha	On Farm Price						
	\$450 /t	\$470 /t	\$495 /t	\$520 /t	\$560 /t	\$600 /t	\$640 /t
0.40	-\$119	-\$111	-\$101	-\$91	-\$76	-\$60	-\$44
0.60	-\$30	-\$18	-\$3	\$12	\$35	\$59	\$83
0.80	\$59	\$75	\$95	\$115	\$146	\$178	\$210
<b>1.00</b>	\$148	\$168	\$193	<b>\$217</b>	\$257	\$297	\$336
1.25	\$260	\$284	\$315	\$346	\$396	\$445	\$495
1.50	\$371	\$401	\$438	\$475	\$534	\$594	\$653
1.90	\$549	\$587	\$634	\$681	\$756	\$831	\$906

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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	Dec	contract ground spray	10.00		1.6 L	4.50	7.20	<b>17.20</b>
Herbicide - 2,4-D i.p.a. 300 g/L	Dec	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	Dec	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - ground spray, 450 g/L glyphosate	Mar	contract ground spray	10.00		1.2 L	4.50	5.40	<b>15.40</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>
Herbicide - ground spray, 450 g/L glyphosate	May	contract ground spray	10.00		1.2 L	4.50	5.40	<b>15.40</b>
Herbicide - 2,4-D i.p.a. 300 g/L	May	with above			0.66 L	4.20	2.77	<b>2.77</b>
Wetter - non-ionic surfactant	May	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - ground spray, 450 g/L glyphosate	Jul	contract ground spray	10.00		1.0 L	4.50	4.50	<b>14.50</b>
Wetter - non-ionic surfactant	Jul	with above			0.2 L	6.72	1.34	<b>1.34</b>
Herbicide - ground spray, 450 g/L glyphosate	Aug	contract ground spray	10.00		1.0 L	4.50	4.50	<b>14.50</b>
Wetter - non-ionic surfactant	Aug	with above			0.2 L	6.72	1.34	<b>1.34</b>
Sowing - sunflower seed	Sep	0.12	86.59	10.39	2.0 kg	19.16	38.32	<b>48.71</b>
Fertiliser - Granulock SuPreme Z	Sep	with above			50 kg	1.08	54.00	<b>54.00</b>
Insecticide - alpha-cypermethrin 100 g/L EC	Oct	aerial spray	15.00		0.4 L	7.54	3.02	<b>18.02</b>
Insecticide - alpha-cypermethrin 100 g/L EC (1 yr in 3)	Dec	aerial spray	15.00		0.4 L	7.54	3.02	<b>5.95</b>
Crop insurance *	Jan			2.60%				<b>13.52</b>
harvest #	Mar	contract		66.24	per ha incl fuel			<b>66.24</b>
Grains Research Levy				1.02%	of farm gate value			<b>5.30</b>

### AGRONOMIC NOTES:

**Sowing:** Early spring sowing (mid-late Aug) allows the crop to flower before high temperatures cause heat stress.

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

**Insects:** 1st insect spray assumed applied at late bud stage to control Rutherglen bug; 2nd spray applied if necessary normally 1 in 3 years at around mid flowering stage (heliathis and Rutherglen bug)

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

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

Nitrogen fertiliser may be required where deficiencies are known to exist.

**Insurance:** \* Varies with Local Government Area and postcode, check with your insurer.

# harvest costs based on \$64.94 (including \$4.94/ha fuel) /ha for a crop up to 2.5 t/ha.

For further information refer to NSW Department of Primary Industries "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 \$3.26, reducing the gross margin to \$214 /ha.

### MACHINERY ASSUMPTIONS:

Tractor: 201 KW PTO (269 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