



**BARLEY: Short Fallow**

Southern Zone - east

**Dryland Winter: 2012**

**1.GROSS MARGIN BUDGET:**

**INCOME:**

3.00 tonnes/ha@ \$150.00 /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
\$450.00	
<b>\$450.00</b>	
\$0.00	
\$33.41	
\$124.40	
\$82.17	
\$0.00	
\$37.07	
\$9.09	
\$10.01	
\$0.00	
<b>\$296.14</b>	
<b>\$153.86</b>	

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

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)					Gross Margin (\$/ha)
	\$90 /t	\$120 /t	<b>\$150 /t</b>	\$180 /t	\$210 /t	
1.50	-\$149	-\$105	-\$62	-\$18	\$25	
2.00	-\$106	-\$48	\$10	\$68	\$126	
2.50	-\$63	\$9	\$82	\$155	\$227	
<b>3.00</b>	-\$20	\$67	<b>\$154</b>	\$241	\$328	←
3.50	\$22	\$124	\$226	\$327	\$429	
4.00	\$62	\$178	\$294	\$410	\$526	
4.50	\$99	\$229	\$360	\$490	\$621	

**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	
Fallow broadleaf and grass weed control eg ground spray glyphosate 450	Jan/Feb	0.05	\$70.67	\$3.81	1.50 L/ha	\$4.20/L	\$6.30	<b>\$10.11</b>
Triclopyr 600 (Garlon ® 600)	With above				0.12 L/ha	\$20.30/L	\$2.44	<b>\$2.44</b>
Fallow broadleaf and grass weed control eg ground spray glyphosate 450	Feb/Mar	0.05	\$70.67	\$3.81	1.25 L/ha	\$4.20/L	\$5.25	<b>\$9.06</b>
Burn stubble	Mar							
Broadleaf and grass weed control eg ground spray glyphosate 450	May	0.05	\$70.67	\$3.81	1.50 L/ha	\$4.20/L	\$6.30	<b>\$10.11</b>
Sow (seed cost is based on farmer's own seed)	May	0.17	\$91.67	\$15.41	60kg/ha	\$0.30 /kg	\$18.00	<b>\$33.41</b>
Apply starter fertiliser eg. MAP	May	with above			100kg/ha	\$0.76 /kg	\$76.00	<b>\$76.00</b>
In crop grass weed control eg ground spray tralkoxydim (Achieve®)	Jul	0.05	\$70.67	\$3.81	0.400kg/ha	\$60.60 /kg	\$24.24	<b>\$28.05</b>
In crop broadleaf weed control eg ground spray terbuthryn (Igran®)	Jul	0.05	\$70.67	\$3.81	0.85 L/ha	\$18.75/L	\$15.94	<b>\$19.74</b>
& ground spray MCPA 500	Jul	with above			0.30 L/ha	\$8.90/L	\$2.67	<b>\$2.67</b>
Apply nitrogen eg. urea ground spread	Aug	contract		\$5.50	65kg/ha	\$0.66 /kg	\$42.90	<b>\$48.40</b>
Contract harvest	Nov	contract		\$37.07				<b>\$37.07</b>
Crop Levies					\$1.50 /t	1.020% of on-farm value		<b>\$9.09</b>
Crop Insurance						2.224% of on-farm value		<b>\$10.01</b>

## 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 \$1070/tonne, if growing a new variety.

### Sowing time:

- Early May - June

### Soil:

- Choose an acid soil tolerant variety or lime paddocks where soil pH<sub>CaCl2</sub> is below 5.0.

### Fertiliser:

- Nitrogen and phosphorus important for good yields.  
- Topdress with nitrogen fertiliser to increase yields.  
- Careful nitrogen management is necessary for malt quality barley, to ensure the required protein level.

### Prices:

- Monitor market prices throughout the season as prices fluctuate widely. Set target prices.

### Labour:

- The labour required for machinery operations is 0.48 hrs/ha.  
- At \$22/hour this costs: \$10.55 /ha changing the gross margin to \$143.31 /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.