



Area Unit = 1ha

PUMPKIN - Butternut

2013

						standard budget	your budget
INCOME:	Item	Quantity	Rate	Price			
Anticipated Yield	1st Grade	1200 cartons/ha	@	\$ 12.00 /carton		\$ 14,400.00	
	2nd Grade	cartons/ha	@	/carton		\$ -	
	Total	1200 cartons/ha	Average	\$ 12.00 /carton			
A. Gross Income/ha						\$ 14,400.00	
OPERATING COSTS:						\$ Cost	
Seed and Plants	Seed	11000 seeds/ha		\$ 30.40 /1000		\$ 334.40	
Fertiliser	Single Super	100 kg/ha		\$ 0.48 /kg		\$ 48.00	
	Starter (base fertiliser)	200 kg/ha		\$ 1.06 /kg		\$ 212.00	
	Urea (side dressing)	100 kg/ha		\$ 0.86 /kg		\$ 86.00	
	Micro Nutrients	5 L/ha		\$ 6.50 /L		\$ 32.50	
Fuel	Ground Preparation	15 L/hr	1.5 hr/ha	\$ 1.15 /L		\$ 25.88	
	Bed Preparation	15 L/hr	0.6 hr/ha	\$ 1.15 /L		\$ 10.35	
	Sowing/Planting	15 L/hr	0.5 hr/ha	\$ 1.15 /L		\$ 8.63	
	Inter Row Cultivation	15 L/hr	0.5 hr/ha	\$ 1.15 /L		\$ 8.63	
	Chemical Applications	12 L/hr	1.0 hr/ha	\$ 1.15 /L		\$ 13.80	
	Fertiliser Applications	12 L/hr	0.4 hr/ha	\$ 1.15 /L		\$ 5.52	
	Bin Trailers (at harvest)	4 L/hr	8.0 hr/ha	\$ 1.15 /L		\$ 36.80	
Chemicals	Pre-emergent Herbicide	1 application	0.5 L/ha	\$ 154.20 /L		\$ 77.10	
	Post-emergent Herbicide	1 application	0.3 L/ha	\$ 25.10 /L		\$ 7.53	
	Insecticide	1 application	0.75 L/ha	\$ 11.00 /L		\$ 8.25	
	Insecticide	2 applications	2.0 L/ha	\$ 10.00 /L		\$ 40.00	
	Fungicide	3 applications	0.4 L/ha	\$ 123.00 /L		\$ 147.60	
Water	Furrow Irrigation		4 ML/ha	\$ 60.00 /ML		\$ 240.00	
Labour	Tractor Driving	1 person	12.5 hr/ha	\$ 25.00 /hr		\$ 312.50	
	Irrigation	1 person	2.4 hr/ha	\$ 25.00 /hr		\$ 60.00	
	Harvest	6 people	23.0 hr/ha	\$ 18.00 /hr		\$ 2,484.00	
	Grading/Sorting/Packing	6 people	8.5 hr/ha	\$ 18.00 /hr		\$ 918.00	
	Shed/Forklift	1 person	0.5 hr/ha	\$ 25.00 /hr		\$ 12.50	
Electricity/Gas	Irrigation Pumps		12.0 hr/ha	\$ 12.00 /hr		\$ 144.00	
	Packing Shed		60 hr/ha	\$ 1.05 /hr		\$ 63.00	
Packaging	Package Materials		1200 cartons/ha	\$1.60 /carton		\$ 1,920.00	
Freight/Transport	Truck	56 cartons/ pallet space	\$ 115.00	cost per pallet space	\$2.05 /carton	\$ 2,460.00	
Other Costs	Levies		0.50%			\$ 72.00	
	Agents Commission		15%			\$ 2,160.00	
	Bin Hire	30 Days	45 bins/ha	\$ 0.40 /bin		\$ 540.00	
	Bee Hives		3 hives/ha	\$ 70.00 /hive		\$ 210.00	
B. Total Operating Costs						\$ 12,698.98	
Gross Margin per ha (A-B)						\$ 1,701.03	
Gross Margin /ML						\$ 425.26	

Break-even Price	\$10.32 / carton for 1200 cartons/ ha
Break-even Yield	937 boxes/ ha @ \$12.00 / box

PRODUCT TRADE NAMES

The product trade names in this publication are omitted 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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SENSITIVITY ANALYSIS

TABLE 1- Effect of Yield and Price on Gross Margin /ha

YIELD (cartons)	DELIVERED PRICE (\$/carton)					
	10.00	11.00	12.00	13.00	14.00	15.00
1000	-\$1,287	-\$442	\$403	\$1,248	\$2,093	\$2,938
1100	-\$807	\$123	\$1,052	\$1,982	\$2,911	\$3,841
1200	-\$327	\$687	\$1,701	\$2,715	\$3,729	\$4,743
1300	\$153	\$1,252	\$2,350	\$3,449	\$4,547	\$5,646
1400	\$633	\$1,816	\$2,999	\$4,182	\$5,365	\$6,548

NOTES:

Authors - This budget was prepared by T.Napier, G.Kelly and S.Watts and outlines production for inland NSW.

Area - Production in many location with larger areas grown in the Riverina, Central West and Sunraysia.
- Freedom from frost is essential.

Production - 'Sunset' is the most popular variety grown with some 'Butternut Large' still grown.
- Planting occurs from September to Late December.
- Plants are spaced 0.5 m apart on 1.8 m beds.
- Plant population of about 11,000 per ha.
- New ground or crop rotations minimise root diseases.
- Lighter soils offer better drainage and root health.
- Water usage of 3.5 to 5 ML/ha varies with soil, location and season.
- Pre-planting fertiliser applications provide half of total nutrient requirements and most P requirements.

Pollination - Pollination rates 2 to 4 hives/ha.

Pests, Diseases & Disorders - Thrips, cutworm and pumpkin beetle are insect pests.
- Powdery mildew, anthracnose, gummy stem blight cause disease problems.

Harvesting - Majority of harvest occurs between January and April. Later harvest occurs if prices are low.
- Pumpkins are ripe once the stalk becomes cracked and corky.
- Butternuts that are mature can be recognised when fruit are fully coloured and any green colour has disappeared from the skin.

Packaging - All pumpkin types are sold in bulk containers such as plastic bins, collapsible cardboard containers or wire crates based on standard pallets. Butternuts are also sold in cartons that hold **16 to 18 kg**.

Yields - Yields range from 15 to 30 tonne per hectare.

Economic - **This budget is ONLY A GUIDE** and is specific to the regions specified. Costs and income can be altered for changes in crop management or input prices. Farmers should use their own figures.
- The budget uses a format similar to the Method 2 calculator in the VegTool Gross Margin program.
- Average prices for 2012 were used for this budget. Overhead costs or GST are not included.

Trim Reference: INT13/37824