



## OATS: Grain (Short Fallow)

Southern Zone - West

Dryland Winter 2012

### 1. GROSS MARGIN BUDGET:

**INCOME:**

2.0 tonnes/ha @ \$150 /t on farm (milling )

**A. TOTAL INCOME \$/ha:**

**VARIABLE COSTS:**

see opposite page for details

Cultivation

Sowing

Fertiliser

Herbicide

Contract harvesting

Levies

Crop Insurance

Cartage

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

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

Standard Budget \$/ha	Your Budget \$/ha
\$300	
<b>\$300</b>	
\$51	
\$31	
\$53	
\$9	
\$37	
\$3	
\$7	
\$0	
<b>\$191</b>	
<b>\$109</b>	

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

YIELD tonnes/ha	ON FARM PRICE (\$/tonne)					Gross Margin (\$/ha)
	\$110 /t	\$130 /t	\$150 /t	\$170 /t	\$190 /t	
0.50	-\$91	-\$81	-\$72	-\$62	-\$52	
1.00	-\$38	-\$18	\$1	\$20	\$40	
1.50	\$16	\$45	\$74	\$103	\$132	
<b>2.00</b>	\$69	\$107	<b>\$109</b>	\$185	\$224	←
2.50	\$122	\$170	\$218	\$267	\$315	
3.00	\$169	\$227	\$285	\$343	\$401	
3.50	\$216	\$284	\$352	\$419	\$487	

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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	
Harrow	Mar	0.17	\$47.90	\$8.14				<b>\$8.14</b>
Scarify	Mar/Apr	0.35	\$72.14	\$25.25				<b>\$25.25</b>
Wideline	Apr/May	0.20	\$85.84	\$17.17				<b>\$17.17</b>
Sow (seed cost is based on farmer's own seed)	May	0.17	\$87.87	\$14.94	55 kg/ha	\$0.30/kg	\$16.50	<b>\$31.44</b>
Starter fertiliser eg: DAP		with above			70 kg/ha	\$760.00/t	\$53.20	<b>\$53.20</b>
Broadleaf weed control: eg chlorsulfuron (Glean®)	June	0.05	\$53.37	\$2.87	0.02 kg/ha	\$132.00 /kg	\$2.64	<b>\$5.51</b>
Broadleaf weed control: eg MCPA LVE		with above			0.50 L/ha	\$6.76/L	\$3.38	<b>\$3.38</b>
Contract harvest	Nov	contract		\$37.07				<b>\$37.07</b>
Crop Levies					1.02%	of on-farm value		<b>\$3.05</b>
Crop Insurance					2.22%	of on-farm value		<b>\$6.67</b>

### AGRONOMIC 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.

- Cropcheck:** - Monitor and record crop performance. Key checks include establishment, weeds, insects, tiller numbers, disease and grain fill.
- Rotation:** - Sown as a second crop in a rotation of wheat long fallow.
- Varieties:** - See NSW DPI *Winter crop variety sowing guide 2012*.  
- Care is needed at harvest for some varieties as seed is often blown from head in windy conditions.
- Seed:** - Using own seed treat with registered seed dressing.  
- Budgets are based on cost of using own seed. Consider retail seed price at \$850/tonne, if growing a new or hybrid variety.
- Sowing date:** - Increase seeding rate if sowing time is delayed past May.  
- See *Winter crop variety sowing guide 2012* for recommended sowing window for each variety.
- Weed control:** - See *Weed control in winter crops 2012*. Weed control varies according to paddock history and season  
- Beware of residual effect of some herbicides chlorsulfuron (eg. Glean®) on higher pH soils.  
- Timing of Glean® application is crucial for crop safety and weed control.
- Machinery:** - A tractor with 149 kW (200 HP) pto power and 177kW (240 HP) engine power is assumed.  
- Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.
- Labour:** - The labour required for machinery operations is 1.18 hrs/ha.  
- At \$22/hour this costs: \$25.96 /ha changing the gross margin to \$83.17 /ha
- Economic note:** - These gross margins are only a guide. They do not include overhead costs or GST.  
- Use your own figures and price assumptions to estimate your own gross margin.