



Area Unit = 1 ha

## ROCKMELON

2013

INCOME:		Item	Quantity	Rate	Price	standard budget	your budget
Anticipated Yield	1st Grade		1800 cartons	@	\$ 13.00 /carton	\$ 23,400.00	
<b>A. Gross Income/ha</b>						<b>\$ 23,400.00</b>	
<b>OPERATING COSTS:</b>					<b>\$ Cost</b>		
<b>Seed and Plants</b>	Seed		25,000 seeds/ha	\$	50.00 /1000	\$ 1,250.00	
	Windbreaks (cereal seed)		75 kg/ha	\$	0.82 /kg	\$ 61.50	
<b>Fertiliser</b>	Single Super		350 kg/ha	\$	0.48 /kg	\$ 168.00	
	Calcium Nitrate		450 kg/ha	\$	0.76 /kg	\$ 342.00	
	Potassium Nitrate		350 kg/ha	\$	1.32 /kg	\$ 462.00	
	Magnesium Nitrate		150 kg/ha	\$	1.28 /kg	\$ 192.00	
	Micro Nutrients		5 L/ha	\$	6.50 /L	\$ 32.50	
<b>Fuel</b>	Ground/Bed Preparation	15 L/hr	3.8 hr/ha	\$	1.15 /L	\$ 65.55	
	Lay Mulch/Drip Tape	12 L/hr	1.2 hr/ha	\$	1.15 /L	\$ 16.56	
	Sowing	12 L/hr	0.4 hr/ha	\$	1.15 /L	\$ 5.52	
	Chemical Applications	10 L/hr	1.5 hr/ha	\$	1.15 /L	\$ 17.25	
	Fertiliser Applications	12 L/hr	0.8 hr/ha	\$	1.15 /L	\$ 11.04	
	Harvesting/Bin Pick Up	12 L/hr	21.0 hr/ha	\$	1.15 /L	\$ 289.80	
<b>Chemicals</b>	Insecticide	2 applications	2.00 L/ha	\$	10.00 /L	\$ 40.00	
	Insecticide	2 applications	0.75 L/ha	\$	11.00 /L	\$ 16.50	
	Fungicide	2 applications	2.20 kg/ha	\$	8.24 /kg	\$ 36.26	
	Fungicide	1 application	1.20 L/ha	\$	154.00 /L	\$ 184.80	
	Fungicide	1 application	0.50 L/ha	\$	290.00 /L	\$ 145.00	
	Fungicide	1 application	0.30 L/ha	\$	150.00 /L	\$ 45.00	
	Fungicide	2 applications	0.25 L/ha	\$	100.00 /L	\$ 50.00	
<b>Water</b>	Drip Irrigation		4 ML/ha	\$	60.00 /ML	\$ 240.00	
<b>Labour</b>	Tractor Driving	1 person	27.5 hr/ha	\$	25.00 /hr	\$ 687.50	
	Lay Mulch/Drip Tape	2 people	1.2 hr/ha	\$	25.00 /hr	\$ 60.00	
	Irrigation	1 person	2.0 hr/ha	\$	25.00 /hr	\$ 50.00	
	Harvest	2 people	32 bins/ha	\$	30.00 /bin	\$ 1,920.00	
	Shed/Forklift	1 person	2.5 hr/ha	\$	25.00 /hr	\$ 62.50	
	Packing (on-farm)	2 people	900 cartons	\$	0.25 /carton	\$ 450.00	
<b>Electricity/Gas</b>	Irrigation Pumps		4 ML/ha	\$	36.00 /ML	\$ 144.00	
	Packing Shed & Cool Room		60 hr/ha	\$	1.05 /hr	\$ 63.00	
<b>Packaging</b>	Package Materials		1800 cartons	\$	2.25 /carton	\$ 4,050.00	
<b>Freight/Transport</b>	Truck	56 cartons/ pallet space	\$ 115.00	cost per pallet space	\$2.05 /carton	\$ 3,697.20	
<b>Other Costs</b>	Agent's Commissions		15%			\$ 3,510.00	
	Plastic Mulch		5850 m/ha		\$0.10 /m	\$ 585.00	
	Drip Tape		5850 m/ha		\$0.11 /m	\$ 643.50	
	Bin Hire	30 days	64 bins/ha		\$0.40 /bin/day	\$ 768.00	
	Bee Hives		3 hives/ha		\$70.00 /hive	\$ 210.00	
<b>B. Total Operating Costs</b>						<b>\$ 20,571.98</b>	

Break-even Price	\$11.18 / carton for 1800 cartons/ ha
Break-even Yield	1285 cartons / ha @ \$13.00 / carton

**Gross Margin per ha (A-B) \$ 2,828.02**

**Gross Margin /ML \$ 707.01**

### 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.



## ROCKMELON

2013

### SENSITIVITY ANALYSIS

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

YIELD (cartons)	DELIVERED PRICE \$/Carton					
	11.00	12.00	13.00	14.00	15.00	16.00
1200	-\$2,470	-\$1,450	-\$430	\$590	\$1,610	\$2,630
1500	-\$1,351	-\$76	\$1,199	\$2,474	\$3,749	\$5,024
<b>1800</b>	<b>-\$232</b>	\$1,298	<b>\$2,828</b>	\$4,358	\$5,888	\$7,418
2100	\$887	\$2,672	\$4,457	\$6,242	\$8,027	\$9,812
2400	\$2,006	\$4,046	\$6,086	\$8,126	\$10,166	\$12,206

#### NOTES:

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

**Area** - Riverina, Sunraysia, Balranald and Bourke are the main growing areas. Freedom from frosts is essential.

**Production** - 'Western Shipper' and extended shelf life (ESL) types are grown.

- Soils with good drainage is best. Soil temperature of 16°C at 4 cm is needed for germination.
- Plants are spaced 300 to 400 mm apart on beds 1.5 to 2.0 m apart. Plant population 11,000 - 18,000/ha.
- Planting dates vary with location. Sequential plantings occur from August (northern areas) to January.
- Well drained light soils and raised beds help minimise risks of root diseases.
- Plastic mulch and drip irrigation is common and helps reduce weeds and diseases.
- Water usage is 3 to 4 ML/ha and varies with soil, location and season.
- Fertiliser applications provide half of total nutrient requirement and most P requirement pre-planting.
- Remaining fertiliser as regular applications up to and during harvest maintains active growth and fruit set. Micronutrient applications improve crop and fruit quality.
- Bees are essential for pollination and good fruit set, 2 to 4 hives/ha.

**Pests, Diseases & Disorders** - Leaf eating ladybeetles, pumpkin beetles, Rutherglen bug and aphids are main insect pests.

- Powdery mildew, gummy stem blight, anthracnose are common diseases.

- Molybdenum deficiency can occur in acid soils. Calcium deficiency causes blossom end rot.

**Harvesting** - Harvest occurs from December to May (varies with location).

- Western shipper types are harvested at half to full slip stages. ESL types are clipped when mature.

**Packaging** - Trays (counts 5 to 9) weigh 15 kg. Cartons/boxes (counts 12 to 15 medium, 18 to 21 small or 24 very small melons) weigh **16 to 18 kg**. Octabins hold between 400 and 450 kg of melons.

**Yields** - Yields vary from 20 to 35 tonne (1200 to 2000 cartons) per hectare.

- Higher yields obtained using drip irrigation and plastic mulch compared to furrow irrigation.

**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: INT13/37827