



Area Unit = 1 ha

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2013

INCOME:		Item	Quantity	Rate	Price	standard budget	your budget
Anticipated Yield	1st Grade		2200 cartons/ha	@ \$	11.00 / carton	\$ 24,200.00	
	2nd Grade		cartons/ha	@ \$	- / carton	\$ -	
	Total		2200 cartons/ha	Average \$	11.00 / carton		
A. Gross Income/ha						\$ 24,200.00	
OPERATING COSTS:					\$ Cost		
Seed and Plants	Seed		70000 seeds/ha	\$	0.014 /seed	\$ 980.00	
Fertiliser	Starter (base fertiliser)		400 kg/ha	\$	1.06 /kg	\$ 424.00	
	Urea (side dressing)		300 kg/ha	\$	0.86 /kg	\$ 258.00	
	Micro Nutrients		5 L/ha	\$	6.50 /L	\$ 32.50	
Fuel	Ground/Bed Preparation	15 L/hr	4.9 hr/ha	\$	1.15 /L	\$ 84.38	
	Sowing	15 L/hr	2.72 hr/ha	\$	1.15 /L	\$ 46.88	
	Chemical Applications	12 L/hr	1.5 hr/ha	\$	1.15 /L	\$ 20.70	
	Fertiliser Applications	12 L/hr	1.4 hr/ha	\$	1.15 /L	\$ 18.77	
	Harvest & Field Packing	4 L/hr	25.0 hr/ha	\$	1.15 /L	\$ 115.00	
Chemicals	Insecticide	1 applications	0.4 L/ha	\$	425.73 /L	\$ 170.29	
	Insecticide	2 applications	1.0 kg/ha	\$	48.60 /kg	\$ 97.20	
	Insecticide	2 applications	0.15 L/ha	\$	840.00 /L	\$ 252.00	
	Insecticide	2 applications	0.4 L/ha	\$	6.80 /L	\$ 5.44	
	Fungicide	2 applications	2.5 kg/ha	\$	50.00 /kg	\$ 250.00	
	Fungicide	2 applications	2.2 kg/ha	\$	8.24 /kg	\$ 36.26	
	Fungicide	1 application	1.0 kg/ha	\$	162.80 /kg	\$ 162.80	
	Fungicide	1 application	0.36 L/ha	\$	290.00 /L	\$ 104.40	
	Fungicide	2 application	0.35 L/ha	\$	28.70 /L	\$ 20.09	
Water	Furrow Irrigation		3 ML/ha	\$	60.00 /ML	\$ 180.00	
Labour	Tractor Driving	1 person	9.6 hr/ha	\$	25.00 /hr	\$ 240.00	
	Chipping & Weeding	2 person	30.0 hr/ha	\$	18.00 /hr	\$ 1,080.00	
	Irrigation Management	1 person	1.0 hr/ha	\$	25.00 /hr	\$ 25.00	
	Harvest & Field Packing	5 people	30.0 hr/ha	\$	18.00 /hr	\$ 2,700.00	
Electricity/Gas	Cool Room		60 hr/ha	\$	1.05 /hr	\$ 63.00	
Packaging	Package Materials		2200 cartons/ha	\$	2.85 /carton	\$ 6,270.00	
Freight/Transport	Truck	64 cartons/ pallet space	\$ 115.00	cost per pallet space	\$1.80 /carton	\$ 3,957.53	
Other Costs	Levies		0.50%			\$ 121.00	
	Agent's Commissions		15%			\$ 3,630.00	
B. Total Operating Costs						\$ 21,345.23	
Gross Margin per ha (A-B)						\$ 2,854.77	
Gross Margin /ML						\$ 951.59	

Break-even Price	\$9.11 / carton for	2200 cartons/ha
Break-even Yield	1442 cartons / ha @	\$11.00 / carton

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					
	8.00	9.50	11.00	12.50	14.00	15.50
1400	-\$4,411	-\$2,637	-\$862	\$912	\$2,687	\$4,461
1800	-\$3,567	-\$1,285	\$996	\$3,278	\$5,559	\$7,841
2200	-\$2,722	\$66	\$2,855	\$5,643	\$8,432	\$11,220
2600	-\$1,878	\$1,418	\$4,713	\$8,009	\$11,304	\$14,600
3000	-\$1,033	\$2,769	\$6,572	\$10,374	\$14,177	\$17,979

NOTES:

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

Area - Hay, Central Tablelands and the Sydney Basin are the main growing areas in NSW.

Production - This budget represents production that is grown from seed and flood irrigated.

- Two rows can be sown on 1.5 m beds with plants about 30 cm apart.
- Plant populations 30,000 to 40,000 plants per hectare.
- Varietal selection is very important with both cool and warm weather varieties to choose from.
- Water usage is 3 ML/ha and varies with soil, location and season.

Pests, Diseases - Heliothis, aphids and thrips are common insect pests. Sclerotinia, varnish spot and big vein are common diseases.

& Disorders - Calcium deficiency causes tipburn.

Harvesting - Harvesting at Hay occurs from April to October with yields normally higher earlier in the season.

- Harvesting in the Central Tablelands occurs from May to July and again from September to December.
- The growing period is dependant on temperature and ranges from 10 to 16 weeks.

Packaging - Lettuce is marketed in waxed cardboard cartons with about **12 to 15 kg per carton** (12 heads).

Yields - Yields can vary from 1,500 to 3,000 cartons (20 to 45 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: INT13/37818