

**Lincoln University**

**FINANCIAL  
BUDGET MANUAL  
2012**

**SECTION A  
PRODUCT PRICES**

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## PREFACE

The "Financial Budget Manual 2012" is an invaluable reference book for farmers and growers, consultants and students. It contains a wealth of up to date information on farm and orchard costs and prices, the profitability of different enterprises, and income taxation. Following its successful introduction in 1999, the manual is in the process of moving to the web. However, many users find having the information in a book is the most convenient and efficient format, and this manual is the result of the Universities commitment to the wide readership.

This year we have started a process of moving information in sections to the web, for individual purchase as pdf's. On-line calculators are being prepared and the opportunity for contractors to register/advertise is available at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

Unless stated otherwise, data contained in the Manual are current mid-2012 and are exclusive of GST. Prices do not remain stationary so the Manual should be used as a guide only. Market movements and exchange rate changes are just two of the factors which can rapidly alter costs and prices. The availability of discounts for bulk purchases, and deferred payment arrangements, may also affect final costs for budgeting purposes. In addition, some commodity price information is becoming increasingly sensitive and remains confidential between the client and the supplier and/or buyer. It is therefore unavailable for publication in this Manual.

Information quoted has been gathered from hundreds of sources throughout New Zealand, but some variation may occur between regions. Trade names have been used for clarity and convenience; no preferential endorsement by the University is intended, nor is any criticism implied of any product which does not appear in the Manual. If you as a supplier would like your products listed – please use the website as your point of contact.

Please note that each of the sections is paged individually, and comprehensive index provided.

Our sincere thanks to staff at Leech and Partners Ltd., and Murray Clark who contributed Section D on Tax. Thanks also to all the individuals, organisations and commercial firms who have provided information for our use. Without their co-operation, the production of the Financial Budget Manual would not be possible, and we sincerely appreciate the willingness of all those who have contributed. We wish to express our appreciation to the Assistant Editor Annmarie Baldwin for her efforts in gathering and collating the information.

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Any suggestions for the improvement of the Manual would be welcomed.

For readers' information the Faculty of Commerce at Lincoln University also produces a companion volume - the "Farm Technical Manual". It is a versatile reference book, which brings into one place all manner of essential technical information required by farmers and others involved in the farming industry.

David and Virginia Askin

EDITORS

October 2012

**Note:** Before reading this section, please refer to the disclaimer in the Preface of this Manual.



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## 1.1 MARKET PRICES

### 1.1.1 Impact of Exchange Rate on Product Prices

For pastoral farming, exchange rates can have a dominant effect on prices at the farm gate. The exchange rate is influenced by four main factors. These are the Government's fiscal policy (its spending behaviour), its monetary policy (how much money the Reserve Bank permits to circulate within the economy at any given time), the interest rate level (the cost of borrowing money on the domestic money market) and the inflation rate. The following table shows the estimated movements in farm gate prices for a 10% movement in trade-weighted exchange rates for a range of commodities. This movement in exchange rates effectively gives the same result as a price change at f.o.b.\*.

In general the greater the processing and handling charges between the farm gate and f.o.b. as a proportion of the f.o.b. price the greater the impact of exchange rate movements in farm gate prices. Products such as wool, where the proportion of the value added between farm and ship is low relative to other pastoral products, show the least leveraged effect of exchange rate movements. Mutton at the other extreme shows the highest leveraged effect. In times of currency volatility, low added value products minimise exposure to appreciation of the currency, but minimise potential gains to producers from currency depreciation.

\* *f.o.b.* - *Free on Board (ship or aeroplane)*

Farm Gate Prices - Effect of a 10% Movement in Trade Weighted Exchange Rates.

	Depreciation	Appreciation
Wool	+14%	-11%
Lamb	+16%	-13%
Mutton	+17%	-14%
Beef	+15%	-12%

**Note:** The figures assume the appreciation or depreciation is effective for the whole season. Fluctuations of lesser duration will have lesser effects.

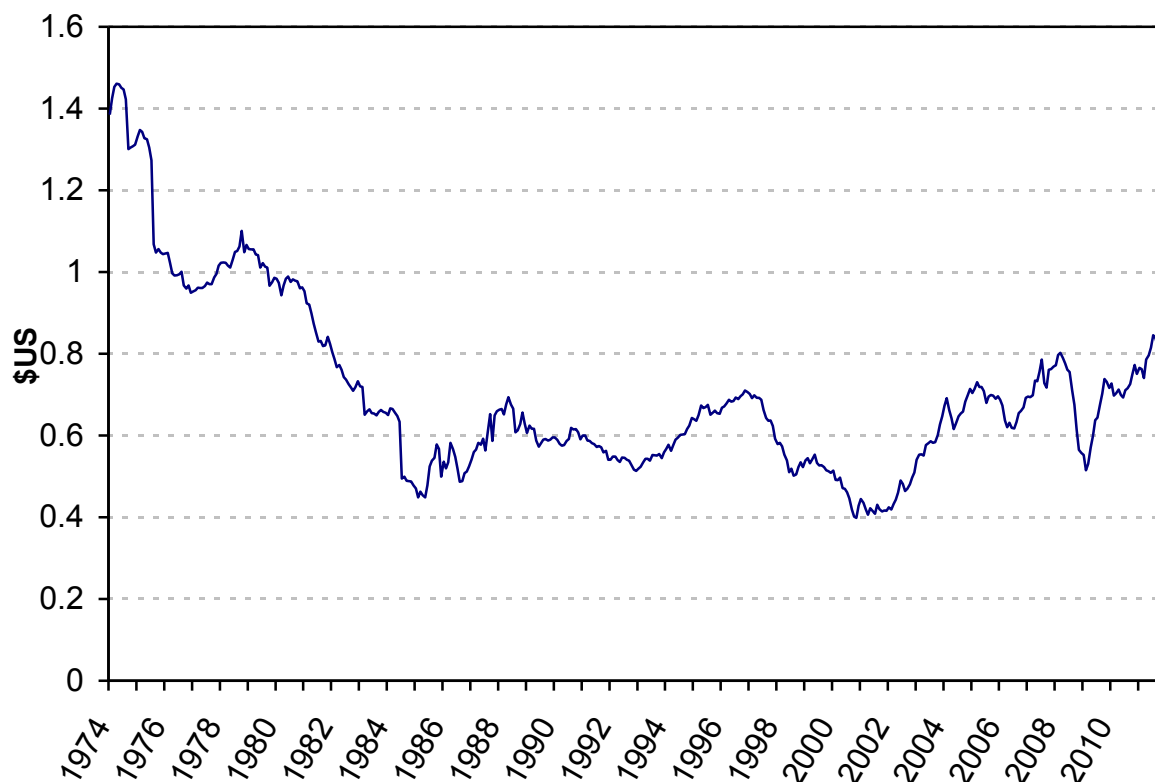
*Source: Beef + Lamb New Zealand Economic Service.*

**1.1.2 Exchange Rate**  
**(i) Major Currencies and TWI to \$NZ (2011)**

2011	USA	UK	Aust	Japan	Euro	TWI
Jan 2011	0.7653	0.4847	0.7692	63.29	0.5732	68.7
Feb 2011	0.7623	0.4728	0.7565	62.98	0.5583	67.8
Mar 2011	0.7408	0.4582	0.7333	60.41	0.5290	65.2
Apr 2011	0.7859	0.4810	0.7450	65.57	0.5447	68.2
May 2011	0.7959	0.4868	0.7447	64.60	0.5550	68.7
Jun 2011	0.8150	0.5023	0.7686	65.63	0.5666	70.3
Jul 2011	0.8455	0.5239	0.7852	67.17	0.5912	72.7
Aug 2011	0.8384	0.5123	.7978	64.67	0.5849	72.1
Sep 2011	0.8143	0.5155	0.7943	62.59	0.5908	71.2
Oct 2011	0.7879	0.5007	0.7799	60.39	0.5754	69.3
Nov 2011	0.7728	0.4884	0.7635	59.95	0.5692	68.2
Dec 2011	0.7697	0.4936	0.7603	59.92	0.5839	68.6

Source: Reserve Bank.

**(ii) \$US to \$NZ (1974 to 2011)**



Source: Reserve Bank.

## 1.2 SHEEP

### 1.2.1 Lamb Schedule (Export)

Meat which is destined for export is graded by individual companies reflecting the market's needs. The various grades are paid for according to Works' schedules, which are set every week during the killing season. Below is a schedule from a meat company for a week in April 2012. Weights shown are hot weights in kilograms.

Weight (kg)	Procurement Premium	Total Meat Value
9.10 - 13.2	0.00	\$2.90
13.3 - 13.9	0.00	\$4.00
14.0 - 15.9	0.00	\$5.25
16.0 - 18.9	0.00	\$5.25
19.0 - 22.9	0.00	\$5.25
23.0 – 24.9	0.00	\$4.65
25.0 – 29.9	0.00	\$4.35
30.0 and over	0.00	\$3.85

Other grades P, Y and T. Also F (14.0 – 22.9kg) C grade & remaining F grade minus \$0.60 additional quality presentation, shorn or bellied \$0.10/kg on qualifying lambs from 30/1/12

Wool and Pelt : Wool Pull 1.0kg = \$7.50

Small Pelt under 13.3kg minus \$1.50 / head

Large Pelt over 17.5kg plus \$1.50 / head

#### Lamb c/kg incl P,Y,T and F incl wool & pelt presentation

Weight 14.0 to 22.9kg	\$5.70
Weight 23.0 to 24.9kg	\$5.30
Weight 25kg and over	\$4.90

### 1.2.2 Lamb Price Trends

#### (i) Average prices paid for YM lamb (13.3 to 17.0kg); and All Grades lamb: with 1kg woolpull

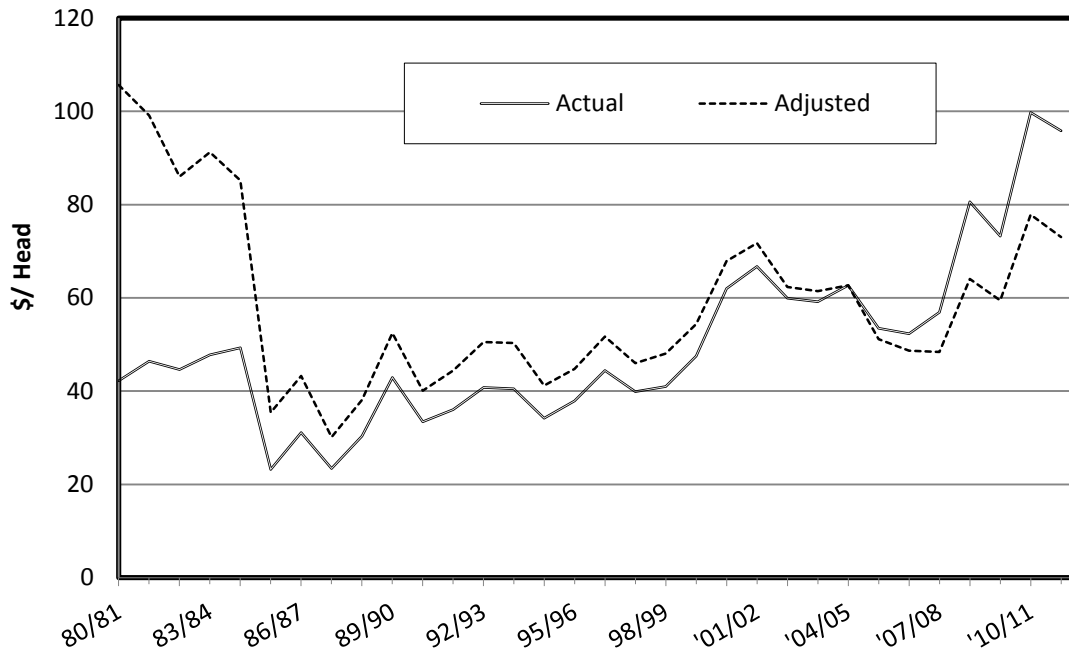
	2006/07	2007/08	2008/09	2009/10	2010/11	2011/12e
<b>YM (\$/head)</b>	\$52.30	\$56.91	\$80.57	\$73.23	\$99.73	\$95.85
This price comprises:						
- Average weight (kg)	15.45	15.31	15.57	15.63	15.65	15.65
- All-in (skin + wool) c/kg	338.5	371.7	517.5	468.5	637.3	612.3
<b>All Grades Avg (\$/hd)</b>	\$53.89	\$58.55	\$89.83	\$81.30	\$117.64	\$114.75
Average weight (kg)	16.90	16.49	17.67	17.63	18.23	18.46

**Notes:** 1. Prices are at works, for year ended 30 September.

2. Figures may not add due to rounding.

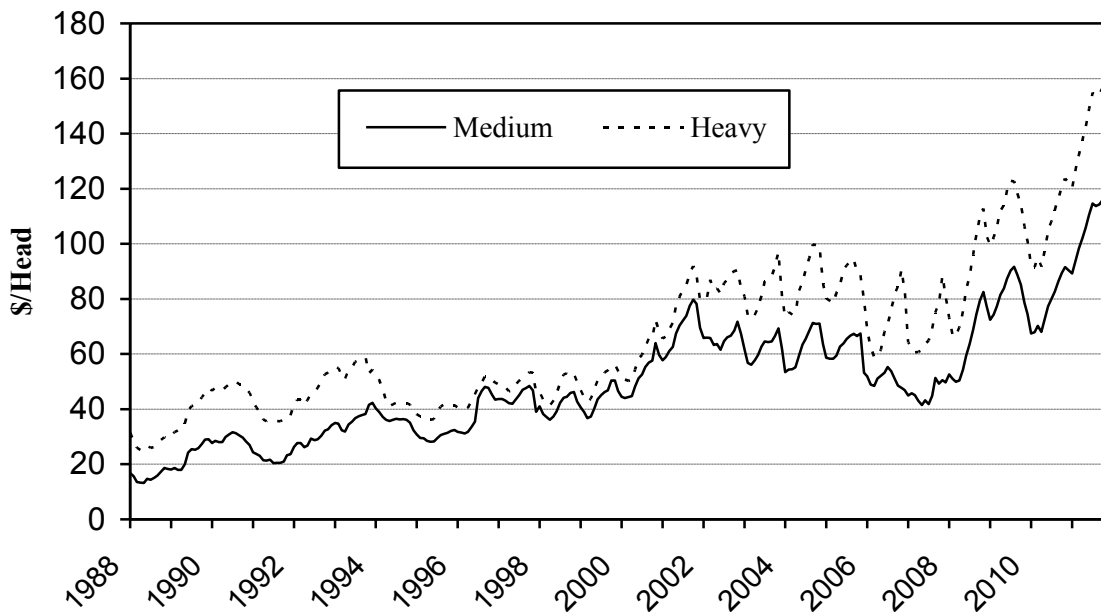
Source: Beef + Lamb New Zealand Economic Service

**(ii) Actual and Inflation Adjusted Lamb Prices, 1980 to 2012e.**  
 (YM Grade Export Lamb Price - September year) Base year 2004/05.



Source: Beef + Lamb New Zealand Economic Service, Lincoln University

**(iii) Average net export price paid for heavy and medium lambs with a 1 kg woolly pelt (monthly averages, January 1988 to December 2011).**



**Note:** Until October 1993 categories were 13.5kg and 21kg. From November 1993 to June 1996 weights were 14kg and 18kg and from July 1996 onwards weights were 15kg and 18kg. From 2001, weights were 15kg and 21.0kg. From July 2009 they were 15.5kg and 21kg.

Source: "N.Z Farmer" January 1988 to April 2001, Meat Matters and Straight Furrow

**(iv) Prime Lamb/Hogget Prices - Local Trade**

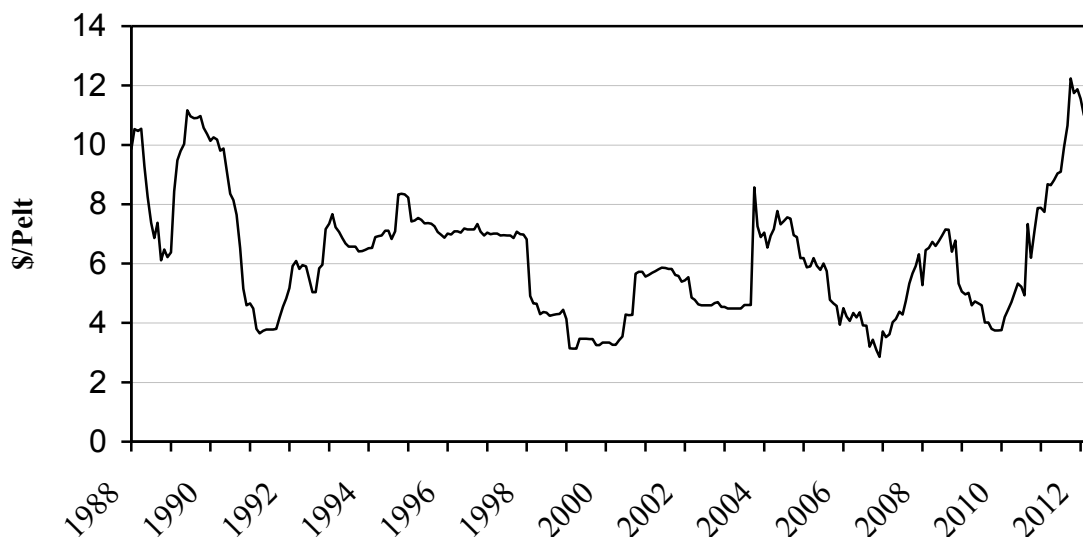
(See Section 1.2.10)

**(v) Store Lamb Prices**

(See Section 1.2.11)

**1.2.3 Lamb Skin Price Trends 1988 to April 2012**

The graph shows the "at works" price for shorn lamb skins (including 1 kg wool pull).



Source: Beef + Lamb New Zealand Economic Service

**1.2.4 Lamb Supply Options**

Most Meat Companies offer clients a range of supply options.

*Silver Fern™ Farms' Backbone® programme*

Farmer suppliers have the option of supplying under:

- Committed Supplier Programme
- Integrated Value Chain Programme

The committed supplier option has a paid weekly schedule and lambs must be Farm Assured.

**Committed Supplier Programme**

Stock class	Premium	Grades	Weights	Criteria
Lambs	\$0.10/kg	P and Y	14 to 22.9kg	Farm Assured A and B presentation

**Other supplier premiums**

Shorn or bellied and crutched premium	\$1.50/hd	Shorn: max wool length 25mm. Full removal of belly and scrotum wool and all socks. Bellied and crutched: min width 200mm down the midbelly. Max wool length 25mm
Volume quality supply premium		On supply volumes over 10,000su Paid on quality stock criteria in table above

### **Integrated Value Chain Programme options**

Lamb Backbone™ Partnership Club	15-22.9 kg, P & Y Grades 60 days Farm Assured A and B presentation No ram lambs after 31 March	Operates for 12 months split into 1. Peak season Dec – May 2. Winter season Jun - Nov
M&S Lamb partnership	17 – 21.9 kg P & Y grades 60 days Farm Assured A & B presentation Must be Primera™ lamb No ram lambs after 31 March	Operates from Dec to May
North American Lamb	15-22.9 kg, P & Y Grades 60 days Farm Assured A & B presentation Antibiotic free from accredited farms No ram lambs after 31 March	Operates for 12 months split into 1. Peak season Dec – May 2. Winter season Jun - Nov
Organic Lamb	15-22.9 kg, P & Y Grades 60 days Farm Assured A & B presentation Certified Organic No ram lambs after 31 March	Operates from Dec to May

### **Performance Premium Pools**

Applicable to all the above supply options. Payable quarterly with 10% retention  
Criteria include:

- market returns
- proportion of stock supplied meeting quality specs(weights and grades)
- meeting Backbone™ Committed Supply Plan numbers
- quality attributes determined by X-ray carcass analysis where applicable
- other specific market related criteria as required by customer eg compliance to environmental plan

*Affco* offer a straight option of across all the grades and weights, payouts are 100% and are paid within 7 to 14 days of slaughter.

#### **1.2.5 Live Lamb and Sheep Shipments**

From 2001 until 2003 approximately 36,000 live sheep were exported.  
From 2007 until now there have been no live sheep exports..

#### **1.2.6 Slink Skins**

*A North Island Firm:*

	<b>Large</b> (Other sizes have no commercial value)
2005	\$0.50
2006 to 2011	\$1.00

*Slink Skins Ltd* in the South Island paid 50c for each lamb slink skin from 2005 until 2011.

### 1.2.7 Mutton Schedule (Export)

The mutton schedule works in the same way as for lamb (refer to *Section 1.2.1*). Below is a schedule from a meat company for a week in April 2012. These are net prices offered to farmers for the various mutton grades.

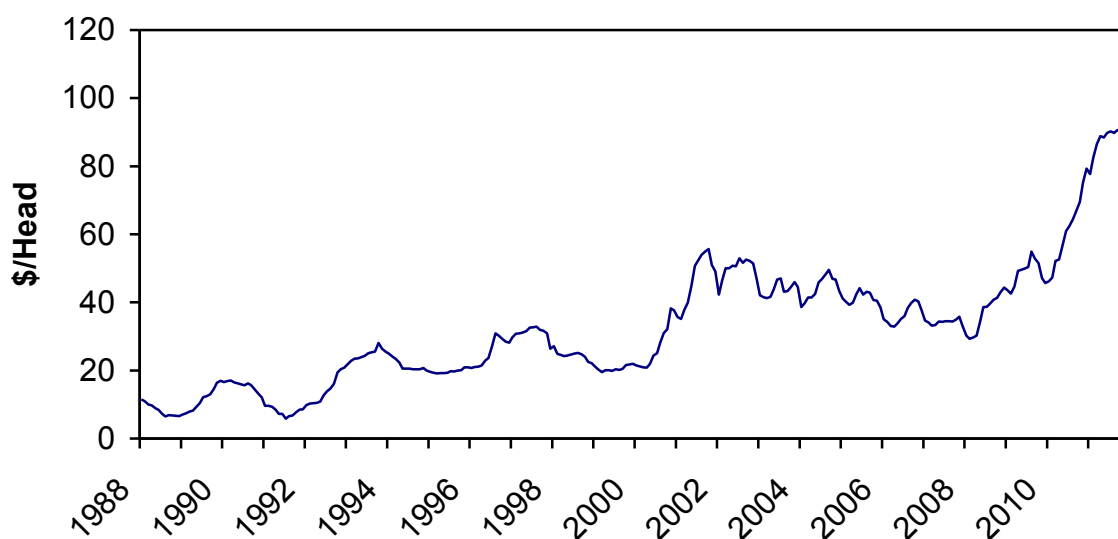
Weight (kg)	Grade	Base Price
Up to 23.2	MX1, ML1	\$2.90 per kg
Over 23.3	MX2, ML2	\$2.90 per kg
	MH, MP	\$2.10 per kg
	MF, MM	\$1.90 per kg

### 1.2.8 Ewe Supply Options

*Affco* offer a straight option of across all the grades and weights, payouts are 100% and are paid within 7 to 14 days of slaughter.

### 1.2.9 Mutton Price Trends (Export)

Net Value of a 21kg (carcase weight) Ewe with a 0.5kg Pelt January 1989 to December 2011



Source: *N.Z. Farmer* January 1989 to April 2001, *Meat Matters*, and *Straight Furrow*.

### Average Prices Paid for <22kg Mutton; and "All Grades Average"

Prices are at works, for year ended 30 September.

	2007/08	2008/09	2009/10	2010/11	2011/12e
MX1 Mutton < 22kg \$/head	\$32.66	\$45.05	\$50.02	\$80.34	\$78.50
Average weight (kg)	19.9	20.3	20.2	20.2	20.2
All-in (skin + wool) c/kg	164.5	221.6	247.4	397.4	388.3
All Grades Avg (\$/head)	\$34.08	\$50.01	\$91.75	\$91.75	\$95.05
Average weight (kg)	23.2	24.6	24.2	24.2	25.5

Source: *Beef + Lamb New Zealand Economic Services*

### 1.2.10 Ewe and Lamb - Prime Stock (Local Sales)

A large amount of meat is sold directly from farms to wholesale buyers, but the prime stock auction sales in main centres still set the local market. The current situation can be determined from the weekly reports in the newspapers or [www.interest.co.nz/rural](http://www.interest.co.nz/rural). The following information should be used as a guide only.

Sales Information (three main sale centres) 2011: Prices represent ranges from the prime sales at each centre over a two-month period.

(Average \$ per head) Few hoggets were sold, so no information is given.

	Feilding		Tuakau		Canterbury	
	Low	High	Low	High	Low	High
<u>Jan/Feb</u>						
Lambs	\$99	\$126	\$100	\$120	\$104	\$121
Ewes	\$78	\$98	\$69	\$90	\$84	\$108
<u>Mar/Apr</u>						
Lambs	\$114	\$129	\$116	\$132	\$120	\$130
Ewes	\$85	\$112	\$84	\$102	\$80	\$103
<u>May/June</u>						
Lambs	\$135	\$159	\$128	\$150	\$134	\$161
Ewes	\$91	\$124	\$75	\$120	\$104	\$123
<u>July/Aug</u>						
Lambs	\$144	\$178	\$139	\$170	\$151	\$165
Ewes	\$93	\$113	\$80	\$115	\$100	\$125
<u>Sept/Oct</u>						
Lambs	\$167	\$176	\$145	\$166	\$162	\$178
Ewes	\$117	\$122	\$75	\$113	\$105	\$138
<u>Nov/Dec</u>						
Lambs	\$146	\$174	\$134	\$151	\$142	\$166
Ewes	\$105	\$138	\$103	\$106	\$124	\$138

**Note:** The price range is the average price (of each type, over a number of sales) for Feilding, Tuakau, and Canterbury.

Source: [www.interest.co.nz/rural](http://www.interest.co.nz/rural).



### 1.2.11 Ewe and Lamb - Store and Breeding Stock

This information should be used as a guide only, as store and breeding sheep prices may vary markedly between districts, seasons and breeds. Sales are normally on a per kg basis.

#### (i) Average Prices for Store Stock (N.Z. Regions) 2002 to 2012

##### Store Lambs \$ per head

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2002/03	86.43	78.51	94.71	109.54	156.78
2003/04	110.48	100.87	95.21	104.99	140.42
2004/05	107.66	89.57	106.33	123.96	111.15
2005/06	96.38	84.63	88.57	97.87	99.54
2006/07	68.19	74.10	76.29	94.40	89.14
2007/08	61.81	61.41	73.97	73.97	59.77
2008/09	98.56	113.61	80.75	96.97	151.77
2009/10	72.28	130.90	108.29	136.48	164.96
2010/11p	135.35	160.47	137.15	162.94	171.12
2011/12e	145.06	156.24	145.75	177.63	184.90

##### Store Two-Tooth Ewes \$ per head

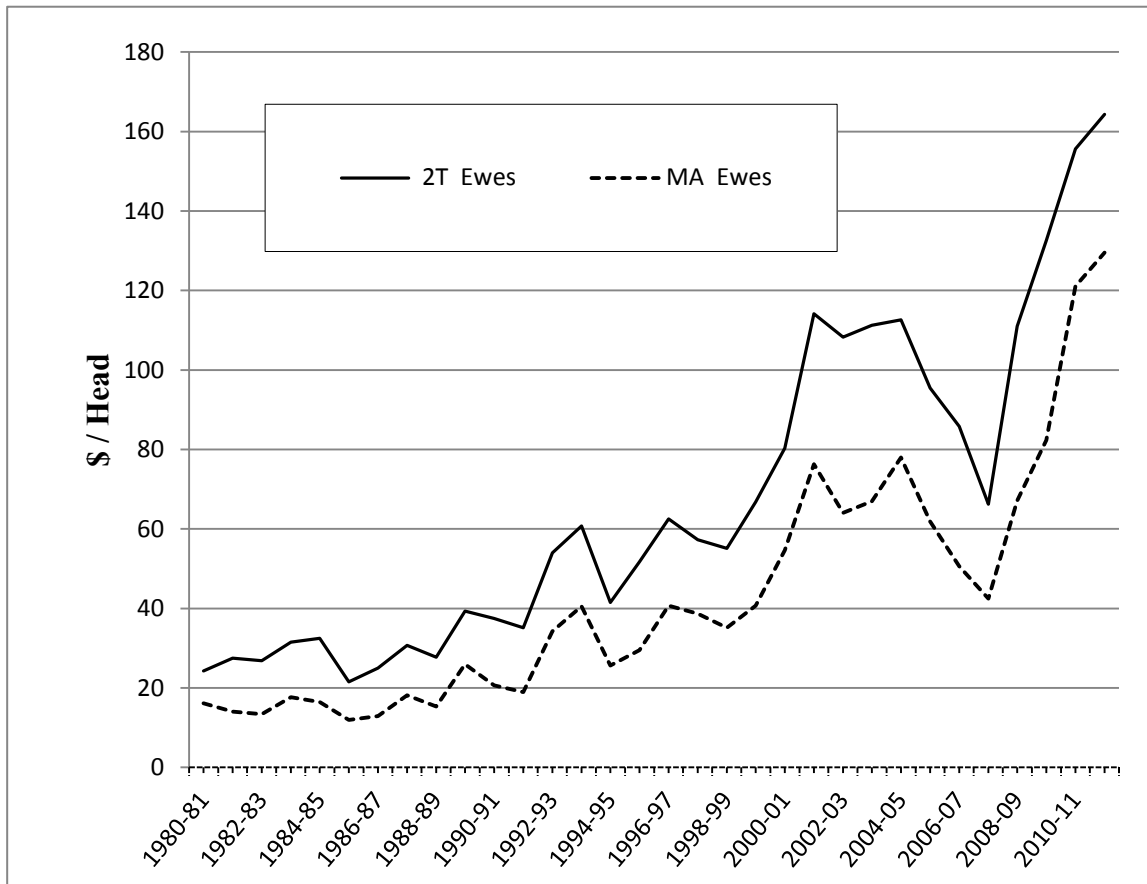
	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2002/03	86.43	78.51	94.71	109.54	156.78
2003/04	110.48	100.87	95.21	104.99	140.42
2004/05	107.66	89.57	106.33	123.96	111.15
2005/06	96.38	84.63	88.57	97.87	99.54
2006/07	68.19	74.10	76.29	94.40	89.14
2007/08	61.81	61.41	73.97	73.97	59.77
2008/09	98.56	113.61	80.75	96.97	151.77
2009/10	72.28	130.90	108.29	136.48	164.96
2010/11p	135.35	160.47	137.15	162.94	171.12
2011/12e	145.06	156.24	145.75	177.63	184.90

##### Store Mixed Age Ewes \$ per head

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2002/03	65.43	63.35	61.19	61.69	76.56
2003/04	67.68	70.67	72.41	63.68	77.09
2004/05	65.56	75.47	70.34	76.57	105.11
2005/06	63.81	68.75	60.48	56.09	45.82
2006/07	46.89	46.40	45.10	52.85	56.95
2007/08	40.20	42.06	34.53	43.78	44.95
2008/09	62.49	67.36	59.72	67.23	70.90
2009/10	75.52	69.76	92.48	92.70	87.09
2010/11p	110.95	110.68	104.61	131.76	133.34
2011/12e	103.25	108.60	131.86	159.68	129.29

Source: Beef + Lamb New Zealand Economic Services. e = estimate

**(ii) N.Z. Average Purchase Price for Two-Tooth and MA Ewes (1980 to 2012e)**  
 (\$ per head - All Regions Average)



Source: Beef + Lamb New Zealand Economic Services

### 1.3 WOOL

#### 1.3.1 Wool Market Prices

**Shorn Wool Sales – Auction and Private.** (Clean price, c per kg)

	Month	Merino	Mid-Micron	Fine Crossbred	Coarse Crossbred	Lamb Indicator
2010	Jul		693	401	342	
	Aug	1,424	715	429	372	
	Sept	1,441	713	470	453	
	Oct	1,607	740	510	484	501
	Nov	1,680	792	510	485	509
	Dec			807	544	520
2011	Jan		843	567	537	594
	Feb			657	609	665
	Mar		976	686	647	674
	Apr		1,053	651	618	604
	May		1,029	676	638	627
	Jun		1,010	682	639	638
<b>2010-11</b>	<b>Auction<sup>1</sup></b>	<b>1,538</b>	<b>852</b>	<b>565</b>	<b>529</b>	<b>597</b>

	Month	Merino	Mid-Micron	Fine Crossbred	Coarse Crossbred	Lamb Indicator
2011	Jul		988	656	623	
	Aug		977	634	605	573
	Sept	2,031	949	657	619	
	Oct	1,843	890	682	645	
	Nov	1,864	920	661	636	
	Dec	1,855	927	624	594	
2012	Jan		917	575	532	539
	Feb	1,904	923	562	500	557
	Mar			579	511	563
	Apr			532	458	510
	May			515	429	500
	Jun					
<b>2011-12</b>	<b>Auction<sup>1</sup></b>	<b>1,899</b>	<b>936</b>	<b>607</b>	<b>559</b>	<b>540</b>

<sup>1</sup>=simple average, not weighted

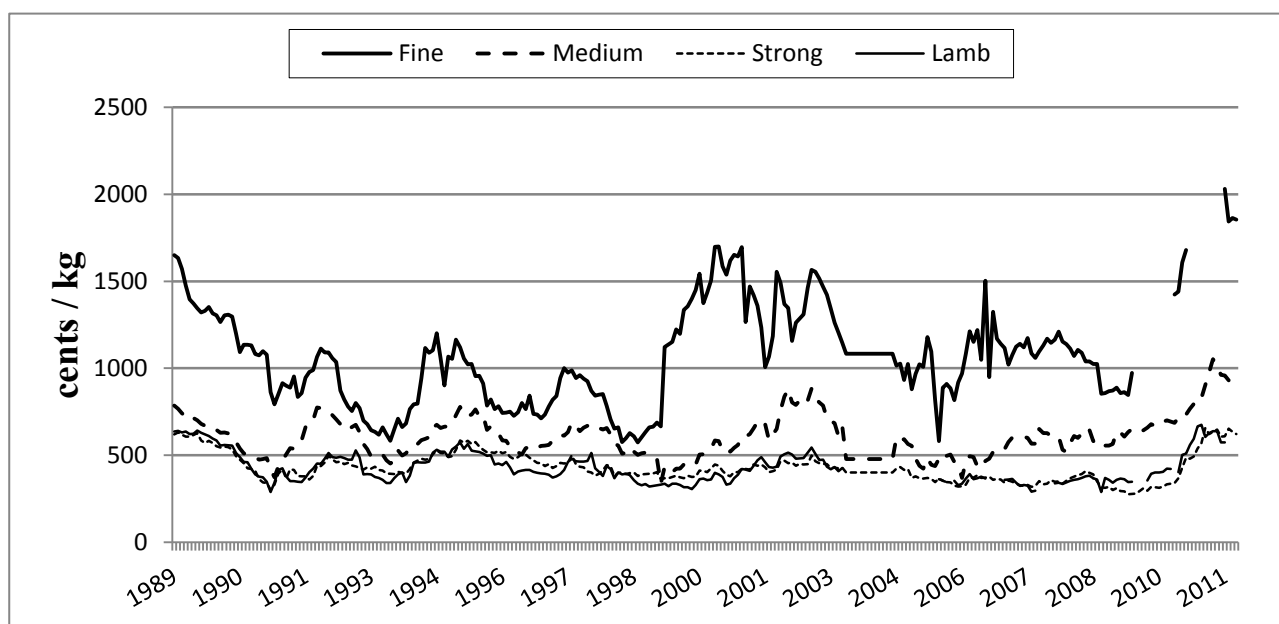
Source: Beef + Lamb New Zealand Economic Service

### 1.3.2 Wool Price Trends

#### (i) Wool Market Indicator Prices.

Monthly Price Indicators, 1989 to Dec 2011

Price trends for four main segments of the New Zealand clip are shown on the graph below: Fine = 18 to 24 micron; Medium = 25 to 31; Strong = 32 to 41; Lamb = 31.



Note: Monthly figures unavailable for 2003/04, an annual average has been substituted in these graphs. Gaps in 2010 and 2011 indicate no wool data available.

Source: *Straight Furrow, Lincoln University.*

#### Annual Average Price Indicators 1994/95 to 2011/12

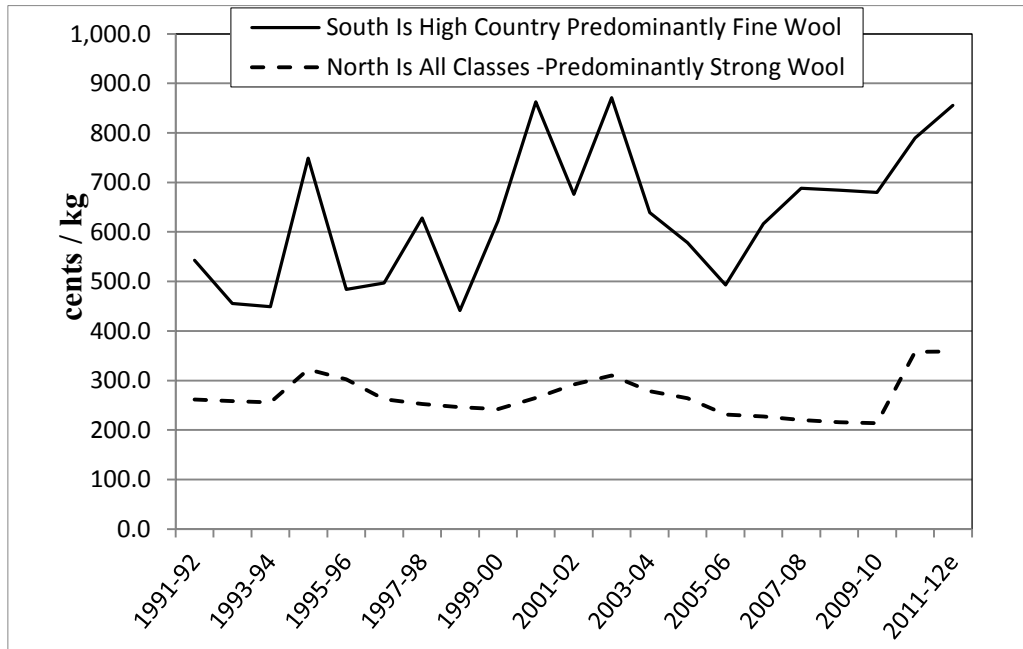
(cents per kilogram clean)

	Fine	Medium	Strong
1994-95	1,230	598	464
1995-96	787	552	456
1996-97	806	489	393
1997-98	1,047	551	356
1998-99	737	432	362
1999-00	1,109	402	369
2000-01	1,543	519	405
2001-02	1,113	636	420
2002/03	1,462	718	443
2003/04	1,089	589	401
2004/05	992	534	387
2005/06	941	472	350
2006/07	1,225	514	341
2007/08	1,356	565	340
2008/09	1,098	594	371
2009/10	865	607	298
2010/11	1,538	699	361
2011/12e	1,898	924	607

Source: *Beef + Lamb New Zealand Economic Service, Straight Furrow*

### Farm Gate Greasy Wool Price before Freight

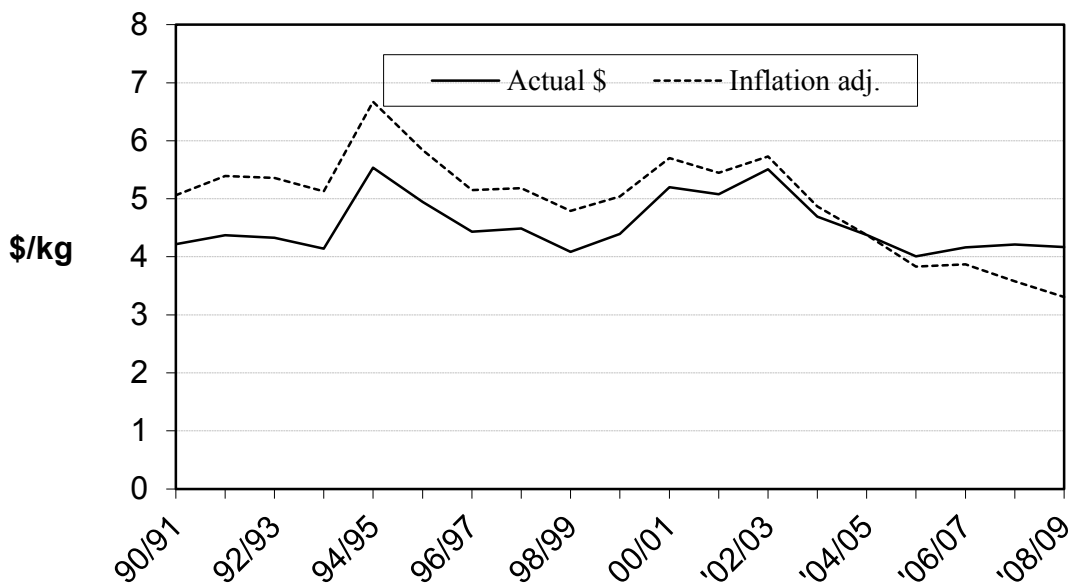
With a lack of consistent Wool Auction data since the demise of the Wool Levy in April 2010 and its associated comprehensive wool statistics - the Sheep and Beef Farm Survey provides consistent actual greasy wool price data on a consistent and continuing basis.



Source: Beef + Lamb New Zealand Economic Service

(iii) Actual and Inflation Adjusted Clean Wool Price. These data no longer supplied.

Source: WoolPro, Beef + Lamb New Zealand Economic Service



(Average Auction Price 1990/91 to 2008/09 - year ended June. Base year 2004/05).

## 1.4 CATTLE

### 1.4.1 Beef Schedule (Export)

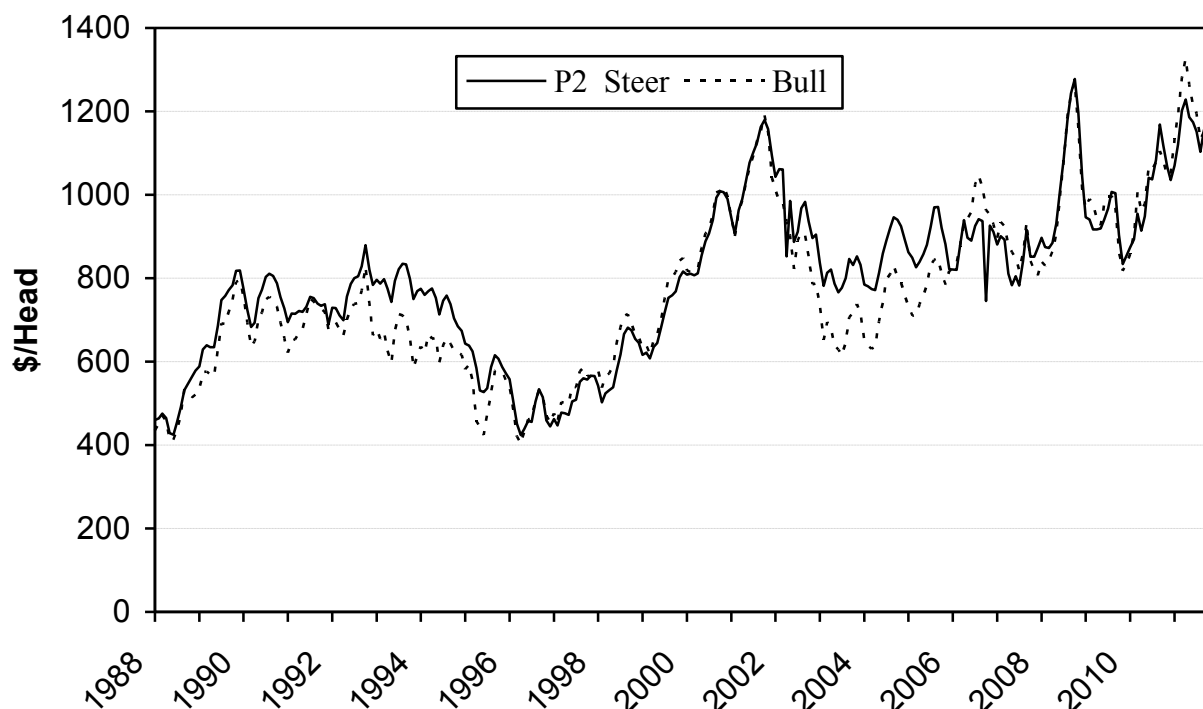
Below is a schedule of gross prices (\$/kg) for a week in April 2012 from a meat company. Charges and levies have not been deducted.

<b>Steers / Heifers</b>		<b>Bulls</b>		<b>Prime Cows</b>	
Weight kgs	P2 Price	Weight kgs	M2 Price	Carcass weight	P2 Price
145.5 - 195.0	\$2.50	145.5 - 195.0	\$2.30	Up to 195.0	\$2.70
195.5 - 220.0	\$3.00	195.5 - 220.0	\$2.85	195.5 - 220.0	\$2.85
220.5 - 245.0	\$3.40	220.5 - 245.0	\$3.35	220.5 - 245.0	\$2.90
245.5 - 270.0	\$3.60	245.5 - 270.0	\$3.40	245.5 - 270.0	\$2.95
270.5 - 295.0	\$3.70	270.5 - 295.0	\$3.70	270.5 - 295.0	\$3.00
295.5 - 320.0	\$3.70	295.5 - 320.0	\$3.70	295.5 & over	\$3.00
320.5 - 345.0	\$3.70	320.5 - 345.0	\$3.70		
345.5 - 370.0	\$3.70	345.5 - 445.0	\$3.70		
370.5 - 400.0	\$3.70	445.5 - 545.0	\$3.00		
400.5 & over	\$3.40	545.5 & over	\$2.60		
T, L1, L2 grades minus \$0.10c/kg		TM grade minus \$0.05 c/kg		T grade minus \$0.10 c/kg	
F grade minus \$0.45 c/kg				F grade minus \$0.45 c/kg	
L3 & A grades at manufacturing rates					
Angus and Hereford plus \$0.15 c/kg for qualifying cattle					
All the above: Muscle class 1 plus \$0.05c/kg. Muscle class 3 minus \$0.05 c/kg					

<b>Manufacturing Cows</b>	
Weight kgs	M Price
Up to 145.0	\$1.95
145.0 – 170.0	\$2.65
170.5 – 195.0	\$2.75
195.5 – 220.0	\$2.80
220.5 and over	\$2.80

## 1.4.2 Beef Price Trends (Export)

(i) Net Price paid for 280 / 295 kg P2 Steer and 260kg / 320 kg Bull (Jan 1988 to Dec 2011)



Note: From April 2005, bull weights changed to 320kg to reflect market trends better.

Source: "N.Z. Farmer" Issues January 1988 to April 2001, Meat Matters, Straight Furrow.

### (ii) Cow Beef Schedule

(170 - 195 kg)	05/06	06/07	07/08	08/09	09/10	10/11	11/12e
Cow M (cents/kg)	243	211	238	238	254	334	337
Cow M (avg \$/hd)	\$444	\$387	\$435	\$436	\$465	\$612	\$617

Prices are at works, for year ended 30 September.

Source: Beef + Lamb Economic Service of New Zealand

### (iii) Bull Beef Schedule

(270 - 295 kg)	05/06	06/07	07/08	08/09	09/10	10/11	11/12e
M Bull (cents/kg)	304	308	312	349	337	410	414
Bull Grade (avg \$/hd)	\$862	\$873	\$884	\$989	\$955	\$1,161	\$1,173

Prices are at works, for year ended 30 September.

Source: Beef + Lamb Economic Service of New Zealand

### 1.4.3 Beef Supply Options

#### *Silver Fern™ Farms' Backbone® programme*

Farmer suppliers have the option of supplying under the Committed supplier programme or the Integrated value chain programme

#### **Committed Supplier premiums**

Stock class	Premium	Grades	Weights	Criteria
Steer/heifer	\$0.05/kg	P	245.5 – 370kg	A and B presentation for all
Bull	\$0.05/kg	M	245.5 – 400kg	
Prime cow	\$0.05/kg	P	195.5kg +	
Manuf cow	\$0.05/kg	M	145kg +	

#### **Other supplier premiums**

Prime quality beef premium	\$20/hd	Stock with a pH measurement of 5.8 and under
Volume quality supply premium		On supply volumes over 10,000su Paid on quality stock criteria in table above

#### **Backbone™ Integrated Value Chain Programme options**

Backbone™ Prime Beef	245.5 – 370kg P grade steers / heifers Non-HGP, AHB tagged pH of 5.8 or less	Operates on a rolling quarterly basis
Backbone™ Bull	245.5 – 400kg M grade bulls Non-HGP, AHB tagged	Prices announced prior to commencement of supply quarter.
Backbone™ Cow	M Cow 145kg + P Cow 195.5kg+ Non-HGP, AHB tagged	Qrt1 Dec – Feb Qrt2 Mar – May Qrt3 Jun – Aug
Backbone™ Angus	Sired by 100% Angus bull and at least 50% Angus dam Non-HGP, AHB tagged	Qrt4 Sept - Nov
Angus Prime beef, bull and cow options as for above except M cow.		

See section 1.2.4 for Performance Premium Pools

*Affco* offer a straight option of across all the grades and weights, payouts are 100% and are paid within 7 to 14 days of slaughter.

### 1.4.4 Calf Slink Skins

#### North Island

	Heavy	Medium	Light
2003	\$3.00	\$2.00	\$0.50
2004	\$3.00	\$1.00	\$0.50
2005	\$2.00	\$0.50	\$0.50
2006	\$3.00	\$1.50	\$0.50
2007	\$2.50	\$1.00	\$0.50
2008	\$1.50	\$1.00	-
2009	\$0.50	\$0.50	-
2010	\$2.00	\$1.00	\$0.50
2011	\$3.00	\$2.00	\$1.00



*Slink Skins Ltd (South Island)*

	Large	Small
2002	\$4.00	\$1.00
2003	\$4.00	\$1.00
2004	\$4.00	\$1.00
2005	\$3.00	\$0.50
2006	\$3.00	\$0.50
2007	\$3.00	\$0.50
2008	\$3.00	\$1.00
2009	-	-
2010	\$1.00	\$1.00
2011	\$1.00	\$1.00

### 1.4.5 Cattle Prices - Prime Stock (Local Sales)

#### Sales Information (three main sale centres) 2011:

Prices represent ranges at each centre over a two-month period, and are cents/kg liveweight

	Tuakau		Frankton		Canterbury	
	Low	High	Low	High	Low	High
<b>Jan/Feb</b>						
Steers	190	242	200	241	194	236
Heifers	180	238	169	231	172	217
Cows	90	196	137	175	114	194
<b>Mar/Apr</b>						
Steers	208	255	195	258	198	245
Heifers	166	240	170	244	165	240
Cows	90	217	142	206	115	217
<b>May/June</b>						
Steers	206	249	199	249	186	244
Heifers	179	233	171	232	170	235
Cows	111	212	141	206	97	178
<b>July/Aug</b>						
Steers	191	235	186	235	192	247
Heifers	166	228	184	228	180	237
Cows	100	215	136	183	100	184
<b>Sept/Oct</b>						
Steers	195	247	201	254	197	242
Heifers	174	241	174	243	173	229
Cows	100	220	136	190	115	167
<b>Nov/Dec</b>						
Steers	204	250	218	256	200	248
Heifers	164	232	175	235	166	235
Cows	102	222	170	228	130	181

**Note:** The price range is the lowest and highest priced stock over a number of sales.  
LWT range for steers is 480-650+kg, heifers 350-480kg and cows 350-650kg.

Source: [www.interest.co.nz/rural](http://www.interest.co.nz/rural)

### 1.4.6 Store and Breeding Cattle Prices

The following tables are a guide to the average prices paid for store and breeding cattle throughout the country.

#### (i) Average Prices for Store Stock (N.Z. Regions) 2000 to 2012e.

##### Store 2.5 Year Steers (\$ per head)

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	974	945	865	809	-
2001/02	960	1,021	881	1,007	918
2002/03	842	786	808	822	688
2003/04	706	788	781	731	733
2004/05	723	786	771	744	756
2005/06	875	852	811	735	840
2006/07	851	883	801	676	793
2007/08	788	780	749	599	669
2008/09	885	820	879	n/a	825
2009/10	806	724	918	821	833
2010/11p	1,010	1,027	874	n/a	n/a
2011/12e	999	1,009	919	n/a	n/a

p = provisional, e = estimate

##### Store 1.5 Year Steers (\$ per head)

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	794	823	770	704	769
2001/02	799	820	835	846	668
2002/03	621	617	633	609	504
2003/04	605	610	640	581	515
2004/05	645	696	641	607	635
2005/06	651	683	707	628	596
2006/07	673	660	674	628	546
2007/08	593	603	633	540	423
2008/09	622	660	753	646	670
2009/10	704	653	778	687	566
2010/11p	756	777	780	722	584
2011/12e	742	757	800	737	672

##### Store Weaner Steers (\$ per head)

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	484	531	540	459	521
2001/02	486	577	562	579	469
2002/03	373	439	417	412	371
2003/04	393	487	456	523	287
2004/05	411	439	468	541	460
2005/06	419	469	426	434	396
2006/07	449	474	458	446	407

2007/08	355	410	368	347	338
2008/09	402	488	516	435	432
2009/10	467	509	511	478	375
2010/11p	454	548	498	559	432
2011/12e	447	536	548	548	450

p = provisional, e = estimate

#### Store Weaner Heifers (\$ per head)

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	454	351	439	363	370
2001/02	477	433	506	456	496
2002/03	352	332	325	346	219
2003/04	358	378	382	300	284
2004/05	405	398	397	406	434
2005/06	398	388	399	368	377
2006/07	361	374	363	372	453
2007/08	291	342	291	270	270
2008/09	392	445	368	322	321
2009/10					
2010/11p					
2011/12e					

#### Store 1.5 year Heifers (\$ per head)

	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	585	642	576	617	606
2001/02	617	650	662	593	592
2002/03	520	502	514	643	530
2003/04	470	463	472	502	336
2004/05	542	535	483	565	577
2005/06	544	584	497	524	577
2006/07	555	517	577	540	448
2007/08	527	506	476	535	492
2008/09	514	541	517	480	680
2009/10	531	591	603	560	595
2010/11p	624	699	637	681	717
2011/12e	608	682	663	675	646

#### Store Cows (\$ per head)

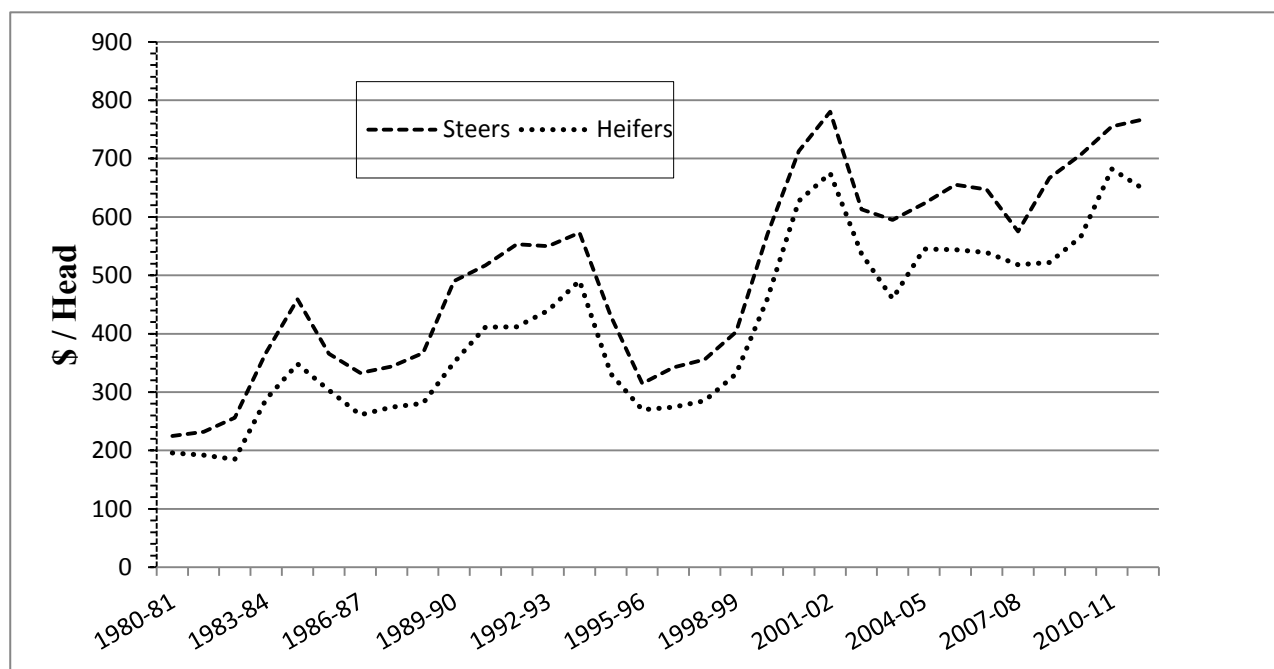
	Northland/ Waikato/BOP	East Coast	Taranaki Manawatu	Marlborough Canterbury	Otago Southland
2000/01	784	847	838	795	706
2001/02	620	856	1,017	845	935
2002/03	546	545	590	555	658
2003/04	498	585	617	732	580
2004/05	817	670	662	704	525
2005/06	556	598	704	546	789

2006/07	609	559	649	595	523
2007/08	681	609	565	833	518
2008/09	565	668	704	453	681
2009/10	572	515	680	687	673
2010/11p	744	721	803	882	929
2011/12e	744	796	893	930	n/a

p = provisional, e = estimate

Source: Beef + Lamb Economic Service of New Zealand

**(ii) N.Z. Average Purchase Price for 18 Month Steers/Heifers (1980 to Dec 2011)**



Source: Beef + Lamb Economic Service of New Zealand

**1.4.7 T.B. Compensation**

Subject to certain criteria, compensation is payable to the owners of cattle classified as TB reactors. For all TB cattle reactors, compensation will be payable at a rate of 65% of the fair market value of each reactor animal, up to the maximum allowable. A 35% top-up compensation payment will be paid to farmers who have a clear or high-risk infected status dairy herd and the reactor animal is found to have no visible lesions on slaughter.

The AHB updates its maximum values for the purposes of compensation through PGG Wrightson on a monthly basis. The following are based on current market values average price per kg liveweight and valid from 1 Jun 2012. To obtain up to date values please contact the AHB on 0800 4 TB INFO (0800 4 824 636)

**NB HERD OWNERS RECEIVE 65% OF THE AGREED VALUE**

See table over the page.

<b>Beef \$/kg</b>			
Beef wnr steers to 1 yr	Small av - 160kg \$3.00	Med av 161- 230kg \$2.60	Heavy av 230kg + \$2.60
Beef wnr hfrs to 1 yr	Small av - 160kg \$2.30	Med av 161-220kg \$2.30	Heavy av 220kg + \$2.30
Beef hfrs to 2yrs	Small av - 250kg \$1.90	Med av 300-380kg \$1.90	Heavy av 381kg + \$2.00
Beef Steers to 2 yr	Light av 300 - 350kg \$2.10		
Beef Steers to 2 yr	Small av 351- 420kg \$2.10	Med av 421-480kg \$2.20	Heavy av 481kg + \$2.20
Beef Breeding 2yr+ (Cows)	Small av 350-400kg \$1.50	Med av 401-470kg \$1.60	Heavy av 470kg + \$1.60
NB: In calf cows depending on stage of pregnancy add \$50 - \$70 per head			
Beef Breeding est av livewgt	Ylg bulls av-380kg max value \$1,200	2yr bulls av-700kg max value \$1,800	aged bull 3yr av-800kg max value \$1,800
NB: For young bulls check if insured			
<b>Dairy Beef \$/kg</b>			
Wnr Friesian bulls to 1 yr	Small av - 120kg \$2.30	Med av 121- 180kg \$2.30	Heavy av 180kg + \$2.30
Non Breeding bulls, Friesian etc. 1 to 2 yr	Small av 250-300kg \$2.10	Med av 301-360kg \$2.00	Heavy av 360kg + \$2.00
Friesian Steers to 1 yr	Small av 120kg \$2.00	Med av 121- 180kg \$2.00	Heavy av 181kg + \$2.00
Rising 2 yr Friesian Steers	Small av 200-300kg \$1.70	Med av 301-360kg \$1.70	Heavy av 360kg + \$1.70
Hereford cross to 1yr	Small av - 120kg \$2.50	Med av 121- 180kg \$2.50	Heavy av 181kg + \$2.50
Hereford cross to 2yr+	Small av 200 - 300kg \$2.20	Med av 301- 360kg \$2.20	Heavy av 360kg + \$2.00

No TB reactor compensation will be paid when:

- A farmer wishes to slaughter cattle which have been positive to an approved TB test and the animals are awaiting a retest, as directed by an inspector or authorised person;
- An owner wishes to retain the meat from a TB reactor for home consumption;
- The owner has not complied with a legal directive to slaughter a TB reactor;
- Pathological evidence of TB is detected in non-reactor cattle at slaughter.

*Source: Animal Health Board.*

## **1.5 DAIRY PRODUCE**

### **1.5.1 Price paid for Milksolids**

#### **(i) Background.**

Up until the end of the 2000/2001 season, dairy farmers received payment from the New Zealand Dairy Board through a system of advance and final payouts via dairy companies. Seasonal supply dairy companies passed on the Dairy Board advance rate to their suppliers in addition to a margin based on dairy company efficiency, product mix and investment policies; together known as the total payout.

The introduction of the Dairy Industry Restructuring Act 2001 opened the way for New Zealand's largest dairy companies, Kiwi Co-operative Dairies Ltd (Kiwi) and The New Zealand Co-operative Dairy Company Ltd (NZDG) to merge to form *Fonterra Co-operative Group Ltd*, and for the Dairy Board to become a company and a wholly-owned subsidiary of Fonterra. Further, the Act provided for the buy-out of shares in the Dairy Board held by three smaller dairy companies, The Tatua Co-operative Dairy Company Ltd, Westland Co-operative Dairy Co Limited and New Zealand's Premier Dairy Cooperative Limited. Also it regulated the activities of Fonterra which has facilitated the emergence of other companies such as Open Country Cheese, NZ Dairies, Synlait, Open Country Dairy and starting in the 2011/12 season, Miraka in the central North Island.

*Fonterra* remains a co-operative, 100% owned and controlled by its shareholder suppliers.

The payments that *Fonterra* suppliers receive comprise a Milk Price (the price paid for raw milk supplied) and a Dividend (the amount of distributable profit actually paid to farmer shareholders in respect of any financial year).

To support suppliers' seasonal cash flows, *Fonterra* advances a proportion of the forecast Milk Price for milk supplied each month. Typically these advance rates increase throughout the season as full year returns become more certain, culminating with a final payout in October for the season which finished on 31 May the same year.

#### **(ii) Payments for Milksolids Supplied.**

*Fonterra's* payments for milk (and advance rates) expressed in \$ per kg of milksolids, represents the total money to be distributed to shareholders for the milksolids they supply the Co-operative when averaged over the total kg of milksolids supplied. This is not the actual amount paid for milk to individual shareholders, as actual payments are based on the composition of their individual raw milk.

Standard payments for milk are calculated by the formula

#### **(a + b) + or - c where:**

a = cents per kg of the milkfat component contained in the milk (subject to Company grading).

b = cents per kg of the protein component contained in the milk (subject to Company grading).

c = volume adjustment in cents per litre of raw milk (subject to Company grading).

## **Payments for Fat and Protein (a + b)**

The splitting of the Milk Price into separate payment rates for fat and protein is dependent on two key parameters:

The *Valued Component Ratio (VCR)* is the ratio of the value of milkfat compared with the value of protein. It reflects the relative returns achieved by *Fonterra* from milkfat and protein products sold in all markets.

This is set at the beginning of each season with the ratio for 2011/2012 being 0.49. This means that the payment for a kg of fat is 0.49 (or 49%) of the payment made per kg of protein. The ratio between the fat and protein payment rates is held constant throughout the season (including the final payment) regardless of the advance rate paid.

The *Component Composition Ratio (CCR)* is the ratio of the total amount of protein supplied to the company in the season versus the total amount of milkfat.

For the 2011/2012 season this has been estimated as 0.7579. This means that for every kg of fat supplied, the company is expecting to receive 0.7579 kg of protein. This ratio is updated with the actual ratio at the end of the season when the figure is known. If the actual figure at the end of the season is greater than the initial estimate then the final fat and protein payment rates are both reduced so that on average the company still pays the announced payout.

This has to occur because the company would be paying out on a greater quantity of protein than originally estimated, and because protein is paid for at a higher rate, the company would end up paying out more money than it actually has available to distribute. Conversely, if the actual composition ratio is less than the initial estimate, the final fat and protein rates are both increased so that, on average, the company still pays the announced payout.

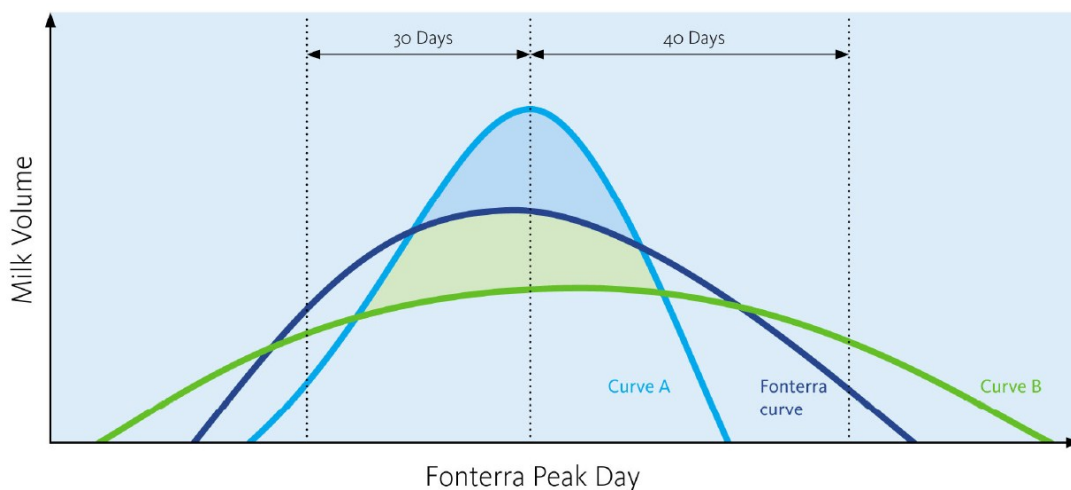
## **Volume Adjustment (+ or - c)**

The volume adjustment is used to adjust supplier payments depending on the milksolid content of their milk. The purpose of this adjustment is to reflect the higher operating costs incurred when transporting and processing low concentration milk. Suppliers whose milksolids content is greater than the company average, receive a positive adjustment for every litre of milk supplied. Conversely, if their milksolids content is less than the company average, they will receive a negative adjustment for every litre of milk supplied. Across *Fonterra*, this is a zero sum calculation. The amount charged to suppliers below the company average is equal to the amount paid to suppliers above the company average.

As the company average milksolids content is not known until the end of the season an estimate is used throughout the season until the actual number is known. For the 2011/2012 season the initial estimate is 8.72%. If the actual company average milksolids content at the end of the season is less than this estimate then all suppliers will receive an increase in their volume adjustment payment (i.e. suppliers paid a positive volume adjustment will receive a more positive adjustment and suppliers paid a negative volume adjustment will receive a less negative adjustment). Conversely if the actual company average is more than the initial estimate, all suppliers will receive a decrease in their volume adjustment payment.

## Capacity Adjustment

Further to the  $(a + b) \pm c$  formula, a capacity adjustment is also applied to the milk payment (this is effectively a  $\pm d$  pricing mechanism). The purpose of the capacity adjustment is to recognise that some suppliers who produce a greater than average volume of milk during the peak of the season relative to the rest of the season require a greater than average quantity of capital assets to process their milk (for example, processing plants and other capital investment such as tankers). Like the volume adjustment, the capacity adjustment is a zero sum calculation across Fonterra. The chart below illustrates how the capacity adjustment is rationalised.



- Curve A is “peakier” than Fonterra curve so supplier will pay a Capacity Adjustment
- Curve B is “flatter” than Fonterra curve so supplier will receive a Capacity Adjustment

Fundamentally, there are two components of the Capacity Adjustment, the Capacity Charge and the Capacity Payment. The Capacity Charge is negative and the Capacity Payment is positive. The difference between the two will result in either a payment *by* a farmer or a payment *to* a farmer.

The capacity adjustment has several important factors applied in its calculation;

**Capacity Payment Rate:** This is the ratio of milk supplied on shareholders peak days to total production, multiplied by the Capacity Charge Rate (for the 2011/12 season this is estimated to be \$0.317).

**Capacity Charge Rate:** This is the amortised cost to Fonterra of installing an additional litre of processing capacity (this has been set at -\$5.40 for the 2011/12 season).

**Peak Day:** The day in the season with the highest collection volume.

**Peak Period:** Shown on the chart as the 30 days before and 40 days after Fonterra’s peak day (this is a 71 day period including the actual peak day).

**Peak Standardised Litres (PSL):** The average daily litres supplied during the farm’s highest 10 days of production within the company’s 71 day peak period, adjusted for the standardisation adjustment.



**Standardisation Adjustment for volume and milksolids:** Recognition that the capital costs associated with processing peak milk are affected by both milk volume and milk solids at 32.5% and 67.5% respectively. These percentages are used to calculate the PSL as shown below.

$\text{PSL} = 0.675 \times \frac{\text{Farm's Peak Period Composition}}{\text{Company's Peak Period Composition}} + 0.325$
--

For the 2011/12 Season the Capacity Adjustment is calculated as follows;

Capacity Charge	=	PSL	x	Capacity Charge Rate
Capacity Payment	=	Season kgMS	x	Capacity Payment Rate

**Calculation of Payout Split**

$$\text{Protein payment rate} = \frac{(1+\text{CCR}) \times \text{Advance Rate}}{(\text{VCR} + \text{CCR})}$$

$$\text{Milkfat payment rate} = \frac{(1+\text{CCR}) \times \text{Advance rate}}{(1/\text{VCR} \times \text{CCR} + 1)}$$

Where: CCR = Component Composition Ratio (company protein to milkfat ratio)  
 VCR = Valued Component Ratio (fat to protein value ratio)

**Example**

$$\begin{aligned} \text{Protein payment rate} &= \frac{(1+0.7579) \times 4.40}{(0.49 + 0.7579)} \\ &= 6.1982 \text{ \$/kg} && = 619.82 \text{ c/kg} \\ \text{Milk fat payment rate} &= \frac{(1+0.7579) \times 4.40}{(1/0.49 \times 0.7579 + 1)} \\ &= 3.0371 \text{ \$/kg} && = 303.71 \text{ c/kg} \end{aligned}$$

**Supplier Payment Example**

Supplier details

Litres	Protein	Milkfat	Milksolids	Farm average milksolids	Farm protein to milkfat Ratio
113,298	4,317.1	6,322.6	10,639.7	9.39%	0.6828

Company average milksolids            8.72 %  
 Company protein to milkfat ratio    0.7579

Component	Quantity	Rate (cents)	Total \$
Protein	4,317.1kg	619.82 / kg	26,758.34
Milkfat	6,322.6 kg	303.71 / kg	19,202.55
Volume Adjustment	113,298 litres	$([9.39-8.73] / 8.73) * 2.78$ = 0.2102 / litre	238.15
<b>Total paid to supplier</b>			<b>\$46,199.04</b>
Total paid per kg ms:	\$4.34		
Company Advance Rate:	\$4.40		

In the above example, a positive Volume Adjustment is paid because the farm's average milksolids percentage is greater than the company's average milksolids percentage. However, the total paid per kg of milksolids is less than the company advance rate. This is because the farm's protein to fat ratio is less than the company's average (i.e. less protein has been produced per kg of milkfat compared to the company). The company's average milksolids percentage and protein to milkfat ratio are estimated at the beginning of the season and replaced with actual numbers at the end of the season. This impacts the split of the final payment into separate rates for milkfat and protein, and total volume adjustment paid for the season.

### (iii) 2011/2012 Forecast Payments.

The *Fonterra* advance rates for the 2011/2012 season, as at May 2012, were as follows:

Payment Month	\$ per milk solid equivalent
July 2011	\$4.40
August	\$4.40
September	\$4.40
October	\$4.40
November	\$4.40
December	\$4.40
January 2012	\$4.55
February	\$4.65
March	\$4.75
April	\$4.90
May	\$5.05
June	\$5.20
July	\$5.35
August	\$5.50
September	\$5.75
October	\$6.05

### (iii) Dividend

In addition to the Milk Price, shareholders are eligible for any dividend payment authorised by the Fonterra Board each season. The dividend reflects the profits from the value-add investments and activities of the business. The Dividend is paid on the basis of shares held in the co-operative, including Dry Shares. Prior to capital structure changes in 2009, distributable profits were paid as a Value Return on the basis of milksolids supplied to the Co-operative backed by shares.

Fonterra's current policy is that any dividend will be paid in two instalments, the first of

which (the interim dividend) is paid on shares held on March 31<sup>st</sup> and paid on April 20<sup>th</sup>. The second instalment (the final dividend) is paid on shares held on May 31<sup>st</sup> and paid on October 20<sup>th</sup>. In normal circumstances the Board will target an interim dividend (to be paid in April) of around 30 per cent of the then forecast full-year dividend, with the residual as a final dividend (to be paid in October).

On 3 December 2009 the Fonterra Board announced a dividend policy. From 2010/2011, Fonterra targets a dividend payment ratio of 65-75 per cent of Distributable Profit, meaning 25-35 per cent of Distributable Profit would be retained to be reinvested in the business. The Board will have full discretion on the dividend level in any year, taking into account the level of payments made to date against the forecast Milk Price and the market conditions which Fonterra and farmers face.

For the 2011/2012 year the Fonterra Board is forecasting a Distributable Profit of between 40-50 cents per share, including non-recurring items. The Board is targeting a Dividend of 26-38 cents per share.

### Milksolids Price Trends

#### (i) Milksolids in wholemilk for manufacture (cents per kg).

	93/94	94/95	95/96	96/97	97/98	98/99
NZDB-Final	290.00	300.00	360.00	318.00	300.00	325.00
Company margin	41.72	39.85	39.43	44.88	41.65	32.95
NZ weighted average	331.72	339.85	399.43	362.88	341.65	357.95

	99/00	00/01
NZDB-Final	335.00	460.00
Company margin	43.00	41.00
NZ weighted average	378.00	501.00

	01/02*	02/03	03/04	04/05	05/06	06/07
Milk Price (\$/kg MS)	5.06	3.16	3.77	4.37	3.85	3.87
Value Return	0.22	0.47	0.48	0.22	0.25	0.59
Payout (\$/kgMS)	5.33	3.63	4.25	4.59	4.10	4.46

	07/08**	08/09**	09/10***	10/11****	11/12fc
Milk Price (\$/kg MS)	7.59	4.72	5.70	7.60	6.05
Value Return/Dividend	0.07	0.48	0.27	0.30	0.26-0.38
Milk Price + Value Return/Dividend	7.66	5.20	6.37	7.90	6.31-6.43

\* Final payout for 2001/02 included payment from reserves of \$0.05

\*\* Final payout for the 2007/08 and 2008/09 seasons is post retentions of \$0.24 and \$0.01.

\*\*\* Final payout for the 2009/10 season post retentions of \$0.33.

\*\*\*\*Final payout for the 2010/11 season post retentions of \$0.35.

Sources: New Zealand Dairy Board, Livestock Improvement (1989-2001), Fonterra.

### Deductions for Poor Quality Milk

Fonterra operates a daily demerit points scheme under which demerit points are incurred by a supplying shareholder for milk quality defects detected on a daily basis. The aim of the

scheme is to ensure that supplying shareholders are held responsible for milk quality and incur milk payment deductions for downgrade milk supplied.

The company can reject milk that does not meet certain standards.

The Company can impose a maximum of 12 demerit points on a supplying shareholder in any one collection day except where inhibitory substances are involved, reject milk is supplied, or in the first ten days of a season where there is a maximum of 20 demerits per collection day.

Generally, one demerit point means a 5% deduction from payments made from milk collected on that day. The demerit deductions are based on 100% of the opening Milk Price forecast for the season.

*Fonterra* carries out a number of Raw Milk Quality Tests. For details refer to the *Fonterra Suppliers Handbook, Section 4 and Table 1*.

### **Premium Rates for Contract Winter Milk**

The vast majority of winter milk contractors have standard *Fonterra* contracts, committing to supply of a daily quantity (kilograms milksolids per day) from 1 May to 31 July in the North Island and 16 May until 15 August in the South Island. Suppliers are paid a premium for this winter milk, but are liable to pay damages to *Fonterra* for any shortfall in supply compared to their contract volume.

This payment is based on a factory price minus a transport differential which depends on the supplier's location in relation to their accepting factory.

There are tighter milk quality requirements for winter contract milk due to the nature of markets for this milk.

### **Regional Premiums - winter 2012**

<b>Region</b>	<b>cents/kg milksolids</b>
Takanini (Waikato North)	140
Longburn (Lower North Island)	155
Christchurch (Central South Island)	380
Cadbury (Lower South Island)	380

In 2007 *Fonterra* introduced Winter Premium Milk. This refers to milk supplied between June 1 and July 15, which is not supplied under Winter Contract or any other specialty milk contracts. Winter Premium Milk has been designed to provide additional flexibility to suppliers to respond to the higher value *Fonterra* receives for milk collected during this period. Currently, this payment is 75 cents per kilogram of milksolids over and above standard payout, however this price is subject to seasonal variation.

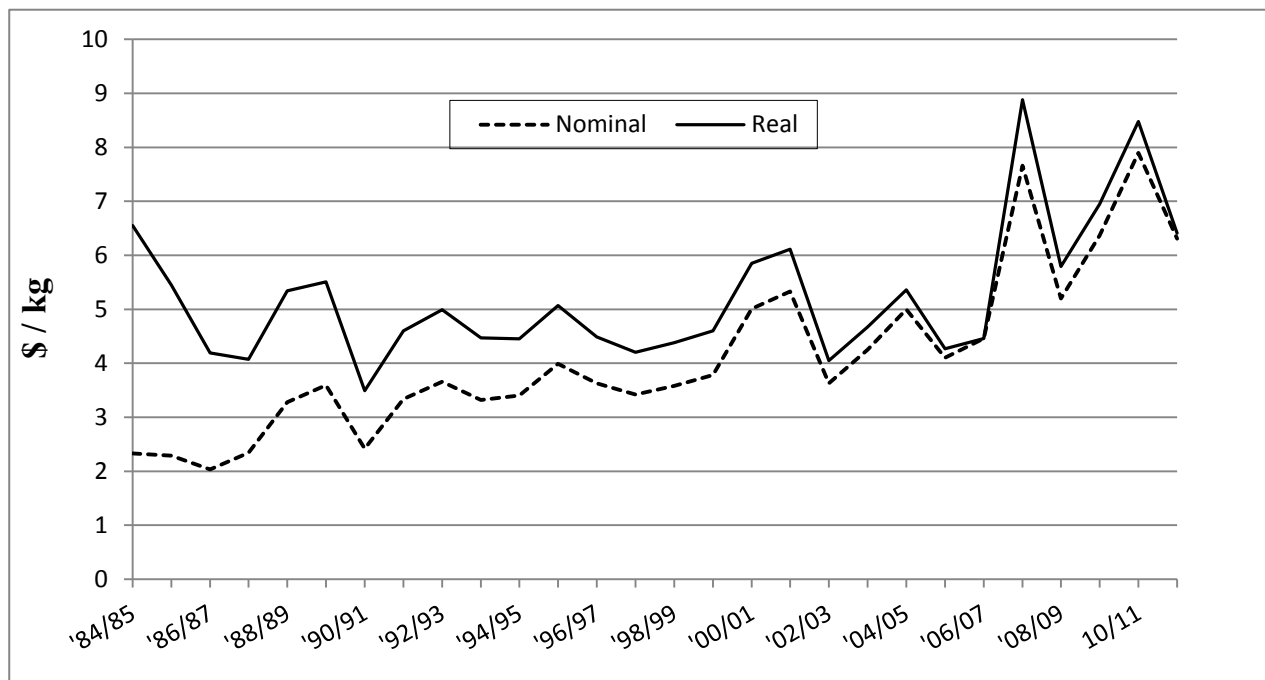
### **Specialty Milks**

Further premiums are available for suppliers of Organic, Colostrum and Stolle milk. These specialty milks all have varying pricing mechanisms.

*Source: Fonterra.*

**(ii) Average Payouts since 1984 in actual Dollars and in "Real" Dollars  
(based on the value of the dollar in December 2011 and adjusted for inflation).**

Figures are in \$ per kg milksolids.



Note the 2011/12 figure is a forecast payout by Fonterra.

Sources: New Zealand Dairy Board (data through to 2001), Lincoln University

**Sire Proving Scheme Rebates**

*Livestock Improvement Corporation* contract 150-160 farmers each year as members of the Sire Proving Scheme. Members are located throughout the country and represent a cross-section of New Zealand's dairy industry. Each member signs a contract that spans four seasons, covering the member's responsibilities, including; mating 90% of their herd to LIC's current sire proving team, rearing the resulting heifer calves to first lactation as two year olds, keeping accurate herd records, herd testing four times, drafting heifers for weighing and Traits Other than Production (TOP) inspection. Where the contract has been completed successfully, LIC pay the member a rebate for each qualifying heifer.

Rebate payments per qualifying heifer

	SPS Contract Year			
	2009	2010	2011	2012
Self-Sample Herd Test	\$52	\$52	\$52	\$62
Herd Test Assist Provided	\$62	\$62	\$62	\$62

## 1.5.2 Dairy Cattle Sales (2011)

Actual prices for Winter / Spring 2011 and estimates for 2012 for dairy cattle for six regions.

### Waikato

Class		Winter/Spring 2011	Autumn 2012
MA Cows 110-120 BW	Friesian	\$2,300/\$2,400	\$2,250
	Cross Bred	\$2,300/\$2,400	\$2,250
	Jersey	\$2,200/\$2,250	\$2,100
MA Cows 60-90 BW	Friesian	\$1,850	\$1,900
	Cross Bred	\$1,800	\$1,850
	Jersey	\$1,700	\$1,700
Rsg 2yr heifers	Friesian	\$1,850	\$1,900
	Cross Bred	\$1,850	\$1,850
	Jersey	\$1,700	\$1,700
Rsg 1yr heifers	Friesian	\$1,800/\$2,000	\$1,800
	Cross Bred	\$1,200	\$1,200
	Jersey	\$1,050	\$1,050

Note: Prices include a sales commission of approximately 7%. BW = breeding worth  
Autumn prices assume a 1<sup>st</sup> June delivery. The high Rising 1 yr price is driven by the strong export market. Quality cows are attracting a premium.

### Bay of Plenty

Class		Winter/Spring			
		2009	2010	2011	2012 est
MA cows	Friesian	\$1000 to \$2600	\$1200 to \$1600	\$1800 to \$2300	\$1600 to \$1900
	Jersey	\$1000 to \$1800	\$1100 to \$1500	\$1700 to \$2100	\$1500 to \$1900
Rsg 2yr heifers	Friesian	\$650 to \$1600	\$1000 to \$1450	\$1650 to \$1900	\$1500 to \$1800
	Jersey	\$450 to \$1350	\$1000 to \$1400	\$1400 to \$1850	\$1300 to \$1750
Rsg 1yr heifers	Friesian	\$550 to \$900	\$600 to \$900	\$1100 to \$1900	\$1100 to \$1900
	Jersey	\$450 to \$650	\$450 to \$650	\$650 to \$850	\$550 to \$750

### Taranaki

Class		Winter/Spring		
		2010	2011	2012 est
MA cows	Friesian	\$1,500 to \$1,700	\$2,100	\$2,300 to \$2,500
	Jersey	\$,400 to \$1,500	\$1,600	\$1,900 to \$2,000
Rsg 2yr heifers	Friesian	\$1,500	\$1,500	\$1,800
	Jersey	\$1,100	\$1,200	\$1,400
Rsg 1yr heifers	Friesian	\$600	\$800	\$1,700*
	Jersey	\$400	\$400	\$700
4 day hfr calves	Friesian	\$100	\$100	\$250
	Jersey	\$60	\$60	\$60

\* The export market has been strong and taken a large number of Rising 1 yr heifers out of the region.

## Manawatu/Wairarapa

Class		2010	Winter/Spring 2011	2012 est
MA cows	Friesian	\$1,400 to \$1,800	\$1,400 to \$1,800	\$1,700 to \$2,350
	Jersey	\$1,200 to \$1,600	\$1,200 to \$1,600	\$1,500 to \$2,000
Rsg 2yr heifers	Friesian	\$1,150 to \$1,350	\$1,150 to \$1,450	\$1,400 to \$1,800
	Jersey	\$1,000 to \$1,250	\$1,000 to \$1,300	\$1,200 to \$1,700
Rsg 1yr heifers	Friesian	\$600 to \$700	\$700 to \$1,450	\$900 to \$1,750
	Jersey	\$450 to \$550	\$500 to \$700	\$600 to \$900
Heifer calves		\$250 to \$350	\$150 to \$400	\$150 to \$400

## Canterbury

Class		2010	Winter/Spring 2011	2012est
MA cows	Friesian	\$1,300 to \$1,600	\$1,800 to \$2,600	\$1,700 to \$2,400
	Jersey	\$1,200 to \$1,500	\$1,650 to \$2,400	\$1,500 to \$2,200
Rsg 2yr heifers	Friesian	\$1,000 to \$1,400	\$1,500 to \$2,150	\$1,400 to \$2,000
	Jersey	\$900 to \$1,300	\$1,350 to \$1,800	\$1,300 to \$1,650
Rsg 1yr heifers	Friesian	\$500 to \$750	\$700 to \$1,000	\$700 to \$1,000
	Jersey	\$400 to \$650	\$600 to \$750	\$600 to \$750
Heifer calves - per BW		\$0.70 to \$1.00	\$1.00 to \$1.20	\$1.00 to \$1.20

BW = breeding worth

## Southland

Class		2010	Winter/Spring 2011	2012 est
MA cows	Friesian	\$1,400 to \$2,100	\$1,800 to \$2,500	\$1,700 to \$2,350
	Jersey	\$1,400 to \$2,100	\$1,650 to \$2,400	\$1,550 to \$2,200
Rsg 2yr heifers	Friesian	\$1,200 to \$1,600	\$1,500 to \$2,100	\$1,400 to \$1,900
	Jersey	\$1,200 to \$1,600	\$1,350 to \$1,800	\$1,250 to \$1,650
Rsg 1yr heifers	Friesian	\$500 to \$700	\$700 to \$1,000	\$700 to \$1,000
	Jersey	\$500 to \$700	\$600 to \$750	\$600 to \$750

### 1.5.3 Dairy and Dairy-Cross Calves

(Refer also to *Sections 1.4.5 and 1.5.7*).

#### (i) Calves sold for rearing (Spring 2011):

##### Canterbury

	Friesian bull calves sold for rearing
2005	from \$70.00 to \$120.00
2006	\$100.00
2007	from \$50.00 to \$80.00
2009	from \$50.00 to \$60.00
2010	from \$50.00 to \$80.00
2011	from \$60.00 to \$100.00

## Bay of Plenty

	2011	2012 est
4 day Friesian bulls	\$50	\$75
4 day Friesian heifers rec	\$400	\$550
4 day Friesian heifers unrec	\$75	\$100

## (ii) Bobby Calves sold at Tuakau 2010/2011

	2010		2011	
	Min/head	Max/head	Min/head	Max/head
January	\$35	\$270	\$10	\$230
February	\$9	\$290	\$30	\$255
March	\$5	\$272	\$5	\$270
April	\$5	\$292	\$5	\$260
May	\$5	\$380	\$5	\$290
June	\$5	\$230	\$10	\$345
July	\$5	\$270	\$5	\$300
August	\$5	\$210	\$10	\$320
September	\$5	\$175	\$5	\$235
October	\$6	\$198	\$10	\$210
November	\$10	\$205	\$15	\$270
December	\$10	\$220	\$25	\$290

Source: [www.interest.co.nz/rural](http://www.interest.co.nz/rural)

## (iii) Heifers sold for Live Export:

Over the last two years the live export heifer market has been focussed on sales into China and the Asian markets. There have been no sales into the Mexican / Central Americas markets.

The shipments over this period have been in the vicinity of 30,000 head per annum and the demand has been greater than what could be supplied assuming suitable shipping had been available.

For the forthcoming 2013 year the demand from China is expected to continue, however it should be noted that due to the global economic downturn, there may be signs of some buyer resistance. The preference is for Rising 1 year, unmated cattle. The cattle need to be F12 to F16 and have full ancestry records.

The demand through 2012 has resulted in prices up to \$300 above the domestic market subject to the quality of the heifer and the protocol testing requirements.

The farm-gate prices throughout the 2012 year have ranged from \$1,600 to \$1,900 for 12 to 15mth F12-F16 Holstein Friesian Heifers. Indications for the 2013 year are that the demand will remain strong, but the pricing will possibly reduce to levels more closely aligned to the domestic market. However this is fully dependent on both the foreign exchange position and changes to the world-wide commodity prices for milk products.

Source: PGG Wrightson



#### (iv) Bobby Calf Price at Farm Gate:

*Blue Sky Meats Ltd* – Prices are cents per kg hot carcass weight

Weight Range (kg)	2009	2010	2011
up to 7.0kg	-	nil	100
7.5 – 13.5	80	-	-
7.1 - 13.5	-	102	-
7.0 - 13.5	-	-	152
13.6 – 19.0	118	140	200
19.1 – 22.9	128	147	234
23.0 – 26.9	145	-	-
23.0 - 33.0	-	156	252
27 kg and over	\$39.15/head	-	-

Depending on market changes schedule may be subject to review.

Cartage is the only deduction - \$5 per head for 2010 and \$4.50 per head for 2011.

#### 1.5.4 Dairy Beef Weaners

Refer also to *Section 1.4.6*

##### Canterbury

	100kg Friesian bull calves
November 2005	\$300.00 to \$340.00
2007	\$280.00 to \$330.00
2008	\$300.00 to \$340.00
2009	\$280.00 to \$320.00
2010	\$270.00 to \$300.00
2011	\$280.00 to \$310.00

##### Southland

	2010	2011	2012
Weaner Friesian bulls	\$280 to \$320	\$300 to \$340	\$300 to \$350
Weaner Beef cross bulls (100kg)	\$350 to \$380	\$360 to \$400	\$360 to \$400
Weaner Beef cross heifers (100kg)	\$300 to \$320	\$320 to \$350	\$320 to \$350

#### 1.5.5 Cow Beef

Refer to *Section 1.4.3* for *Silver Fern Farms* supply options

#### 1.5.6 TB Compensation

See *Section 1.4.7*

## 1.6 DEER PRODUCTION

### 1.6.1 Venison Schedule (Export)

The venison schedule works in the same way as for sheep (refer to *Section 1.2.1*).

Below is a schedule of gross prices for a week in April 2012 from a meat company.

Charges and levies have not been deducted.

Weight (kg)	AP Price \$/kg
35.1 – 45.0	5.80
45.1 – 85.0	7.10
85.1 to 100.0	5.90
100.1 & over	5.70

Deductions

Hinds minus \$0.10

AF grades minus \$1.25

AFH grade minus \$0.95 off 100.1 and over

PD grade minus \$1.40

### 1.6.2 Venison Supply Options

*Silver Fern™ Farms' Backbone® programme*

Farmer suppliers have the option of supplying under:

- Committed supplier programme
- Integrated value chain programme

Committed supplier premiums:

Stock class	Premium	Grades	Weights	Criteria
Venison	\$0.05/kg	AP2 – AP5	45.1 – 85kg	A and B presentation

Backbone™ integrated value chain programme options:

Venison Backbone™ partnership club 45.1 – 85kg, AP grades only A & B presentation Max age 3yrs	Operates for total of 12 months split into: 1. Peak season Dec-May 2. Winter season June-Nov
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See section 1.2.4 for Performance Premium Pools

### 1.6.3 Venison Price Trends

#### (i) Average Schedule Price 60 kg AP Stag.

Prices are \$ per kg

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2012	7.98	7.38	7.14	7.07								
2011	7.35	7.28	7.37	7.69	7.97	8.04	8.29	8.55	8.96	9.21	8.95	8.41
2010	6.64	6.67	6.69	6.72	6.79	6.80	7.02	7.35	8.10	8.15	7.92	7.51
2009	8.06	8.09	8.30	8.46	8.64	8.76	8.75	8.75	8.73	8.51	8.05	7.43
2008	6.48	6.56	6.60	6.72	7.11	7.42	7.93	8.46	9.38	9.55	9.31	8.55
2007	4.72	4.83	4.90	4.90	4.90	4.90	5.01	5.66	6.42	6.68	6.70	6.53
2006	3.50	3.45	3.46	3.60	3.92	4.33	4.69	5.24	5.79	5.85	5.46	4.88
2005	3.88	3.79	3.78	3.74	3.71	3.72	3.95	4.87	5.37	4.73	4.18	-

**(ii) Venison Schedule prices 2000 to 2012**

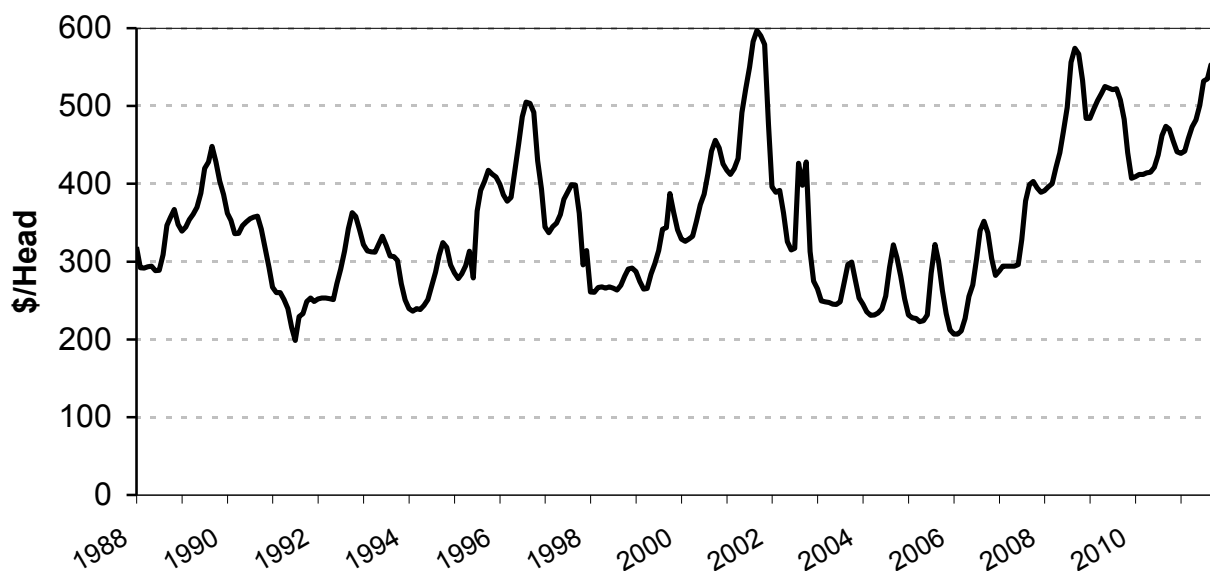
Prices are \$ per kg

2000-01	2001-02	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
\$8.12	\$6.87	\$4.56	\$4.34	\$4.19	\$4.21	\$5.19	\$7.19	\$8.67	\$7.17	\$7.92	\$8.02

**Note:** The figures are based on the average weekly schedule for the year ending September.

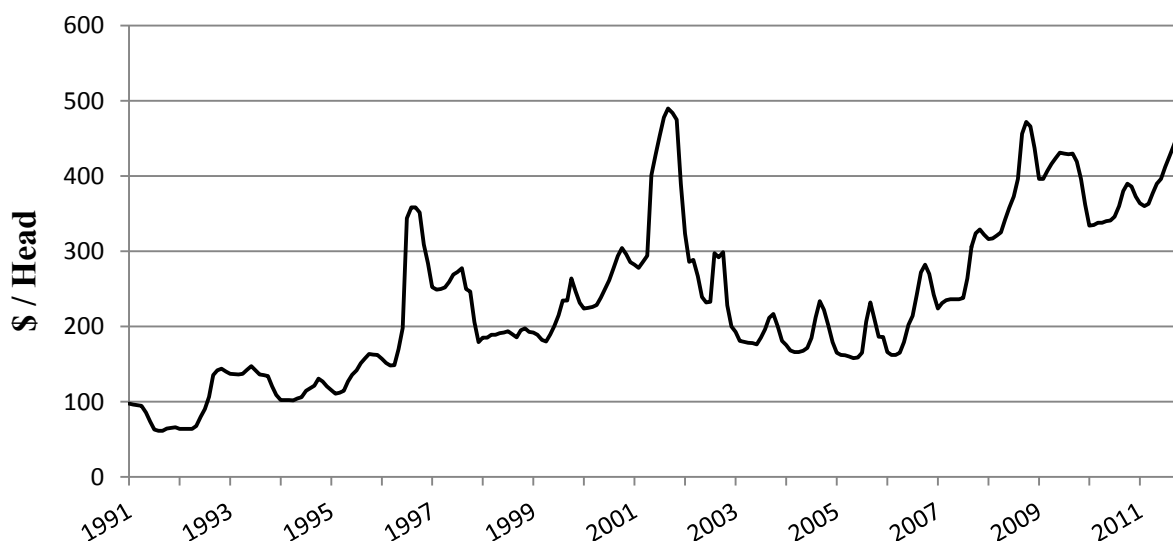
*Source: Deer Industry New Zealand*

**(iii) Average Schedule Price for AP Grade (60 kg stag) 1988 to December 2011.**



*Source: Lincoln University, "N.Z. Farmer" to April 2001, The Deer Farmer, Straight Furrow.*

**(iv) Average Schedule Price for AP Grade (45kg / 50kg hind) 1991 to December 2011.**



Weight changed from 45 to 50 kg in early 2002 and returned to 45kg at the end of 2003. From Dec 2005 weight changed to 50kg again. Prices are gross figures.

*Source: Lincoln University, "N.Z. Farmer" to 2001, The Deer Farmer, Straight Furrow.*

### 1.6.4 Deer Live Sales

Livestock prices vary markedly throughout the year and between districts.

Apart from breeding stags, prices will be very dependent on feed availability, freezing works capacity and schedules. Adult hinds 2 year upwards are quoted as being pregnancy tested – in fawn. Livestock prices for each season from 2007 to 2011 are shown below.

#### Red Deer

	\$/head				
	2007	2008	2009	2010	2011
Weaner hinds	100 to 120	140 to 160	180 to 200	200+	250+
Rising 2yr hinds	250 to 300	400 to 450	500 to 550	500 to 550	500 to 550
Mixed age hinds	280 to 350	475 to 500	540 to 580	500 to 550	525 to 575
CFA hinds*	230	350	450	450	475
Weaner stags	130 to 180	180 to 220	220 to 280	235 to 275	250 to 300
Rising 2yr stags	300 to 350	450+	600+	500+	600+
MA velveting stags	350 to 450	500+	700+	700+	800+
Breeding stags	2,500	2,700	3,000	3,000	3,000

\*cast for age

Weaner red deer can also be purchased on a per kilogram live weight basis.

	\$/kg live weight				
	2007	2008	2009	2010	2011
Weaner hinds	2.00 to 2.20	2.80 to 3.00	3.80 to 4.00	4+	4.25 to 4.50
Weaner stags	2.50 to 2.75	3.80 to 4.00	4.30 to 4.50	4.30+	4.50 to 5.00

#### Wapiti and Wapiti cross

	\$/head				
	2007	2008	2009	2010	2011
Weaner hinds	150	200	150	250+	270+
Rsg 2yr hinds	320	500	320	550+	575+
MA hinds	460	550	460	575+	600+
Weaner stags	180 to 200	225 to 250	275 to 300	275+	300+
Rsg 2yr stags	400	550	650+	650+	700+
MA velveting stags	450+	650	800+	800+	900+
Breeding stags	2,500	2,500	2,750	3000	3000

Source: PGG Wrightson.

### 1.6.5 Velvet

#### (i) Velvet Average Weighted Pool Prices by Grade (\$ per kg) Pools discontinued 2011

	2006/07	2007/08	2008/09
Super A	107 to 127	84 to 107	69 to 81
A 1 and 2	106 to 122	77 to 88	63 to 72
B 1 and 2	101 to 120	72 to 85	56 to 64
C 1 and 2	99 to 107	69 to 77	52 to 61
D 1 and 2	83 to 85	75 to 76	44 to 50
E	70 to 71	64 to 66	N/A
Manufacturing	14 to 111	11 to 98	9 to 90
Taiwan (1 - 3)	86 to 99	64 to 92	65 to 78

Spiker (1 - 3)	76 to 111	70 to 96	57 to 85
Regrowth	80 to 117	61 to 103	43 to 86
Overgrown	55 to 88	45 to 74	43 to 56
Damaged	78 to 105	56 to 73	44 to 61

These figures represent a range of prices paid over the November to January period in each season. Prices are net of *GIB/DINZ* Levy, handling/grading charges and commission.

*Source: Deer Industry New Zealand*

### **(ii) Seasonal Average Prices for Red Grade Velvet**

	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/11</b>
Average Weighted Pool Prices				
				(\$ per kg)
Super A	94.58	73.45	110.24	107.49
A	81.55	66.15	106.42	105.42
B	76.67	59.40	100.13	100.97
C	73.13	56.47	95.16	99.91
D	75.80	46.91	83.80	89.69
Taiwan	75.32	47.58	110.58	110.03
Spiker	79.17	72.75	98.14	105.02
Damaged	64.05	51.58	91.54	91.17
Manufacturing	52.87	47.29	69.68	81.69
Regrowth	84.09	65.84	83.43	86.27

*Source: Deer Industry NZ*

### **(iii) Wapiti Velvet Prices 2007/08 to 2010/11**

The following prices (\$ per kg) are from the South Island sales.

	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/11</b>
Supreme	131.60	91.08	130.00	109.27
EW1				
- long	94.75	71.69	N/A	97.65
- medium	105.00	71.12	N/A	97.65
- short	109.45	81.05	120.00	107.65
EW2				
- long	107.00	72.50	105.98	97.65
- medium	110.00	73.00	106.00	98.08
- short	90.17	74.37	N/A	107.65
EW3				
- long	98.01	71.50	105.00	96.72
- medium	98.25	71.50	105.00	97.19
- short	103.30	69.50	111.65	107.65
EW overgrown	84 to 110	49.00 to 73.00	71.00	84.00

*Source: Deer Industry NZ.*

### **1.6.6 T.B. Compensation**

No compensation is paid to farmers for deer classified as TB reactors.

## 1.7 GOAT PRODUCTION

### 1.7.1 Introduction

Production from goats is divided into three categories: Meat (chevon), milk and fibre. In conjunction with these, goats can be employed for weed control.

### 1.7.2 Goat Meat Prices (Chevon)

Schedule Prices - these prices are net of all charges, and are a guide only, subject to change. All prices are for December 2011.

*Hellabys: 8/11/11*

Weight Range	\$ per kg
0 – 5 kg	0.00
5.1 – 7 kg	3.85
7.1 – 20 kg	4.30
20.1 – 22 kg	2.90
22.1 – 25 kg	1.40
25kg and over	1.00

*Taylor Preston / C R Grace Ltd.: As at 03/12/11*

Grade	Weight range (kg)	Cents per kg
GA	Under 4.0	0
GL1	4.0 to 6.0	230
GL2	6.1 to 8.0	380
GM1	8.1 to 13.0	430
GM2	13.1 to 16.0	430
GX1	16.1 to 18.0	430
GH1	18.1 to 21.0	355
GHH1	21.1 to 23.0	280
GHHH	23.1 and over	280

Defects all weights - NIL. *Meat NZ* Levy 55c per head, *MAF* Inspection fee \$1.80 per head. Condemned charge \$9.90 per head. Payment of up to \$4.00 per head towards cartage.

*Crusader Meats NZ Ltd: 8/12/11*

Grade	Description	Weight	\$ per head
GL	Very Light	0 to 4 kg	0.00
GL	Very Light	4.1 to 6 kg	2.25
GL	Light	6.1 to 9 kg	3.60
GM	Medium	9.1 to 13 kg	4.20
GH	Heavy	13.1 to 18.9 kg	4.20
GV	Very Heavy	18.9 to 99.9	2.45
CL	Cutter Very Light	0 to 4 kg	0.00
CL	Cutter Very Light	4.1 to 6 kg	1.70
CL	Cutter Light	6.1 to 9 kg	1.70
CM	Cutter Medium	9.1 to 13 kg	1.70
CH	Cutter Heavy	13.1 to 18.9 kg	1.70
CV	Cutter Very Heavy	18.9 to 99.9 kg	1.70

Freight: will be paid by Crusader Meats. Johnes: Animals that have been vaccinated will be

paid at Cutter rates. Levies to be deducted per head (unless stated): MAF Inspection - \$1.79.  
C.Ovis - \$0.015. TOTAL = \$1.805

*Ovation New Zealand Ltd*

Weight kg	Grade	Nett \$ per kg
Under 6 kg		Nil
6 to 8.9	GL	3.50
9 to 11.9	GM1	3.60
12 to 14.9	GM2	3.90
15 to 17.9	GH	4.10
18.0 plus	GHH	3.70
Cutter up p 11.9	GC1	1.90
Cutter 12 plus	GC2	2.15

Prices paid before levies. There is no payment for less than 6kg. Goats must measure at least 600mm from base of neck to base of tail.

*Silver Fern Farms:*

North Is Goat Meat Schedule 3/04/11		
4.0 to 11.0 kg	GL	\$2.70/kg
11.1 to 18.0 kg	GM	\$3.70/kg
18.1 +	GH	\$1.80/kg

South Is Schedule 7/03/11		
Weight kg	Grade	Cents per kg
Under 4 kg	GA	Nil
4.0 to 11.0	GL	370
11.1 to 18.0	GM	370
18.1 and over	GH	270
4.0 to 11.0	GPL	50
11.1 to 18.0	GPM	50
18.1 and over	GPH	50

**1.7.3 Meat Prices Trends**

Prices are \$ / head.

	2006/07 Avg	2007/08	2008/09
15.0 kg carcass weight	42.86	44.66	41.85 to 44.66

Source: *Straight Furrow 2008, 2009*. No goat prices available in 2010 and 2011.

**1.7.4 Goat Milk**

Payment for milk for processing has ranged from \$12.60 - \$16.00 per kg (milksolids basis) from 2005/6 to 2010/11. Most milk is supplied to the Dairy Goat Co-operative (N.Z.) Ltd in Hamilton where it is converted to milk powder (mainly for export), UHT milk and specialized goat milk infant formula (powder). The industry is concentrated in the Waikato and Taranaki. The industry has enjoyed very strong growth in 2011 – 2012 and is seeking to grow its supplier base. In other regions, production is limited and returns to individual

producers vary widely, depending on local supply and demand.

### 1.7.5 Goat Fibre

#### (i) Mohair Sales

The following are the average pool prices (\$NZ per kg fleece) for mohair as at December in each year:

Grade	2006 / 07	2008	2009	2010/11	2011/12
A O Super Fine Kid (ASFK0)	\$30.00	\$32.00	\$38.00	\$32.00	\$30.00
A Super Fine Kid (ASFK1)	\$18.00	\$20.00	\$24.00	\$18.00	\$21.00
B Super Fine Kid (BSFK1)	\$9.00	\$10.00	\$12.00	\$15.00	\$18.00
A O Kid (AK0)	\$20.00	\$22.00	\$28.00	\$24.00	\$21.00
A Kid (AK1)	\$12.00	\$12.00	\$13.00	\$15.00	\$16.00
A 2nd Kid(AK2)discontinued	\$7.00			\$7.00	\$7.00
A O Young Goat (AYG0)	\$15.00	\$10.00	\$14.00	\$14.00	\$15

Grade	2005 /06	2006/07	2008	2009/10	2011/12
A Young Goat (AYG1)	\$10.00	-	\$7.00	\$10.00	\$11.00
A 2nd Young Goat (AYG2)	\$6.00	-	\$6.00	\$6.00	\$7.00
B O Kid (BK0)	\$7.00	\$10.00		\$16.00	\$18.00
B Kid (BK1)	\$7.00	\$10.00		\$15.00	\$10.00
B O Young Goat (BYG0)	\$6.00	\$10.00		\$14.00	\$15.00
B Young Goat (BYG1)	\$6.00	\$10.00	\$7.00	\$9.00	\$9.00
B 2nd Young Goat (BYG2)	\$3.00	-		\$7.00	\$9.00
A Xbred Young Goat (AXBYG)	\$3.00	\$4.50	\$5.00	\$5.00	\$6.00
A O Adult (AH0) = (FAH)	\$10.00	-	\$8.00	\$10.00	\$11.00
A Adult (AH1)	\$5.00	-		\$8.00	\$9.00
BO Adult (BH0)	\$4.00	-		\$8.00	\$9.00
B Adult (BH1)	\$4.00	-		7.00	\$8.00
A 2nd Adult (AH2)	\$4.00	-		\$7.00	\$8.00
Inferior (XXB3)	\$0.50	-		\$2.50	\$2.50
Stained Mohair (STN)	\$3.50	\$4.00	\$4.50	\$4.50	\$6.00
Heavily Stained Mohair (HSTN)	\$1.00	-	\$2.00	\$3.00	\$3.00
Cotted (COTT)	\$3.50	\$4.00		\$3.50	\$6.00
Coloured Mohair (COLMO)	\$0.00	-		\$4.00	\$4.00

Source: Ohuka Farms Ltd/ Mohair division

Prices are \$NZ per kg fleece. An international shortage of Mohair means that there are some good niche markets opening:

Grade	2012
A O Super Fine Kid (ASFK0)	\$30.00
A O Fine Kid (AFK0)	\$25.00
A O Kid (AK0)	\$21.00
A Kid (AK1)	\$15.00
B O Kid (BK0)	\$20.00
C Kid (CK)	\$11.00
A O Fine Young Goat (AFYG0)	\$18.00
A O Young Goat (AYG0),/	\$16.00



<b>Grade</b>	<b>2012</b>
B O Fine Young Goat(BFYG0)	\$16.00
B O Young Goat(BYG0)	\$13.50
A 1 Young Goat (AYG1)	\$11.00
B 1 Young Goat (BYG1)	\$10.00
C Young goat (CYG)	\$9.00
A O Fine Adult (AFH0)	\$11.00
B O Fine Adult (BH0)	\$10.50
A Strong Adult (ASH)	\$9.00
B 1 Strong Adult (BH1)	\$9.00
C Fine Adult (CFH)	\$5.00
X Bred Mohair (XBD)	\$5.00
Cotted (COTT)	\$8.00
Heavy Cotted (HCOTT)	\$5.00
Stained Mohair (STN)	\$8.00
Heavily Stained Mohair (HSTN)	\$6.00
Fine Locks (FLOX)	\$6.00
Locks (LOX)	\$4.00
VM (VEG)	\$2.00
Dag (DAG)	\$1.00

*Source: Mohair Pacific Ltd.*

### 1.7.6 Goat Livestock Sales

Typical prices from 2009 to 2011 are in the tables below.

Most sales now are direct between buyers and sellers and negotiated directly.

<b>Angora \$/head</b>		<b>Jan 2009</b>	<b>2010</b>	<b>2011</b>
<b>Does</b>				
NZ Angora two-tooth	Adults	60 to 180	60 to 180	120 to 200
NZ Angora mixed age				80 to 100
	Kids	40 to 140	40 to 140	80
<b>Bucks</b>				
NZ Angora two-tooth	Adults	200 to 600	200 to 600	300 to 1000
Wethers	Adults	20 to 45	20 to 45	40 to 60

Angora live sales depend on fleece length, which is harvested twice a year. The fleece can be worth up to \$50 each time so a sale could be \$20 - \$30 more if full fleeced.

<b>Boer \$/head</b>		<b>Jan 2009</b>	<b>2010</b>	<b>2011/12</b>
<b>Does</b>				
Boer Purebred	Adults	100 to 700	130	130
	Kids	80 to 450	-	-
Boer Crossbred	Adults	30 to 80	90 to 100	90 to 100
	Kids	20 to 40	-	-
<b>Bucks</b>				
Boer purebred (meat)		200 to 800	400	400
Wethers	Adults	30 to 50	110	130
	Kids	20 to 40	75	90

## 1.8 PIG PRODUCTION

### 1.8.1 Pig Meat Prices

Schedule prices vary markedly during the year. Weight ranges and payments are based on "on hooks", "hot" carcass weight, cents per kg. A typical schedule from May 2012 is presented here.

<b>CODES</b>	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>E</b>	<b>F</b>
Fat Measure	<b>under 35.0 kg</b>	<b>35.1 to 40.0 kg</b>	<b>40.1 to 45.0 kg</b>	<b>45.1 to 50.0 kg</b>	<b>50.1 to 55.0 kg</b>	<b>55.1 to 60.0 kg</b>
1 6 -9mm	310	350	350	350	350	330
2 10-12mm	310	350	350	350	350	330
3 13-15mm	180	180	180	180	220	295
4 16 -18mm	130	130	130	130	130	200
5 19 -21mm	130	130	130	130	130	130
6 22 -24mm	130	130	130	130	130	130
7 over24mm	130	130	130	130	130	130
Y grade	260	275	275	275	275	295

<b>CODES</b>	<b>G</b>	<b>H</b>	<b>I</b>	<b>J</b>	<b>K</b>	<b>L</b>
Fat Measure	<b>60.1 to 65.0kg</b>	<b>65.1 to 70kg</b>	<b>70.1 to 75.0kg</b>	<b>75.1 to 80.0kg</b>	<b>80.1 to 85.0kg</b>	<b>85.1 to 90.0kg</b>
1 6 -9mm	325	325	325	325	310	255
2 10 -12mm	325	325	325	325	310	255
3 13 - 15mm	295	295	295	295	280	225
4 16 - 18mm	200	200	200	195	195	195
5 19 - 21mm	140	140	140	135	135	135
6 22 - 24mm	130	130	130	125	125	125
7over 24mm	130	130	130	125	125	125
Y grade	295	295	295	295	270	220

Y grade = One carcass fault

Carcasses over 90kg are paid at chopper price, which is \$1.85/kg (head, skin and feet off).

Deductions (per pig):

<i>Pork Industry Board Levy</i>	\$4.50
<i>MAF Inspection Fees</i>	\$3.00
<i>MAF Pigcheck</i>	<u>\$0.18</u>
Total	<u>\$7.68</u>

## Regional Schedule Prices

	Auckland/Waikato \$/kg	Manawatu \$/kg	Canterbury \$/kg
Pork (D1)	3.40 to 3.70	3.30 to 3.60	3.35 to 3.45
Bacon (H2)	3.30 to 3.35	3.20 to 3.25	3.15 to 3.25
Choppers #	1.15 to 1.45	1.15 to 1.60	1.85

# The chopper price variations reflect differences in trading policy (whether inclusive or exclusive of heads, feet and skins).

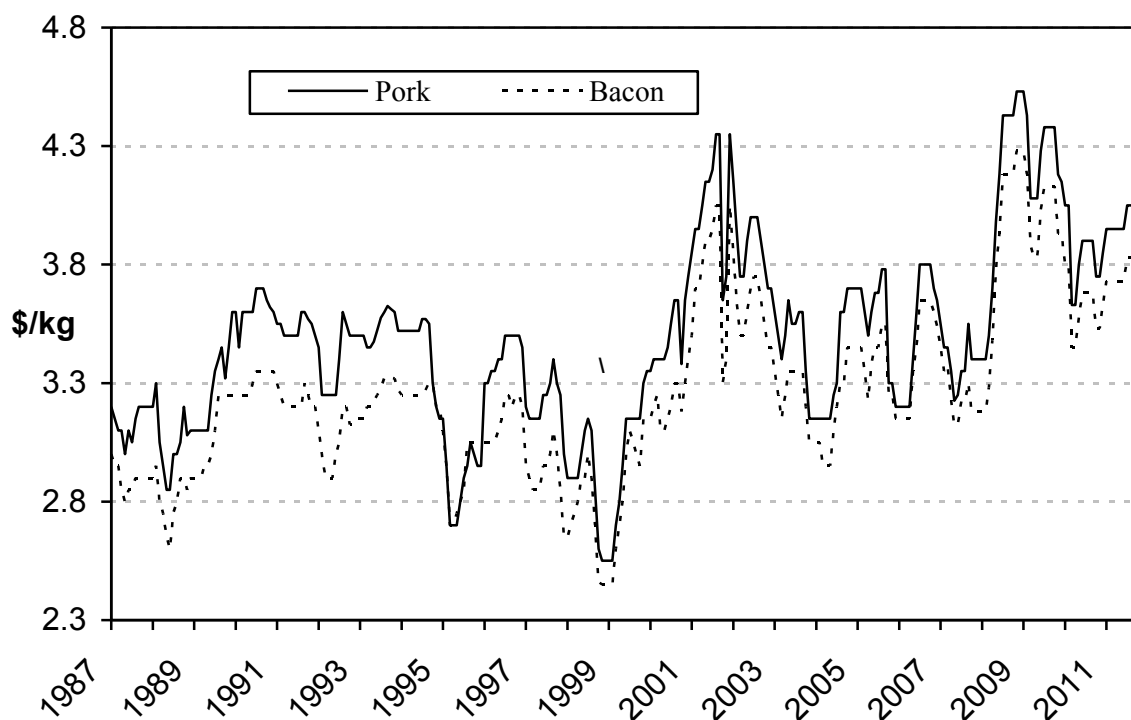
**Note:** Prices are quoted for the D1 schedule (45.1 to 50.0 kg weight range, 6 to 9 mm back fat) and the H2 schedule (65.1 to 70.0 kg carcass weight range, 10 to 12 mm back fat). Prices do not account for the volume or quality premiums, available from many buyers.

Source: *Pork Outlook*, May 2012.

### 1.8.2 Average Pigmeat Returns 1987 to 2011

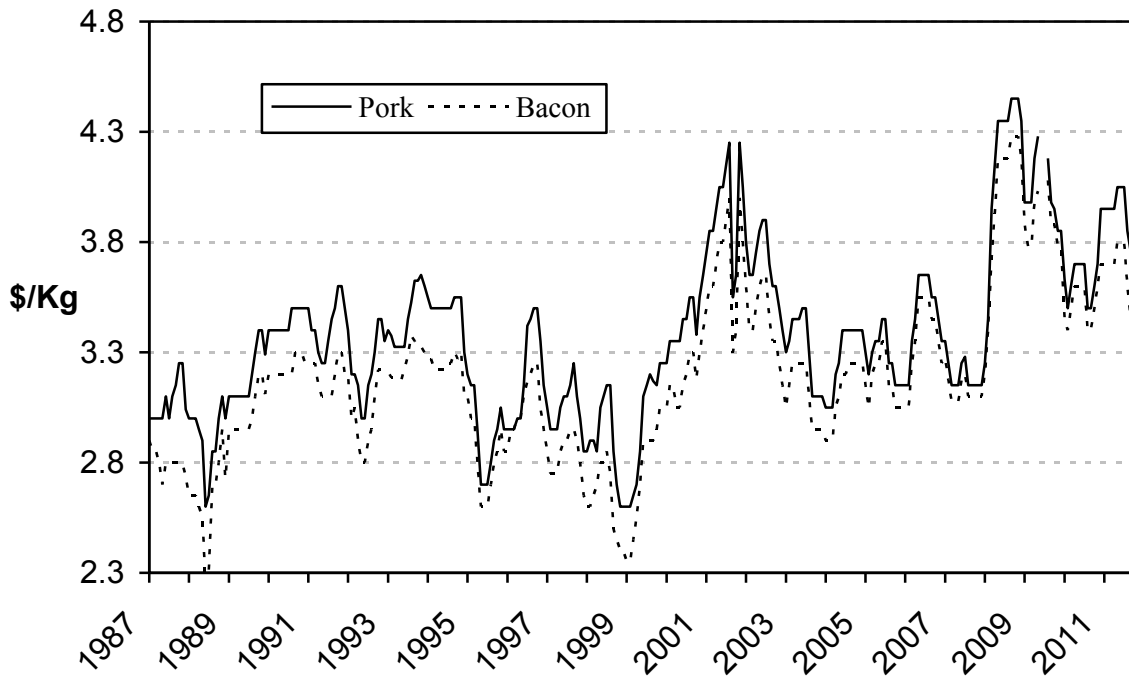
The following are average monthly return for pigs, on a per kg basis, sold in three regions from 1987 to 2011 (D1 Pork and H2 Bacon).

#### (i) Auckland / Waikato



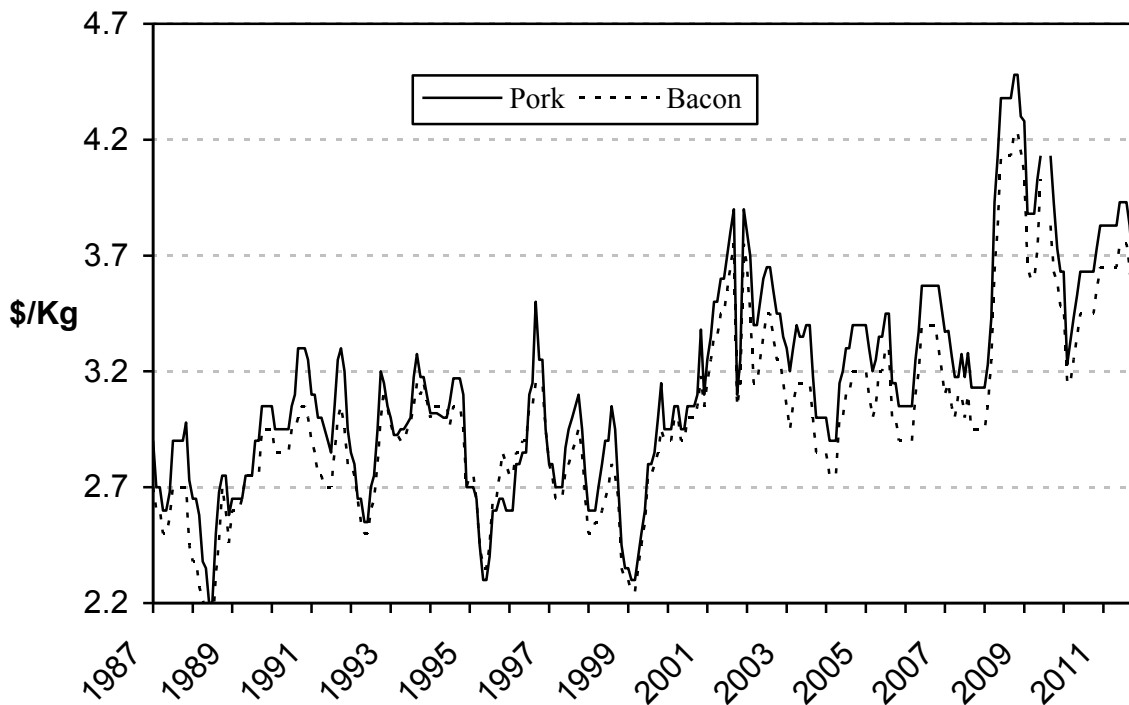
Source: *NZ Pork Industry Board*

**(ii) Manawatu**



Source: NZ Pork Industry Board

**(iii) Canterbury**



Source: NZ Pork Industry Board

### 1.8.3 Live Pig Price Trends

#### South Island

		<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/11</b>
		<b>\$ per head</b>	<b>\$ per head</b>	<b>\$ per head</b>	<b>\$ per head</b>
Weaners	- small	55 to 65	65 to 70	65 to 70	60 to 65
	- medium	65 to 70	70 to 75	70 to 75	65 to 70
	- large	70 to 75	75 to 80	75 to 80	70 to 75
Slips		75 to 80	80 to 90	80 to 90	75 to 85
Stores	- large	90 to 100	90 to 100	90 to 100	85 to 95
	- small	-	-	-	-
Porkers	- heavy	160 to 190	160 to 190	160 to 190	150 to 170
	- light	120 to 150	120 to 150	120 to 150	110 to 135
Bacon	- heavy	200 to 250	200 to 250	200 to 250	195 to 220
	- light	-	-	-	-
Sows		300 to 350	300 to 400	300 to 400	250 to 300
Choppers	- heavy	250 to 300	220 to 250	230 to 260	230 to 260
	- light	-	120 to 180	100 to 150	100 to 150
In Pig Sows		-	-	-	-

#### North Island

		<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
		<b>\$ per head</b>	<b>\$ per head</b>	<b>\$ per head</b>	<b>\$ per head</b>
Weaners	- small	50 to 80	80 to 100	55 to 70	50 to 80
	- medium	60 to 90	90 to 110	70 to 80	70 to 90
	- large	80 to 95	110 to 130	86 to 110	80 to 115
Slips		100 to 130	130 to 150		
Stores	- large	90 to 140	120 to 150		90 to 140
	- small	80 to 100	100 to 120		80 to 110
Porkers	- heavy	150 to 180	160 to 200		170 to 210
	- light	100 to 150	140 to 160	No data	120 to 160
Bacon	- heavy	170 to 200	220 to 250	supplied	180 to 240
	- light	170 to 200	190 to 210		150 to 190
Sows					
Choppers	- heavy	120 to 200	150 to 250		170 to 240
	- light	30 to 150	30 to 180		80 to 180
Mated Sows		180 to 350	180 to 420		100 to 400

The trend over most years shows a drop in prices from January to March, levelling through to August, and then increasing through to Christmas.

*Source: PGG Wrightson*

## 1.9 CAMELIDS

*Section provided by Alpaca and Llama Association of New Zealand.*

The alpaca market has essentially collapsed in New Zealand, with average prices on TradeMe running as low as \$50 each for young (yearling) intact males and geldings to \$300 or \$400 each for those from elite breeding lines (with proven fine fibre lineage).

Females which are registered in breeding societies can still fetch as much as \$2,000 or \$3,000, again depending on parentage. There are sellers who will market reasonable females, often outside of breeding society strictures, for as little as \$800 or \$900 each.

With this anticipated fall in prices, there has been a growth in the marketing of alpacas for meat for both human and pet consumption, sometimes for figures of \$25 each. The fleece market is also depressed. Good clean fleece still sells at \$25 per kilo weight but much fleece is essentially destroyed or sold for less if care has not been taken to keep it clean and if the fibre diameter is greater than 30 microns. Shearing costs by contractors are about \$25 per animal. Fleece production and utilization is still very much a cottage industry.

Notwithstanding the above, there are several elite breeders who export their female animals for figures in excess of \$10,000 per animal, sums that would never be realized in the New Zealand market, which is essentially over-supplied.

The market for llamas is still good since it pertains to the companion animal interest in New Zealand. Males and geldings sell at up to \$1,000 each. Good breeding females can go for \$3,000.

Surprisingly, one breeder has managed to establish a guanaco breeding herd in New Zealand (guanacos being the wild version of llamas in South America), resurrecting it from released zoo breeding stock. These exquisite animals are very rare and could command prices in the thousands of dollars but it remains to be seen how this will develop.

## 1.10 CROPS

### 1.10.1 Wheat

#### (i) Contract prices

##### Milling Wheat - South Island Contracts for 2012

Contracts delivered to *Goodman Fielder NZ Ltd.*

Protein %	\$ per tonne Premium: Domino, Conquest	\$ per tonne Milling: Sage, Torlesse, Saracen, Bakker Gold, Vanquest, Majestic	\$ per tonne Gristing: Amarok, Raffles.
12.8 +	465	450	425
12.6 – 12.7	465	449	425
12.4 – 12.5	463	448	425
12.2 – 12.3	461	447	425
12.0 – 12.1	459	446	425
11.8 – 11.9	457	445	425
11.6 – 11.7	455	444	425
11.4 – 11.5	453	443	425
11.2 – 11.3	451	442	425
11.0 – 11.1	450	441	425
10.9 & below		Option to purchase at contract price	

A storage increment of 10 cents per tonne per day is paid from 1st May in year of harvest.

At the request of the Breeders of milling wheat, a royalty charge on payment weight averaging \$3.50 plus GST per cultivar per tonne will be deducted by the mill and paid to the Breeder.

##### Purple Wheat - South Island Contracts

The contract price for Amethyst wheat delivered to *Goodman Fielder NZ Ltd* was \$480 per tonne for the 2012 harvest.

A storage increment of 10 cents per tonne per day is paid from 1st May 2012.

##### Soft Wheat - South Island Contracts

Contract price for wheat delivered to *Goodman Fielder NZ Ltd* in 2012 is as follows:

Falling Number

250 to 270           \$425 per tonne

Over 271            \$435 per tonne

A storage increment of 10 cents per tonne per day is paid from 1st May 2012

## **Milling Wheat - North Island Contracts for 2012**

**(Delivered to Christchurch) Goodman Fielder NZ Ltd**

<u>Protein %</u>	<u>\$ per tonne</u> Milling, Conquest, Sage, Torlesse, Saracen, Bakker Gold, Vanquish
13.2 and above	\$418
13.0 to 13.1	\$416
12.8 to 12.9	\$414
12.6 to 12.7	\$413
12.4 to 12.5	\$412
12.2 to 12.3	\$411
12.0 to 12.1	\$410
11.8 to 11.9	\$409
11.6 to 11.7	\$408
11.4 to 11.5	\$407
11.2 to 11.3	\$406
11.0 to 11.1	\$403
10.8 to 10.9	\$398
10.6 to 10.7	\$393
10.4 to 10.5	\$388
10.2 to 10.3	\$383
10.0 to 10.1	\$378

A storage increment of 10 cents per tonne per day is paid from 1 May 2012.

At the request of the Breeders of milling wheat, a royalty charge on payment weight averaging \$3.50 plus GST per cultivar per tonne, will be deducted by the mill and paid to the Breeder.

*PGG Wrightson: Milling wheat at 12% Protein*

	<u>Per tonne</u>
2008 / 2009	\$517.00
2009 / 2010	\$422.00
2010 / 2011	\$480.00
2011 / 2012	\$480.00

### **Feed Wheat**

*PGG Wrightson:*

	<u>Per tonne</u>
2003 / 2004	\$250.00
2005 / 2006	\$240.00
2007 / 2008	\$300.00
2008 /2009	\$450.00
2009 / 2010	\$340.00
2010 / 2011	\$400.00
2011 / 2012	\$400.00



## Seed Wheat

Seed crops will usually be based on milling or biscuit wheat contract prices with a premium of \$25 to \$40 per tonne (MD) over the milling price for 1st generation and for basic seed, if it meets specification.

Royalties may be payable on grain for seed. See *Section 2.10.11* for details.

## Biscuit Wheat

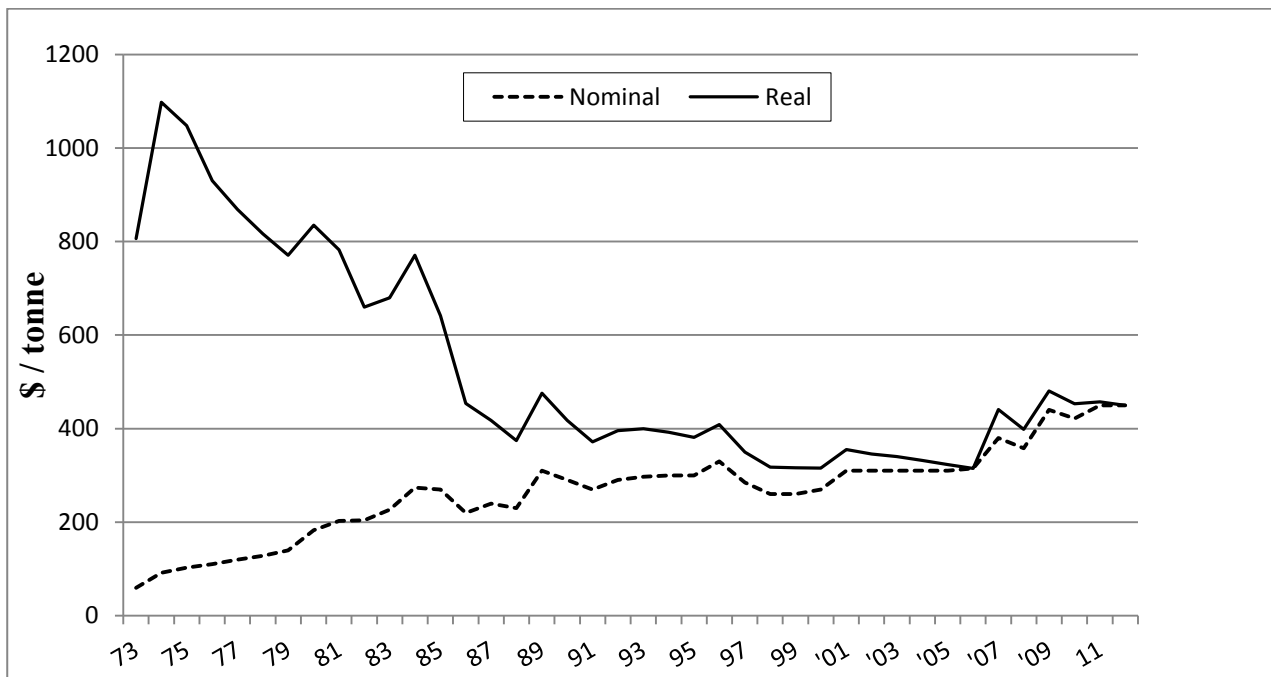
### PGG Wrightson: Greater than 10% Protein

	Per tonne
2008 / 2009	\$460.00
2009 / 2010	\$385.00
2010 / 2011	\$435.00
2011 / 2012	\$435.00

## (ii) Wheat Price Trends

### New Zealand Milling Wheat Prices 1973 to 2012 (Harvest Years)

The "Nominal" prices are the contract price paid to South Island growers at harvest in each year. The "Real" prices are based on the value of the \$NZ in December 2011 and are adjusted for inflation using C.P.I. figures, for each calendar year, as published by the *Reserve Bank of New Zealand*.



Source: *Lincoln University*.

## 1.10.2 Barley

### (i) 2012 Contract Prices:

#### Malting

*Malteurop New Zealand Ltd:* NI = Delivered to Marton SI = Delivered to Ashburton

North Island	Year	Price / tonne at 0% moisture	Price / tonne at 14%
	2004	\$354.65	\$305.00
	2006		\$310.00 at 13%
	2010	\$459.30	\$395.00
	2010/2011	\$441.00	\$380.00
	2011/2012	\$558.14	\$480.00
South Island	Year	Price / tonne at 0% moisture	Price / tonne at 13%
	2004	\$293.10	\$250.00
	2005	\$301.00	\$262.50
	2006	\$256.00	\$256.00
	2008	\$373.56	\$325.00
	2010	\$396.55	\$345.00
	2010/2011	\$385.06	\$335.00
	2011/2012	\$482.76	\$420.00

In the event of the company requiring the grower to store the barley, the company shall pay to the grower an increment of 5c per tonne per day from and including 1<sup>st</sup> April through to and including 31<sup>st</sup> December. For barley with a screening percentage greater than 5% a deduction of \$1 per tonne per percentage over and above 5% shall apply up to a maximum of 10% screenings. Barley delivered must conform to a varietal purity specification of 99% and a minimum germination of 95%.

Maximum allowances permitted:

Screenings (2.37mm 6A screen)	5%
Skinned and broken	5%
Growth splits	3%
Foreign matter (chaff, straw etc)	0.5%
Foreign seeds (wild oats, wheat etc)	10 seeds per 500g of barley
Protein (Nitrogen 2.00%)	12.5%
Moisture	14.0%

#### Feed Barley

*PGG Wrightson:*

	Contract price per tonne
2001 / 2002	\$220.00
2003	\$260.00
2004	\$230.00
2005	\$235.00
2007 / 2008	\$300.00
2008 /2009	\$400.00
2009 / 2010	\$260.00
2010 / 2011	\$380.00
2011 / 2012	\$380.00

## Seed

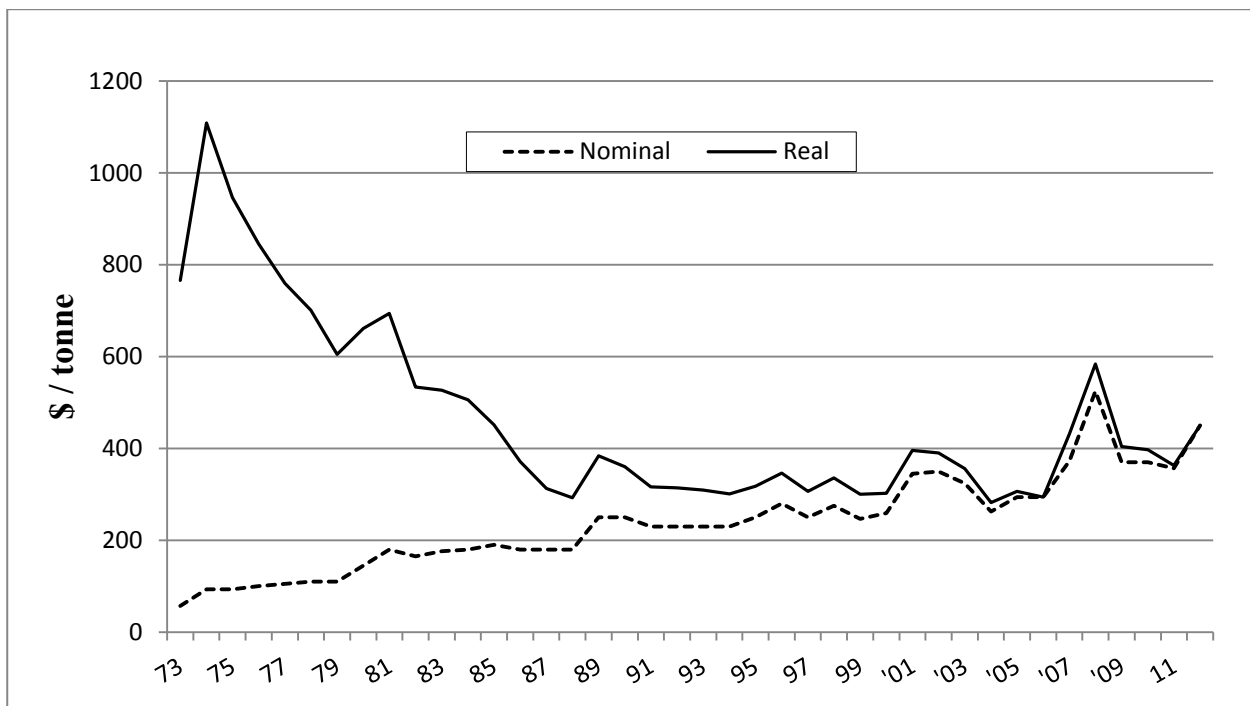
*Malteurop New Zealand Ltd* South Island seed contract price for 2012 is the same as the malting contract, plus a premium paid on the machine dressed (MD) weight as follows:

Breeders to basic	\$60 per tonne premium (MD)
Basic to first generation	\$55 per tonne premium (MD)
1 <sup>st</sup> to 2 <sup>nd</sup> generation	\$45 per tonne premium (MD)

### (ii) Barley Price Trends 1973 to 2012

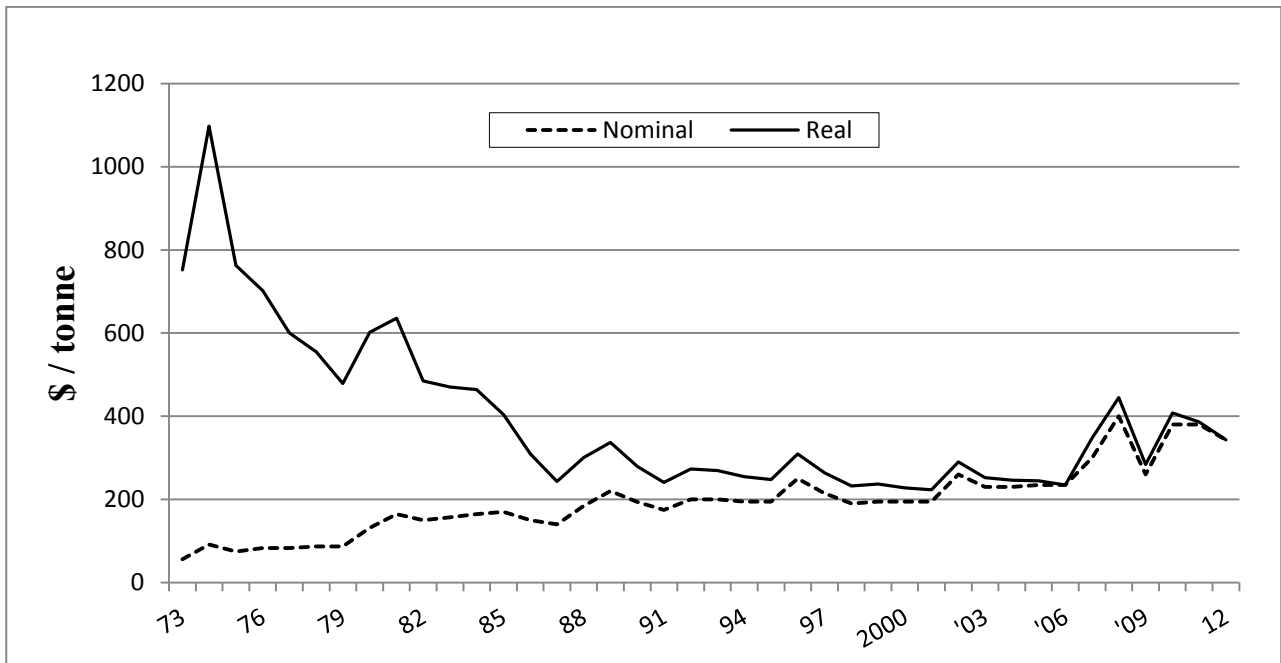
In the following two graphs the "Nominal" prices are the contract prices paid to South Island growers at harvest each year. The "Real" prices are based on the value of the \$NZ in December 2011, and are adjusted for inflation using C.P.I. figures for each calendar year, as published by the *Reserve Bank of New Zealand*.

#### N.Z. Malting Barley Prices 1973 to 2012 (Harvest Years):



Source: *Lincoln University*

**N.Z. Feed Barley Prices 1973 to 2012 (Harvest Years):**



Source: Lincoln University.

### 1.10.3 Oats / Oaten Hay

A South Island contract price delivered to Dunedin:

	Contract price per tonne
2005	\$293.00
2006	\$293.00
2007	\$293.00
2008	\$340.00
2009	\$500.00
2010	\$410.00
2011	approximate \$380.00
2012	\$460.00

The actual price payable is determined by reference to the Quality Index, deductions being made for high screening and low kernel weight.

Mid Canterbury Contracts.

*Cates Grain and Seed:*

	Contract price per tonne field dressed
2004	\$300.00
2005 / 2006	\$285.00 to \$290.00
2006 / 2007	\$290.00
2007 / 2008	\$320.00
2008 / 2009	\$500.00
2009 / 2010	\$430.00
2010 / 2011	\$430.00
2011 / 2012	\$360.00

*PGG Wrightson:*

	Contract price per tonne
2003	\$315.00
2004	\$290.00
2005	\$290.00
2007 / 2008	\$330.00
2008 / 2009	\$500.00
2009 / 2010	\$425.00
2010 / 2011	\$420.00
2011 / 2012	\$420.00

Delivered to the buyer's nominated consolidation points at Ashburton, Christchurch or Timaru.

No prices were available for oaten hay in 2012. However prices for oaten hay in the South Island as at January 2010 were \$5 for a conventional bale and \$50 for the medium squares (10-bale equivalent), down from the previous season. Prices will depend on the quality and colour. Oaten hay made currently would be a very small percentage of cereal hay made. There is a limited market for oaten hay, being very susceptible to vermin damage unless used within 3 to 4 months of baling.

## 1.10.4 Peas

### (i) Field Peas

Prices offered for peas in bulk, grown under contract, delivered:

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Maple Peas	\$600/t in 2011/12
	\$700/t in 2010/11
	\$700/t in 2009/10
	\$850/t in 2008/09
	\$500/t 2007/2008
	None contracted 2006/2007 or 2005/2006
	\$370/t 2004/2005
	\$370/t 2003/2004
Prussian Peas	\$550/t in 2011/12
	\$600/t in 2010/11
	\$600/t in 2009/10
	\$700/t in 2008/09
	\$450/t 2007/2008
	\$400/t 2006/2007
	\$350/t 2005/2006
	\$400/t 2004/2005
	\$380/t 2003/2004
Marrowfat Peas	Depending on colour, from \$500-\$800/t 2011/12
	Depending on colour, from \$800-\$1,000/t 2010/11
	Avg price as large price range on quality \$1,000/t in 2009/10
	\$1,100/t in 2008/09
	\$600 minimum /t (0-5% bleach) 2007/2008
	\$600/t (6-12% bleach) 2007/2008
	\$600/t (0-5% bleach) 2006/07
	\$600/t (6-12% bleach) 2006/07
	\$650/t (0-5% bleach) 2005/2006
	\$570/t (6-12% bleach) 2005/2006
	\$510/t (13-18% bleach) 2005/2006
	\$450/t (19-25% bleach) 2005/2006
	\$400/t (26-30% bleach) 2005/2006
	\$300/t (>30% bleach) 2005/2006
	\$520/t (0-5% bleach) 2004/2005
	\$520/t (6-12% bleach) 2004/2005
\$450/t (13-30% bleach) 2004/2005	
\$280/t (31+% bleach) 2004/2005	
\$680/t (0-5% bleach) 2003/2004	
\$600/t (6-12% bleach) 2003/2004	
\$520/t (13-30% bleach) 2003/2004	
\$330/t (>30% bleach) 2003/2004	
White Peas	\$480/t in 2011/12
	\$400/t in 2010/11
	\$500/t in 2009/10
	\$700/t in 2008/09
	\$400/t 2007/2008

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---

\$350/t 2006/2007  
 \$280/t 2005/2006  
 \$350/t 2004/2005  
 \$340/t 2003/2004

---

Pea payments are on a split payment basis (60% March / 40% July) or payment in full 20<sup>th</sup> April 2012.

*Source: Cates Grain and Seed.*

### Field Pea Price Trends in year of Harvest

	2009	2010	2011	2012
Prussian Peas	\$700	\$600	\$600	\$550
Rondo				
Maple	\$850	\$700	\$700	\$600
White	\$700	\$500	\$400	\$480
Marrowfat	\$1,100	\$1,000	\$1,000	\$800
Feed	\$500	\$400	\$400	\$400

### (ii) Garden Peas – Canterbury

	\$/tonne machine dressed		
	2009	2010	2011
Freezer varieties	\$1025	\$850	\$1000
Onwards	\$1025	\$1025	\$1025
Masseys	\$1025	\$1025	\$1025
Alderman	\$1125	-	-

### (iii) Feed Peas

*PGG Wrightson:*

	Contract \$/tonne
2005 / 2006	\$250.00
2007 / 2008	\$320.00
2008 / 2009	\$500.00
2009 / 2010	\$400.00
2010 / 2011	\$400.00
2011 / 2012	\$400.00

### 1.10.5 Maize/Maize Silage

#### (i) Maize

Grower Price per tonne at 14% moisture (net of FAR levy) \$/tonne

	Waikato/ King Country	Bay of Plenty	East Coast/ Gisborne	Manawatu/ Wairarapa
2012/13 forecast		\$400 across North Island		
2011/12		\$410 across North Island		
2010/11		\$406 across North Island		
2009/10		\$325 across North Island		
2008/09		From over \$400/t to no market - unsaleable		
2007/08 contract	\$325	-	-	-
2006/07 actual	\$245 to \$270 across all regions (contract price)			
2005/06 actual				
in paddock price	-	-	\$210 to \$230	-
Dryer price	\$275 to \$280	\$275 to \$280	\$235 to \$275	\$275
2004/05 actual				
in paddock price	-	-	-	-
Dryer price	\$275 to \$280	\$275 to \$280	-	\$275

#### (ii) Maize Silage

Sale price ranges (per kg DM) in paddock

	North Island	South Island
2012/13 forecast	23 cents / kg DM	
2011/12	24 cents / kg DM	
2010/11	21 cents / kg DM	
2009/10	20 cents / kg DM	
2009/10	16 to 22 cents / kg DM	
2008/09	10 to 30 cents / kg DM	
2007/08	+40 to <20cents / kg DM	
2006/07	14 to 15 cents / kg DM	18 to 20 cents / kg DM
2005/06	14 to 16 cents / kg DM	14 to 19cents / kg DM
2004/05	16 to 19 cents / kg DM	15 to 17 cents / kg DM

Note: These prices are indicators only. Prices vary between regions. The 2007/08 and 2008/09 prices have been extremely volatile for both grain and silage growers.

### 1.10.6 Ryecorn

*Cates Grain and Seed*: \$/tonne delivered

2002 / 2003	\$350.00
2003 / 2004	\$350.00
2004 / 2005	\$400.00
2005 / 2006	\$300.00
2006 / 2007	\$345.00
2007 / 2008	\$365.00
2008 / 2009	\$650.00
2009 / 2010	\$510.00
2010 / 2011	\$435.00
2011 / 2012	\$480.00



*Goodman Fielder NZ Ltd* was offering \$480 per tonne for Amilo ryecorn in 2012. A storage increment of 10 cents per tonne per day is paid from 1 May 2012.

### **1.10.7 Lentils**

*Cates Grain and Seed:*

	\$/tonne delivered
2002 / 2003	\$500 to \$550 red / \$600 to \$650 yellow
2003 / 2004	\$550.00
2004 / 2005	\$430.00
2005 / 2006	\$700.00
2006 / 2007	\$700.00
2007 / 2008	\$700.00
2008 / 2009	\$1,300.00
2009 / 2010	\$1,300.00
2010 / 2011	\$1,300.00
2011 / 2012	\$1,500.00

### **1.10.8 Triticale**

*Cates Grain and Seed:*

	\$/tonne delivered
2002 / 2003	\$280.00
2003 / 2004	\$280.00
2004 / 2005	\$250.00
2005 / 2006	\$230.00
2006 / 2007	\$260.00
2007 / 2008	\$280.00
2008 / 2009	\$450.00
2009 / 2010	\$330.00
2010 / 2011	\$380.00
2011 / 2012	\$390.00

### **1.10.9 Lupins**

	\$/tonne
2005 / 2006	\$650.00 to \$670.00 (machine dressed)
2006 / 2007	\$650.00 to \$700.00 (machine dressed)
2007 / 2008	\$800.00 to \$850.00 (field dressed)
2008 / 2009	\$850.00 to \$900.00 (field dressed)
2009 / 2010	\$850.00 to \$900.00 (field dressed)
2010 / 2011	\$850.00 to \$900.00 (field dressed)
2011 / 2012	\$850.00 to \$900.00 (field dressed)

*Stevens Seeds Ltd:* (Hamburg PVR white lupins)

	\$/tonne field dressed
2006 / 2007	\$400.00
2007 / 2008	\$500.00
2008 / 2009	\$700.00
2009 / 2010	\$700.00
2012 / 2013	\$500.00

### 1.10.10 Linseed

#### *Cates Grain and Seed:*

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	\$/tonne delivered
2002 / 2003	\$580.00
2003 / 2004	\$580.00
2004 / 2005	\$550.00
2005 / 2006	\$580.00
2006 / 2007	\$620.00
2007 / 2008	\$700.00
2008 / 2009	\$1,100.00
2009 / 2010	\$800.00
2010 / 2011	\$800.00
2011 / 2012	\$730.00

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### 1.10.11 Evening Primrose

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	\$/kg
2005 and 2006	None was grown
2007	\$3.00
2008	No contracts were offered
2009	\$4.00
2010	No contracts were offered
2011	A limited area was contracted at \$4.10

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### 1.10.12 Borage

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	\$/kg
2000 / 01 and 2001 / 02	\$6.00
2002 / 2003	\$6.10
During these intervening years no data has been available	
2006 / 2007	\$7.20
2007 / 2008	\$7.40
2009 to 2012	No contract borage has been grown

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### 1.10.13 Oilseed Rape / Canola

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	\$/tonne dressed
Oilseed Rape	
2007 / 2008	\$400.00 to \$500.00
2007 / 2008	Crushed for bio-diesel \$550.00
Hybrid Canola	
2007 / 2008	\$2,150.00
2008 / 2009	\$3,150.00
2010 to 2012	No contracts given

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*Biodiesel NZ*

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2012/13	\$700/tonne delivered, field dressed. Freight 50% for Southland	NI price \$675/tonne field dressed, delivered to Fielding Manawatu. Price includes some transport assistance
2011/12	\$770/tonne. Freight 50% for Southland	North Is \$725/tonne. Price includes some transport assistance
2010/11	\$600/tonne field dressed. Paid half transport to plant	
2009/10	\$700/tonne, field dressed. Paid half transport to plant	

---

## 1.11 Small Seeds

The price paid for small seeds, is based on machine dressed weight, which depends on the purity of the seed line. Prices are variable and depend on the region and season. The following prices for 2012 are for first generation certified seed, minimum 99% purity / 90 % germination. Prices given are base payments, which are supplemented in some cases by later payments.

### 1.11.1 Pasture Grasses

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	<b>\$/kg</b>
<b>Ryegrasses</b>	
Italian – All proprietary cultivars	1.90
Hybrid – All proprietary cultivars	2.00
Perennial – All proprietary cultivars	2.20
Perennial –Tetraploids	2.20
Grasslands Nui	1.80
Grasslands Ruanui	1.50
Grasslands Manawa	2.00
Grasslands Moata	1.50
Grasslands Tama	1.70
Italian	1.40

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<b>Cocksfoot</b>	
All proprietary cultivars	4.50
<b>Fescues</b>	
All proprietary forage cultivars	4.75
<b>Bromus (Prairie Grass)</b>	2.65
<b>Crested Dogtail</b>	4.50
<b>Yorkshire Fog</b>	8.00

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### 1.11.2 Turf / Amenity Species

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	<b>\$/kg</b>
Turf perennial ryegrass	2.00
Browntop proprietaries	10.00
Yarrow	12.00
Turf Fescues	3.50
Tall Fescue	3.00

---

### 1.11.3 Legumes

<b>(i) White Clover</b>	<b>\$/kg</b>
Proprietary White Clover (depending on leaf size)	5.00 to 6.50
Grasslands Huia	4.50
Uncertified	3.50
<b>(ii) Red Clover</b>	
Grasslands Pawera	7.50
Uncertified	5.00
<b>(iii) Lucerne</b>	9.00 to 10.00
<b>(iv) Lotus</b>	14.00

#### 1.11.4 Forage Herbs

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	<b>\$/kg</b>
Chicory proprietary cultivars	10.00
Plantain proprietary cultivars	3.50

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#### 1.11.5 Forage Brassicas

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	<b>\$/kg</b>
Kale	3.60
Swedes	2.40
Turnips	2.20
Forage Rape	2.00

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*Source: New Zealand Grain and Seed Trade Association Inc.*

## 1.12 FRUIT PRODUCTION

### 1.12.1 Fruit Prices - General

The prices paid to growers for fruit vary markedly (sometimes by several hundred percent) both within and between seasons and between districts. They are seasonal, vary daily and are very much dependent on climate and its subsequent effects on both availability and quality of fruit offered.

The location of the property in relation to population centres and the amount of produce that an individual producer provides over the course of a season also influences prices received. Whether the produce is for local consumption or for export is another major influence for a range of fruit. Labour costs and availability, affect grower decisions regarding harvest. Picking costs for low value local markets may mean some fruit is not harvested.

Wholesale prices paid at auction and details of contracts for process fruit, particularly that which is grown organically, is generally confidential and in many cases is negotiated with growers on an individual basis. Again, prices vary markedly with district and season.

### 1.12.2 Apples

#### (i) Export

Hawke's Bay Apple Export Returns - \$/tray carton equivalent (TCE - 18.5kg)

	2009	2010	2011 budget
Braeburn	\$16.00	\$17.15	\$18.00
Fuji	\$25.60	\$26.20	\$23.00
Granny Smith	\$20.80	\$22.45	\$21.00
Jazz	\$21.65	\$21.85	\$19.50
Pacific Beauty	\$33.00	\$27.30	\$26.00
Pacific Queen	\$35.80	\$30.75	\$31.00
Pacific Rose	\$29.70	\$28.45	\$30.20
Pink Lady	\$24.00	\$22.45	\$21.00
Royal Gala	\$20.80	\$22.00	\$20.00

Source: MAF Horticulture and Arable Monitoring Report 2011

Nelson Apple Export Returns ( \$/TCE )

	2009	2010	2011 budget
Braeburn	\$16.20	\$18.70	\$19.00
Royal Gala	\$19.50	\$21.30	\$20.00
Jazz*	\$21.50	\$21.25	\$19.50
Pink Lady*	-	\$22.15	\$22.00
Fuji	-	\$22.10	\$22.65
Cox Orange	\$23.00	\$22.85	\$23.15
Other apples	\$17.60	\$24.40	\$25.95

\* Included with Other Apples in previous years

Source: MAF Horticulture and Arable Monitoring Report 2011

#### (ii) Local Market Price

	Hawkes Bay non-export \$/TCE		Nelson non-export \$/TCE	
	2010 actual	2011 budget	2010 actual	2011 budget
Braeburn	\$1.25	\$2.50	\$2.90	\$3.05
Royal Gala	\$1.75	\$2.05	\$1.75	\$2.20

Jazz	\$1.95	\$0.45	\$0.90	\$0.90
Pink Lady	\$1.30	\$0.65	\$0.95	\$0.90
Cox Orange	-	-	\$1.65	\$1.55
Fuji	\$0.90	\$0.80	\$1.65	\$1.10
Other Apples			\$2.65	\$1.50
Granny Smith	\$2.30	\$3.00	-	-
Pacific Beauty	\$3.60	\$5.40	-	-
Pacific Queen	\$9.50	\$2.85	-	-
Pacific Rose	\$5.10	\$5.65	-	-

*Source: MAF Horticulture and Arable Monitoring Report 2011*

### 1.12.3 Avocados

#### (i) Local Market

	\$/kg at first point of sale, incl processing
2006 / 2007	\$2.82
2007 / 2008	\$1.33
2008 / 2009	\$2.50
2010 / 2011	\$3.94
2011 / 2012	\$1.95

*Source: New Zealand Avocado Growers Association.*

#### (ii) Export Market

	FOB value for export prices \$/kg
2006 / 2007	\$5.16
2007 / 2008	\$3.33
2008 / 2009	\$4.15
2010 / 2011	\$4.80
2011 / 2012	\$3.94

*Source: New Zealand Avocado Growers Association.*

### 1.12.4 Berryfruit

#### (i) Strawberries - No data available in 2012

Returns to growers for both local and export markets for 2008/09 were approximately \$4.07 per kg, \$4.18 per kg in 2007/08 and \$4.25 per kg in 2006/07.

Export prices FOB were \$7.91 per kg for 2008/09, \$6.79 per kg in 2007/08 and \$5.98 per kg for the 2006/07 season. In 2003/04, returns were approximately \$6 per kg compared with \$5.00 per kg for the 2002/2003 and 2001/2002 seasons.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

#### (ii) Blueberries - No data available in 2012

Returns to growers for local market and exported fresh blueberries in the 2008/09 season were approximately \$9.67 per kg, \$9.30 per kg in 2007/08, and in 2006/07 were \$10.34 per kg. In 2003/04 they averaged \$13 per kg, down from \$14.80 per kg for the 2002/2003 season. In 2001/2002 the price was \$14 per kg.

Export values FOB for 2008/09 were \$19.04 per kg, \$16.62 per kg in 2007/08 and \$17.65

per kg in 2006/07.

Frozen blueberries returns to growers for local and export markets for the 2008/09 season were approximately \$4 per kg, \$7 per kg in 2007/08 and 2006/07, \$5.30 in 2005/06 and \$4.80 in the 2003/04 season. This was similar to the \$4.50 per kg paid in 2001/2002, unchanged from the previous season.

Export prices were lower due to high stocks of frozen blueberries. In 2008/09 prices were FOB \$8 per kg, \$7.86 in 2007/08 and \$6.70 in 2006/07.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

**(iii) Blackcurrants** - No data available in 2012

Growers received returns in the region of \$1.24 per kg for local and export markets in the 2008/09 and 2007/08 and 2006/07 seasons, up from \$1 per kg in the 2005/06 and 2004/05 seasons. No prices were available for the 2003/04 season. Prices for the 2001/2002 season were \$1.75 per kg, unchanged from the previous season.

Export prices FOB for 2008/09 were \$8.22 per kg, \$6.89 in 2007/08 and \$7.75 in 2006/07.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

**(iv) Boysenberries** - No data available in 2012

Returns to growers for local and export markets for 2008/09 were approximately \$1.77 per kg, \$2.16 per kg in 2007/08 and \$2.01 per kg in 2006/07 and 2005/06.

Export prices FOB were \$4.04 per kg for 2008/09, \$5.14 per kg in 2007/08 and \$4.41 per kg for the 2006/07 season.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

### 1.12.5 Citrus

**(i) Grapefruit** - No data available in 2012

No information was available in 2008 or 2009

Orchard gate returns for 2005/06 were 40 cents per kg, unchanged from 2004/05, with 45 cents per kg in 2003/04.

**(ii) Lemons** - No data available in 2012

Returns to growers for local and export markets for 2008/09 and 2007/08 were approximately \$1.05 per kg, and \$1.08 per kg in 2006/07.

Export prices FOB were \$1.88 per kg for 2008/09, \$2.27 per kg in 2007/08 and \$2.05 per kg for the 2006/07 season.

**(iii) Mandarins** - No data available in 2012

Returns to growers for local and export markets for 2008/09 and 2007/08 were approximately \$1.15 per kg, and \$1.12 per kg in 2006/07.

Export prices FOB were \$3.85 per kg for 2008/09, \$3.21 per kg in 2007/08 and \$3.00 per kg for the 2006/07 season.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

**(iv) Oranges**

No information has been available since 2007

Orchard gate returns for the 2005/06 season were 35 cents per kg, down from the 45 cents



per kg in the 2004/05 and 2003/04 seasons. 2002/2003 prices averaged 50 cents per kg.

### **(v) Tangelos**

No information has been available since 2007. The orchard gate returns for 2005/06 were 40cents per kg, up slightly from the 2004/05 price of 38c per kg, but down from 45c per kg in 2003/04.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

## **1.12.6 Feijoa**

### **(i) Local Market.**

Fresh fruit sales total about 500 tonnes annually. Demand for large sized premium grade fruit is increasing. This is largely due to marketing and promotional initiatives of the *Feijoa Growers Association*. In recent years wholesale prices (exclusive of GST) for premium grade fruit have been:

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Large (90+g)	\$5 per kg in March and early April, falling to \$1.5 per kg in the peak of the season, in early May.
Medium (65 to 90g)	\$4 per kg in March and early April, falling to \$1 per kg in the peak of the season, in early May.
Small	Prices can be good early in the season with \$3, but fall away quickly to around 50c to 90c per kg.

---

Prices for mediocre and poor fruit are normally much less.

### **(ii) Export**

Fresh fruit sales total about 5 to 10 tonnes annually. Most goes to North America and Australia where the main demand is for medium sized fruit. Prices paid to growers varied from \$22 per tray early in the season to \$18 to \$20 per tray mid-season. Tray weights range from around 2.4 kg for small fruit (39 count) to a little over 3 kg for (23 count) large fruit.

### **(iii) Processing**

Processed volumes are steadily increasing and last year totalled about 450 tonnes. Most of the fruit goes into blended juices and wines. Prices received by growers (at the gate prices) vary from around \$1.30 to \$.70 per kg depending on the processor purchasing the fruit and the willingness for the grower to supply in the lower price range.

*2010/11 Source: Tim Harper – President, NZFGA.*

## 1.12.7 Grapes

### Bulk Grapes for Wine Production

Average Grape Prices \$/tonne (23/9/2010)

Variety	Auckland	Gisborne	Hawkes Bay	Wairarapa / Wellington	Marlborough	Nelson	Waipara	Canterbury	Central Otago	Avg NZ
Breidecker					\$1,000					\$1,000
Cabernet Franc	\$3,457		\$1,765	\$500						\$1,757
Cabernet Sauvignon			\$2,020	\$1,388	\$1,400					\$1,964
Chardonnay - All other clones	\$2,401	\$642	\$1,213	\$1,903	\$1,435	\$787	\$1,300		\$2,560	\$1,070
Chardonnay - Clones 4 & 5	\$1,825	\$1,250	\$913	\$1,800	\$1,650				\$1,500	\$1,160
Chardonnay - Mendoza & Clone 15	\$2,244	\$798	\$1,233	\$3,000	\$1,579	\$1,292				\$1,094
Chenin Blanc			\$2,031							\$2,031
Gewurztraminer		\$1,411	\$1,688		\$1,736	\$1,625	\$1,588		\$2,474	\$1,562
Kolor					\$2,200					\$2,200
Malbec	\$5,010	\$1,553	\$1,719		\$3,195					\$1,725
Merlot	\$3,526	\$1,312	\$1,619		\$1,477					\$1,570
Montepulciano					\$2,851					\$2,851
Muller Thurgau		\$504								\$504
Muscat Varieties		\$511								\$511
Pinot Blanc					\$1,567	\$1,100				\$1,208
Pinot Gris	\$2,223	\$1,118	\$1,333	\$2,513	\$1,506	\$1,488	\$1,144		\$2,609	\$1,409
Pinot Meunier					\$2,107				\$2,998	\$2,241
Pinot Noir - Sparkling Wine		\$503	\$521		\$1,669				\$2,199	\$825
Pinot Noir - Table Wine	\$2,009	\$503	\$1,760	\$3,189	\$2,732	\$1,893	\$2,328	\$2,298	\$3,126	\$2,754
Pinotage	\$500	\$965								\$963
Reichensteiner		\$617			\$1,650					\$681
Riesling		\$900	\$1,285	\$1,728	\$1,646	\$1,133	\$1,502		\$2,394	\$1,633
Sauvignon Blanc		\$818	\$1,024	\$1,469	\$1,215	\$1,096	\$806	\$1,295	\$2,281	\$1,195
Semillon		\$656	\$1,113		\$1,004	\$1,000				\$944
Syrah	\$2,575	\$1,338	\$2,283	\$3,860	\$1,844	\$2,161	\$2,600			\$2,262
Tempranillo		\$901								\$901
Viognier	\$2,000	\$1,648	\$1,982		\$1,285					\$1,691
All Other Reds	\$2,500		\$1,475						\$3,602	\$2,045
All Other Whites		\$1,577	\$1,985		\$2,159				\$2,397	\$1,701
<b>TOTAL/AVERAGE</b>	<b>\$2,322</b>	<b>\$827</b>	<b>\$1,285</b>	<b>\$2,186</b>	<b>\$1,310</b>	<b>\$1,234</b>	<b>\$1,046</b>	<b>\$1,320</b>	<b>\$3,003</b>	<b>\$1,293</b>

Vintage 2011: Average Grape Prices \$/tonne - All grapes (7/10/11)

Variety	Auckland	Gisborne	Hawkes Bay	Wairarapa	Marlborough	Nelson	Waipara	C'bury	C. Otago	Avg NZ
Albanys Surprise					\$2,800					\$2,800
Arneis		\$1,592	\$2,000		\$2,009					\$1,768
Breidecker					\$1,000					\$1,000
Cabernet Franc	\$2,542		\$1,975							\$1,982
Cabernet Sauvignon			\$1,985							\$1,985
Chardonnay - All other clones	\$1,873	\$785	\$1,214	\$2,029	\$1,507	\$897	\$1,335		\$2,659	\$1,122
Chardonnay - Clones 4 & 5	\$1,500	\$725	\$867		\$1,200	\$1,200				\$878
Chardonnay - Mendoza & Clone 15	\$1,886	\$821	\$1,020	\$2,138	\$1,494	\$1,462			\$2,194	\$1,041
Chardonnay - Mendoza					\$1,487					\$1,487
Chardonnay - Clone 15					\$1,481	\$1,400				\$1,456
Chenin Blanc			\$2,133		\$2,399	\$1,000				\$2,093
Gewurztraminer		\$1,161	\$1,596	\$2,000	\$1,527	\$1,416	\$1,689		\$2,379	\$1,361
Gruner Veltliner		\$1,700			\$1,668					\$1,670
Kolor					\$2,000					\$2,000
Malbec	\$6,708	\$1,686	\$1,989							\$1,979
Merlot	\$3,141	\$1,340	\$1,545		\$1,738					\$1,517
Montepulciano					\$2,551	\$2,700				\$2,611
Muller Thurgau		\$500								\$500
Muscat Varieties		\$519								\$519
Petit Syrah			\$1,370							\$1,370
Pinot Blanc					\$2,052				\$2,759	\$2,124
Pinot Gris	\$1,933	\$1,118	\$1,200	\$2,314	\$1,368	\$1,328	\$1,343		\$2,429	\$1,306
Pinot Meunier			\$850		\$1,800				\$3,001	\$979
Pinot Noir - Sparkling Wine		\$714	\$510		\$1,961					\$823
Pinot Noir - Table Wine	\$1,550	\$669	\$1,094	\$3,009	\$2,587	\$1,834	\$2,472	\$2,601	\$2,917	\$2,429
Pinotage		\$977	\$2,984							\$1,001
Reichensteiner		\$500				\$1,500				\$599
Riesling		\$1,000	\$1,049	\$1,880	\$1,565	\$1,024	\$496		\$2,254	\$994
Petit Verdot			\$1,321							\$1,321
Sangiovese					\$2,575					\$2,575
Sauvignon Blanc		\$926	\$1,038	\$1,430	\$1,158	\$1,008	\$1,142	\$1,217	\$2,251	\$1,151
Semillon		\$985	\$1,176		\$1,024					\$1,065
Syrah	\$2,009		\$2,068	\$3,079	\$3,020	\$1,927			\$3,200	\$2,098
Tempranillo			\$2,394							\$2,394
Verdelho					\$1,097					\$1,097
Viognier	\$1,800	\$1,215	\$1,753		\$1,312	\$1,602			\$2,400	\$1,348
All Other Reds	\$1,500		\$3,063						\$3,600	\$3,324
All Other Whites	\$1,499	\$2,250								\$1,553
<b>TOTAL/AVERAGE</b>	<b>\$1,892</b>	<b>\$894</b>	<b>\$1,203</b>	<b>\$2,143</b>	<b>\$1,248</b>	<b>\$1,161</b>	<b>\$1,001</b>	<b>\$1,276</b>	<b>\$2,827</b>	<b>\$1,239</b>

## 1.12.8 Kiwifruit

### (i) Export Returns (per tray)

	03/04	04/05	05/06	06/07	07/08	08/09	09/10	10/11
Gross Returns	\$8.99	\$7.59	\$6.82	\$8.07	\$6.93	\$7.76	\$8.32	\$8.68
Orchard gate returns	\$6.61	\$4.60	\$3.90	\$4.39	\$3.46	\$4.13	\$4.65	\$5.28

Source: Zespri International.

### (ii) Progress Payments for 2010/2011 compared with the previous season

Pattern of progress payments is for the average grower of Class 1 ZESPRI™ GREEN Kiwifruit.

		\$/tray 2009/10	\$/tray 2010/11
	Orchard gate returns per tray (green only)	3.70	4.21
	Submit Price (incl materials and packing)	2.25	2.25
Progress Payments			
Month	July	0.40	0.48
	August	0.20	0.30
	September	0.21	0.19
	October	0.16	0.17
	November	0.24	0.22
	December / January	0.40	0.25
	February	0.09	0.10
	March	0.09	0.11
	April	0.04	0.05
	May	0.17	0.15
	STP payment	-	-
	Kiwistart	0.37	0.34
	Taste ZESPRI™	1.10	1.46
	Low Pest	-	-
	OK Korean	0.12	0.09
	Pack	0.21	0.22
	Time	0.95	0.94
	Loyalty premium	0.15	0.25
	<b>Total available for distribution to growers</b>	<b>7.15</b>	<b>7.56</b>

**Note:** Amounts are for ZESPRI™ GREEN Kiwifruit (Class 1) only.

Source: Zespri International.

### (iii) Organic Kiwifruit prices

Class 1 Green Organic

		\$/tray 2009/10	\$/tray 2010/11
	Orchard gate returns per tray	5.67	6.07
	Submit Price (including materials and packing)	2.25	2.25
Progress Payments			

Month	July	0.35	0.29
	August	0.47	0.46
	September	0.56	0.50
	October	0.36	0.25
	November	0.14	0.16
	December / January	0.34	0.55
	February	0.40	0.40
	March	0.20	0.20
	April	0.30	0.05
	May	0.18	0.20
	STP Payment	-	-
	Kiwistart	0.50	0.46
	Taste ZESPRI™	1.83	2.41
	Low Pest	-	-
	OK Korean	0.12	0.12
	Pack	0.15	0.16
	Time	0.81	0.62
	Loyalty premium	0.15	0.25
<b>Total available for distribution to growers</b>		<b>9.11</b>	<b>9.33</b>

*Source: Zespri International*

**(iv) Gold Kiwifruit prices**

		<b>\$/tray</b>	<b>\$/tray</b>
		<b>2009/10</b>	<b>2010/11</b>
Orchard gate returns per tray		7.73	8.89
Submit Price (including materials and packing)		2.80	2.80
<b>Progress Payments</b>			
Month	July	0.73	0.52
	August	0.40	0.45
	September	0.34	0.91
	October	0.18	0.30
	November	0.47	0.31
	December / January	0.37	0.20
	February	0.13	0.21
	March	0.23	0.25
	April	0.04	0.05
	May	0.17	0.12
	STP Payment	-	-
	Kiwistart	0.83	1.05
	Taste ZESPRI™	3.12	3.71
	Low Pest	-	-
	OK Korean	0.28	0.22
	Pack	0.83	0.81
	Time	1.18	0.70
	Loyalty premium	0.15	0.25
<b>Total available for distribution to growers</b>		<b>12.25</b>	<b>12.86</b>

*Source: Zespri International*

### (v) Kiwifruit Price Trends

Total Revenue (OGR \$ per tray)

	2009/10	2010/11	2011/12 budget
Green Kiwifruit	\$3.75	\$4.24	\$4.10
Gold Kiwifruit	\$7.41	\$8.57	\$7.50

*Source: MAF Horticulture and Arable Monitoring Report 2011*

### 1.12.9 Olives

The wholesale price in 2012 for New Zealand Extra Virgin Olive Oil was between \$8 and \$10 per litre. Prices paid by consumers re bottled oil range from \$35 per litre at the supermarket to possibly \$80 per litre at a farmers market.

Expectation is that the wholesale price will decline further as New Zealand olive oil production increases, with a probable levelling off at around \$6 to \$7 per litre.

The price that an olive grower could expect for fruit is low and is based on oil content, moisture levels, harvest costs and the cost of processing which varies greatly and is dependent on the quantity of fruit supplied and the cost structure of the processor.

*Source: Matapiro Olives*

Olives sold to processors for pressing in 2009 returned approximately \$9 per litre to the grower. The processors were selling bulk-unbottled oil at around \$20 to \$30 per litre, wholesale in 2009. Various marketers pay differing prices for oil from growers but the average price in 2007 was \$12 - \$15 per litre. In 2003/04 New Zealand oil was selling wholesale at around \$40 per litre.

*Source: Graham Keen, a Canterbury grower and processor.*

### 1.12.10 Pears

Total Export Return for Pears (\$/TCE) - Nelson

2008	2009	2010	2011 budget
\$29.60	\$23.40	\$30.80	\$28.95

The non-export actual return for pears in Nelson (\$/TCE) for 2010, was \$6.70.

The non-export budgeted return for pears in Nelson (\$/TCE) for 2011 was \$5.40.

*Source: MAF Horticulture and Arable Monitoring Report 2011.*

### 1.12.11 Stone Fruit

(i) **Apricots** - No data available in 2012

Returns to growers in 2008/09 were approximately \$2.88 per kg, \$2.67 per kg in 2007/08 and \$2.38 per kg in 2006/07.

Export prices FOB were \$5.63 per kg for 2008/09, \$5.26 per kg in 2007/08 and \$4.62 per kg for the 2006/07 season.

(ii) **Cherries** - No data available in 2012

Returns to growers in 2008/09 were approximately \$8.39 per kg, \$7.52 per kg in 2007/08 and \$7.18 per kg in 2006/07. Export prices FOB were \$14.42 per kg for 2008/09, \$12.30 per kg in 2007/08 and \$12.14 per kg for the 2006/07 season.

*Source: MAF Horticulture and Arable Monitoring Report 2009*

## 1.13 VEGETABLE PRODUCTION

### 1.13.1 Vegetable Prices - General

As with fruit, the prices paid to growers for vegetables vary markedly (sometimes by several hundred per cent) both within and between years and between districts. They vary daily and are very much dependent on climate and its subsequent effects on both availability and quality of vegetables offered.

Again, as with fruit, the location of the property in relation to population centres and the amount of produce that an individual producer provides over the course of a season, also influences prices received. Whether the produce is for local consumption or for export is another major influence for a small range of vegetables.

Wholesale prices paid at auction and details of contracts for process vegetables are often confidential, especially those for organically grown crops.

No prices were available in the Ministry of Primary Industries' publications for 2011 or 2012 for anything other than very general figures, which are reproduced below.

#### Export Vegetable Values and Volumes 2008 to 2015

Year to 31 Dec	Actual					Forecast		
	2008	2009	2010	2011	2012f	2013f	2014f	2015f
Fresh veg ('000 tonnes)	313	269	311	276	280	290	293	293
Process veg ('000 tonnes)	188	168	169	188	200	210	220	220
Export value (\$ million)	528	521	548	605	560	600	635	650

Source: *Situation and Outlook for Primary Industries June 2012*

### 1.13.2 Asparagus

**(i) Fresh** - No data available in 2012

For the 2008/09 season growers received \$2.85 per kg for fresh asparagus. In the 2007/08 season it was \$2.15, and in the 2006/07 and 2005/06 seasons growers received \$2.30 per kg.

**(ii) Process** - No data available in 2012

For the 2008/09 season, processors offered \$2.75 per kg to secure supply. In the 2006/07 season growers received \$2.10 per kg, similar to prices in 2005 and 2003/04, which were approximately \$2 per kg.

**(iii) Export** - No data available in 2012

Export prices FOB were \$9.47 per kg for 2008/09, \$6.54 per kg in 2007/08 and \$6.51 per kg for the 2006/07 season.

Source: *MAF Horticulture and Arable Monitoring Report 2009*

### 1.13.3 Broccoli

Broccoli Price Trends - No data available in 2012

Average Price (\$ per vegetable crate)						
2003	2004	2005	2006	2007	2008	2009
\$13.00	\$16.80	\$16.50	\$16.00	\$16.00	\$11.90	\$14.40

Source: *MAF Horticulture and Arable Monitoring Report 2009*

### 1.13.4 Capsicum

The following table shows a range of prices for fresh greenhouse capsicums from one grower for the 2010/11 season. These are averages for green, red, yellow and orange capsicum. Prepacks and selling per capsicum, will inflate values compared with a grower packing only fruit sold per kg.

10/11	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
\$/kg	7.31	6.98	8.87	6.98	4.45	4.74	5.12	4.29	7.44	5.02	-

(Further figures not available due to earthquake issues)

Capsicums exported to the end of June 2009, had a value FOB of \$7.17 per kg assisted by favourable movements in the exchange rate. No data available in 2012

Source: MAF Horticulture and Arable Monitoring Report 2009.

### 1.13.5 Carrot

**Fresh** - No data available in 2012

No prices were available for the 2008 or 2009 seasons. For the year ended 31 March 2007, 8,675 tonnes were exported with an FOB value of \$6 million (\$691/tonne). Prices in the 2004/05 season were \$360 per tonne, which was similar to the 2003/04 season. Lower North Island prices for washed and crowned carrots for 2002/2003 were \$140/tonne.

Source: MAF Horticulture and Arable Monitoring Report 2009.

### 1.13.6 Cauliflower

Cauliflower Price Trends - No further data available in 2012

Average Price (\$/vegetable crate)						
2003	2004	2005	2006	2007	2008	2009
\$7.70	\$8.50	\$10	\$7.00	\$10	\$8.50	\$9.40

Source: MAF Horticulture and Arable Monitoring Report 2009

### 1.13.7 Kabocha (Squash)

**(i) Local** - No data available in 2012

Returns to growers for local and export markets for 2008/09 were approximately \$500/tonne, \$450/tonne in 2007/08 and \$400/tonne in 2006/07, 2005/06 and 2004/05.

**(ii) Export**

Squash Price Trends - No data available in 2012

\$/tonne FOB				
2005	2006	2007	2008	2009
\$680	\$694	\$572	\$696	\$789

Source: MAF Horticulture and Arable Monitoring Report 2009.

### 1.13.8 Lettuce

Lettuce Price Trends – No data available in 2012

Average Price (\$/crate)						
2003	2004	2005	2006	2007	2008	2009
\$9.40	\$9.00	\$8.00	\$8.50	\$9.00	\$8.75	\$8.25

Source: MAF Horticulture and Arable Monitoring Report 2009



### 1.13.9 Onions

#### (i) Fresh

Onion Price Trends - No data available in 2012

Approx returns to growers	Average Price (\$/tonne)				
	2004/05	2005/06	2006/07	2007/08	2008/09
Pukekohe	\$220	\$350	\$440	\$350	\$345
Canterbury	\$200	\$300	\$425	\$350	\$375

Source: MAF Horticulture and Arable Monitoring Report 2009

Prices for bulk onions for most size grades in Manawatu, were:

	2009	2010	2011	2012
January to March	\$450 tonne	\$600 tonne	\$800 tonne	\$450 tonne
April to October	\$550 tonne	\$500 tonne	\$700 tonne	\$350 tonne
November to December	\$700 tonne	\$650 tonne	\$700 tonne	

Source: Morgan Laurensen Ltd.

#### (ii) Export

A Canterbury grower received prices ranging from \$150 to \$250/tonne in 2012.

Prices were \$9 per 20kg bag in 2010, \$8 per 20kg (55mm – 65mm) in 2009, compared with \$6 per 20kg in 2007/08.

No data available in 2012

Export Price (\$/tonne FOB)				
2004/05	2005/06	2006/07	2007/08	2008/09
\$382	\$510	\$648	\$553	\$584

Source: MAF Horticulture and Arable Monitoring Report 2009.

### 1.13.10 Peas

Process No data available in 2012

Returns to growers for local and export markets for 2008/09 were approximately \$370/tonne, in 2007/08 and 2006/07 it was \$265/tonne and \$330/tonne in 2005/06.

Export Price frozen peas (\$/tonne FOB)				
2004/05	2005/06	2006/07	2007/08	2008/09
\$1,073	\$1,130	\$1,274	\$1,337	\$1,590

Source: MAF Horticulture and Arable Monitoring Report 2009.

### 1.13.11 Potatoes

(i) Main Crop Potatoes No data available in 2012

Price Trends for fresh potatoes from South Auckland / Waikato:

Average Price for Main Crop Potatoes (\$/tonne)						
2002/03	2003/04	2004/05	2005/06	2006/07	2007/08	2008/09
\$300	\$300	\$285	\$330	\$330	\$570	\$360

Source: MAF Horticulture and Arable Monitoring Report 2009.

## Manawatu

2012	brushed potatoes	\$200 to \$400/t
2011	brushed potatoes	\$300 to \$500/t
2010	brushed potatoes	\$250 to \$450/t
2009	brushed potatoes	\$200 to \$400/t
2008	brushed potatoes	\$400 to \$500/t
2007	brushed potatoes	\$350 to \$425/t
2006	brushed potatoes	\$350 to \$425/t
2005	brushed potatoes	\$150 to \$275/t
2005	washed potatoes	\$300 to \$500/t
2004	brushed potatoes	\$375 to \$425/t
2004	washed potatoes	\$475 to \$550/t
2003	brushed potatoes	\$225 to \$350/t
2003	washed potatoes	\$400 to \$550/t
2002	brushed potatoes	\$250 to \$350/t
2002	washed potatoes	\$450 to \$600/t
2001	brushed potatoes	\$275 to \$400/t
2001	washed potatoes	\$475 to 600/t
2000		\$160 to \$300/t

Source: Morgan Laurenson Ltd.

## Canterbury – Main Crop Potatoes

	Prices	Comments
2011 / 2012	\$12/20kg / \$8/20kg	Peak / Winter
2010 / 2011	\$12/20kg / \$8/20kg	Peak / Winter
2008 / 2009	\$12/20kg / \$8/20kg	Peak / Winter
2007 / 2008	\$12/20kg / \$5/20kg	Early / late in the season
2006	\$500/tonne	Early in the season
2005	\$150/tonne	In October

## Southland – Main crop Potatoes

	Price Range
2012	from \$400 to \$450/t
2011	\$450/t
2010	\$450/t
2006 - 2009	from \$400 to \$450/t
2005	from \$200 to \$250/t

(ii) Process No data available in 2012

Average price for process potatoes were as follows (\$/tonne) NI = North Is, SI = South Is

2004/05	2005/06	2006/07	2007/08	2008/09
\$170 SI / \$220 NI	\$170	\$165	\$165	\$230

NB Prices from 2005/06 onwards are for Canterbury only.

Source: MAF Horticulture and Arable Monitoring Report 2009

**(iii) Export** No data available in 2012

<b>Export Price for Potatoes (\$/tonne FOB)</b>					
	<b>2004/05</b>	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>
Fresh potatoes	\$449	\$424	\$519	\$620	\$592
Processed potatoes	\$931	\$934	\$940	\$910	\$1,076

*Source: MAF Horticulture and Arable Monitoring Report 2009*

In 2012 a Canterbury grower received \$250/tonne compared to \$300 to \$350/tonne in 2010. The 2008/2009 season was \$280/tonne and \$350/tonne in 2007/08.

### **1.13.12 Sweet Corn**

**Process** No data available in 2012

Returns to growers in 2008/09 were approximately \$225/tonne, \$175/tonne in 2007/08 and \$170/tonne in 2006/07. The 2005/06 prices were \$150/tonne, same as the 2004/05 season.

<b>Export Price for Frozen Sweetcorn (\$/tonne FOB)</b>				
<b>2008/09</b>	<b>2007/08</b>	<b>2006/07</b>	<b>2005/06</b>	<b>2004/05</b>
\$1,833	\$1,578	\$1,600	\$1,608	\$1,494

*Source: MAF Horticulture and Arable Monitoring Report 2009*

### **1.13.13 Tomatoes**

**Fresh** No data available in 2012

For the year ending 30 June 2009, export earnings for fresh tomatoes were on average \$2.95/kg FOB. In May 2007 prices on the local market were high at \$4 to \$6/kg. Typically they ranged from \$3 to \$3.50/kg. Export prices for the year ended 31 March 2007, were \$2.65/kg, with 2,939 tonnes exported for a value of \$7.8 million.

*Source: MAF Horticulture and Arable Monitoring Report 2009.*

## 1.14 CUT FLOWERS

### Local Market

#### (i) 2011 Auction Prices – National (Average price based on product code)

(Prices are \$ per stem, 5 or 10 as stated)

	Jan	Feb	Mar	Apr	May	June
Agapanthus var (per 5)	-	-	-	-	-	-
Alstromeria (per 5)	2.70	3.00	3.19	3.49	3.89	3.95
Amaranthus (per 5)	-	3.75	2.49	1.98	2.16	2.45
Amaryllus (per stem)	2.15	2.15	-	-	-	-
(per plant)	-	-	-	-	-	-
Anemone (per 5)	-	-	3.69	3.21	3.86	3.81
Anthurium (per stem)	2.40	3.05	3.05	2.99	3.15	2.89 4.26
(per3)	3.10	3.85	3.79	3.89	4.97	-
Antirrhinum (per 5)	2.90	3.50	3.27	2.76	3.95	3.65
Aralia leaves (per 5)	2.25	1.98	2.05	2.15	2.50	2.20
Asparagus fern(per 5)	4.50	3.10	3.19	3.42	3.28	2.93
Aspidistra (per 5)	4.05	4.05	3.90	3.75	3.65	3.55
Aster (per 5)	1.20	-	-	-	-	-
Bear Grass (per 25)	2.05	2.40	2.18	2.21	2.34	2.10
Carthamus (per 5)	1.75	-	-	-	-	-
Celosia var (per 5)	3.80	4.80-4.85	4.28-4.65	4.65-5.50	5.10-5.69	4.82-5.14
Chrysanth. var (per 5)	2.80-3.20	3.35-4.30	3.68-3.95	3.91-4.68	4.25-6.50	4.67-4.92
Curcuma (per stem)	1.40	1.65	1.72	1.82	1.82	-
Cymbidium var (per stem)	-	-	5.60	5.95	6.15	4.10
Daffodils (per 10)	-	-	-	-	-	2.95
Delphinium var (per 3)	-	-	3.29	3.86	4.10	3.44
(per 5)	1.75	-	-	-	-	-
Del.Belladonna (per 5)	-	-	-	-	-	-
Dianthus var (per 10)	2.90-3.00	4.20-6.65	4.45-6.85	5.50-6.99	5.69-6.85	6.28-7.21
Early Cheer (per 10)	-	-	-	-	-	2.25
Eustoma (Lis)(per 5)	4.90	4.80	5.05	5.88	6.10	6.99
Freesia (per 10)	-	-	-	-	-	6.97
Gentian (per 5)	3.50	3.70	2.90-4.57	4.28	4.28	-
Gerbera var (per 5)	1.70-1.95	2.90-3.70	2.90-4.28	2.68-4.68	2.55-6.69	3.10-6.92
Gladioli (per 5)	3.75	4.35	4.24	4.50	4.10	-
Gloriosa	2.25	-	-	-	-	-
Gypsophila var (per 200g)	-	-	-	-	-	-
(per 10)	3.10	11.50	10.50	11.25	10.95	14.25
Hebe Foliage (per 5)	1.98	-	-	-	-	-
Helianthus (per 5)	-	-	-	-	-	-
Helianthus (per stem)	1.20-1.30	1.75	1.53	1.55	1.68	1.35
Heliconia var (per stem)	2.70	2.70	2.70	4.50	5.20	4.52
Hosta Leaf (per 5)	-	2.10	2.10	2.16	2.20	-
Hydrangea (per stem)	1.65	1.75	2.96	2.45	2.10	2.10
Foliage (per 5)	-	-	-	-	-	-
Hypericum (per 5)	2.60	4.85	5.50	5.78	6.20	5.52
Iris (per 5)	-	-	3.15	3.40	3.91	3.10
Leather Fern (per 10)	1.98	2.00	2.05	2.13	2.25	2.15
Leuco var (per 5)	2.35-2.40	1.85-2.00	2.13-2.30	2.20-2.40	2.25-2.65	2.30-2.54
Lily var. (per stem)	0.50-1.20	1.35-2.65	1.38-2.48	1.35-2.65	1.40-2.56	1.19-2.46
Limon var (per 5)	3.40	3.85	3.89	4.10	5.23	5.10
Magnolia (per 5)	2.60	2.50	2.25	3.10	3.65	2.25
Matthiola (per 5)	3.47	4.90	4.89	4.72	4.85	2.25-4.39
Moluccella (per 5)	-	4.90	4.71	4.10	4.10	3.54

	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>June</b>
Moss (per bag)	-	-	-	1.50	-	-
Paeony Var (per stem)	-	-	-	-	-	-
Phalaenopsis (per plant)	15.50	21.60	21.00	21.00	21.00	19.00
(per stem)	2.90-3.20	3.45-3.55	3.45-3.58	3.25-3.40	3.40-3.55	3.28-3.34
Phormium (per 5)	1.95	1.95	1.95	1.65	1.65	1.55
Pieris Japonica (per 5)	-	-	-	-	-	-
Protea (per 3)	1.70	2.65	2.10	1.90	1.56	1.65
Queen / King (per stem)	- / -	- / -	- / -	- / -	- / -	- / -
Ranunculus (per 5)	-	-	-	-	-	-
Rose varieties (per 10)	4.80-6.40	6.40-8.60	5.25-7.20	5.35-7.30	7.10-9.10	7.21-9.04
Rose Spray (per 5)	4.20-5.35	5.10-6.05	5.20-6.25	5.50-6.35	5.95-6.58	6.25-6.92
Rosemary (per 5)	1.50	2.10	1.80	1.60	1.50	1.35
Ruscus (per 5)	2.45	2.60	2.75	2.60	2.69	2.31
Salal (per 10)	2.35	2.55	2.50	2.45	2.50	2.25
Solidago (per 5)	3.25	3.65	4.10	4.45	4.69	4.40
Strelitzia (per stem)	-	2.50	2.25	2.60	2.26	2.16
Sweet Pea (per 5)	-	-	-	-	-	-
Trachelium (per 5)	2.80	5.80	5.50	5.65	5.65	5.19
Trop. Water Lily (per 5)	3.80	4.25	5.50	5.50	5.50	-
Tulip (per 5)	-	-	-	-	-	3.29
Twisted Willow (per 5)	3.15	3.95	3.50	3.25	3.10	2.24
Viburnum (per 5)	2.30	1.85	2.05	2.25	2.60	2.59
Vibur Berries (per 3)	3.35	2.90	3.10	3.45	3.59	3.81
Vinca Vine (per 10)	2.45	2.85	2.50	2.25	2.20	1.99
Zanted var (per 5)	2.35-3.10	1.65-2.60	1.65-3.95	1.20-3.99	1.10-4.50	1.20-4.13

### 2011 Auction Prices – Auckland (continued)

	<b>July</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>
Agapanthus var (per5)	-	-	-	1.95	1.25
Alstromeria (per 5)	4.05	3.95	4.13	4.25	2.28
Amaryllus (per stem)	-	-	2.91	2.18	1.38
Anemone (per 5)	3.95	3.79	2.98	2.75	-
Anthurium (per stem)	2.49	2.31	2.46	2.59	1.69
(per 3)	3.75	3.75	3.48	3.41	2.59
Antirrhinum (per 5)	4.12	4.30	4.36	3.99	3.40
Aralia leaves (per 5)	3.14	2.50	3.02	-	2.04
Asparagus Fern (per 5)	2.21	2.19	2.11	2.19	1.98
Aspidistra (per 5)	3.09	2.97	3.15	3.19	3.08
Bear Grass (per 25)	2.05	2.05	2.14	2.19	2.13
Belladonna (per 5)	5.00	5.50	5.00	5.00	3.89
Berzelia (per 5)	-	-	-	2.17	2.45
Chrysanth. (per 5)	6.48-8.26	6.70-9.10	6.37-8.09	6.89-7.09	5.29
Cymbidium (per stem)	3.16	3.05	2.45	2.94	3.59
Daffodils (per 10)	2.48	2.05	1.95	-	-
Delphinium var (per 3)	3.87	3.87	3.87	5.50	4.01
Dianthus var (per 10)	6.17-8.10	6.59-10.59	6.28-8.49	6.89-8.40	5.87-7.59
Early Cheer (per 10)	1.98	1.79	1.57	-	-
Eustoma var (per 5)	7.59	8.00	8.25	-	-
Freesia (per 5)	6.70	6.87	6.17	6.56	6.42
Gerbera (per 5)	3.06-7.04	3.02-6.28	2.19-5.03	2.08-4.15	1.54-3.98
Gladioli (per 5)	-	-	-	-	-
Gloriosa (per stem)	-	-	1.29	-	1.89
Green Goddess (per 5)	-	-	-	-	-
Green Trick (per 3)	4.05	4.10	3.04	4.59	4.05
Gypsophila (per 200g)	-	-	-	-	-

	<b>July</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>
(per 10)	13.79	15.24	14.29	25.00	11.25
Helianthus (per 5)	-	-	-	-	-
(per stem)	1.49	1.39	1.54	1.92	1.78
Heliconia (per stem)	3.76	3.20	2.99	3.89	-
Hosta Leaf (per 5)	2.05	1.95	1.58	1.57	1.65
Hydrangea (per stem)	-	-	-	-	2.05-3.05
Foliage (per 5)	-	-	-	-	1.36
Hypericum (per 5)	4.98	-	4.98	-	-
Iris (per 5)	2.08	2.69	2.27	2.87	2.41
Larkspur (per 5)	-	-	-	-	2.81-3.04
Leather Fern (per 10)	2.09	2.16	2.17	2.56	2.34
Leuco Var (per 5 or 3)	1.78-2.28	2.07-2.64	2.05-2.35	2.38-3.30	2.13-2.89
Leuco Argen (per stem)	-	-	-	-	-
Lily var (per 5)	-	-	-	-	-
(per stem)	1.20-3.42	1.23-3.10	1.17-3.29	1.08-2.98	1.01-3.15
Limon var (per 5)	4.99	5.20	4.58	4.91	4.38
Magnolia (per 5)	2.40	2.23	3.00	3.50-3.69	3.28
Matthiola var (per 5)	5.01	5.69	5.89	5.64	6.58
Moluccella (per 5)	3.98	4.10	4.26	4.46	3.84
Moss (per bag)	-	-	-	-	-
Paeony var (per stem)	-	-	-	2.20	1.48-2.06
Phalaenopsis Plant	19.00	18.59	17.00	18.00	17.25
Per Stem	3.77-3.88	3.26-3.88	3.29-3.90	3.09-3.90	2.88-3.48
Phormium (per 5)	1.58	1.65	1.68	1.78	1.78
Pieris Japonica (per 5)	-	-	-	2.60	3.01
Protea (per 3)	1.99	2.10	2.05	2.47	2.47
King/Queen (per stem)	- / -	- / -	- / -	1.20 / -	1.32 / -
Ranuncula (per 5)	-	-	3.08	2.97	-
Rose var (per 10)	7.82-9.79	8.10-9.42	6.59-7.03	7.28-9.04	6.21-8.09
Spray (per 5)	6.89-7.10	6.59-7.01	7.08-9.25	6.38-6.97	5.97-6.27
Rosemary (per 5)	1.45	1.45	1.08	1.50	1.20
Ruscus (per 5)	2.47	2.34	2.36	2.42	2.35
Salal (per 10)	2.20	2.13	2.18	2.27	2.19
Solidago (per 5)	4.55	4.36	4.69	4.59	3.82
Strelitzia (per stem)	2.09	2.10	1.89	1.49	1.49
Sunflower stem, dyed	-	-	2.95	3.04	1.92
Sweet Pea (per 5)	-	-	-	2.10	2.35
Trachelium (per 5)	5.07	-	-	-	-
Tulip (per 5)	3.17	3.39	3.89	3.49	3.18
Twisted Willow (per 5)	2.48	2.16	2.48	2.67	2.48
Viburnum (per 5)	2.59	2.69	3.04	3.08-3.29	2.83-3.49
Vibur Berries (per 3)	3.99	3.99	3.58	3.19	3.19
Vinca Vine (per 10)	1.78	1.78	1.35	1.37	1.78
Zanted var (per 5)	1.30-4.28	5.10	1.58-5.20	5.09	4.03

*Source: Lifestyle Farmer - 2011 Issues*

## **(ii) 2010 Auction Prices – Auckland**

(Prices \$ per stem, 5 or 10 as stated before May) (From May = Average price based on product code)

	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>July</b>
Agapanthus (per 5)	1.88	-	2.36	-	-
Agonis (per 5)	-	-	1.68	-	-
Aloe (per stem)	-	-	1.50	2.30	1.86
Alstromeria (per 5)	2.27	2.27	2.49	3.61	3.91
Amaranthus (per 5)	-	-	2.86	-	-

	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>July</b>
Amaryllus (per stem)	-	2.10	-	-	-
Anemones	-	-	-	3.13	-
Anthurium (per stem)	1.67-1.88	1.46-1.79	1.79-1.84	1.62-1.88	1.85-1.97
(per3)	2.93	3.45			
Anthurium leaves (per 5)	2.97	3.38	2.91	2.89	3.29
Antirrhinum(per 5)	3.08-3.53	2.90-3.06	2.68	2.89	4.00
Aralia leaves (per 5)	1.97	2.05	2.07	1.87	1.65
Arum Lillies (per 5)	-	-	2.13	0.97	1.38
Asparagus fern(per 5)	3.28	3.32	2.46	2.94	2.43
Aspidistra (per 5)	3.84	3.65	3.35	3.19	2.42
Astartea (per 5)	-	-	-	-	-
Aster (per 5)	2.38	-	-	-	-
Banksia (per stem)	-	-	1.30	1.10	-
Bear Grass (per 25)	2.07	2.04	1.81	2.07	2.05
Belladonna	-	-	-	3.30	3.27
Berzelia	-	-	1.76	2.57	2.47
Brassica (per stem)	1.70	1.02	1.21	1.03	1.55
Bromeliad (per stem)	1.15	1.30	1.26	1.55	1.60
Brunia (per 5)	3.63	-	-	-	-
Camellia (per 5)	1.72	1.19	1.50	1.36	1.06
Celosia var (per 5)	3.76	3.19-3.69	4.56	2.76	-
Childsiana (per 5)	-	-	1.83	1.39	1.50
Chrysanth. var (per 5)	2.56-2.66	5.13-5.18	5.77-7.40	5.40-6.26	5.85-6.26
Cornus (per 5)	1.30	1.59	3.56	2.72	1.97
Curcuma (per stem)	1.47	1.21	1.69	-	-
Cyclamen Plant	-	-	-	2.53	2.60
Cymbidium var (per stem)	4.63-5.63	2.53-5.49	3.16-6.81	2.95-3.99	2.35-3.31
Cytisus (per 5)	1.25	1.16	1.43	1.00	0.93
Daffodils	-	-	4.00	1.32-3.02	1.43 - 2.30
Delphinium (per 3)	1.55	2.13	2.93	3.40	3.12
Del.Belladonna(per 5)	1.47	2.33	-	-	-
Dian Barbatous (per 5)	1.29	1.91	-	-	-
Dianthus var (per 10)	3.69-3.83	4.57-5.99	7.30-9.13	6.09-6.67	7.13-8.33
Elegia (per 5)	-	-	1.35	1.53	2.08
Emer Ruscus	-	-	1.96	2.25	2.41
Erica (per 5)	-	-	2.06	1.90	1.08
Eucalyptus (per 5)	-	-	2.08	2.04	2.34
Euphorbia (per 5)	1.36	1.36	-	-	2.78
Eustoma Lisian(per 5)	5.63	5.74	6.46	5.40	-
Foliage General Ass	-	-	1.70	1.48	1.37
Freesia (per 10)	6.23	5.84	5.69-6.27	5.78-6.37	5.98-6.68
Gentian (per 5)	4.75-5.18	4.66	-	-	-
Gerbera var (per 5)	1.63-2.98	1.85-3.89	3.13-4.24	2.02-3.76	3.93-4.45
Gladioli (per 5)	2.04	2.63	1.20	-	-
Green Goddess (per 5)	-	-	1.10	1.82	1.92
Grisilinia	-	-	-	-	-
Gypsophila var (per 200g)	6.90-12.92	10.12-12.31	15.01	11.61	12.59
Hebe Foliage (per 5)	2.33	1.86	-	-	-
Helianthus (per 5)	4.18	3.57	4.94	3.62	-
Helianthus (per stem)	1.23	1.28	1.92	2.04	1.65
Hydrangea (per stem)	1.84-1.93	1.89-2.13	2.21	1.97	-
Foliage (per 5 )	2.40	2.56	2.61	2.61	-
Hypericum (per 5)	3.26	3.23	3.61	-	-
Idesia Berries (per 5)	2.60	3.06	3.48	3.31	4.18
Iris (per 5)	3.24	3.28	3.61-3.73	2.58-2.94	4.70
Ivy (per 5)	1.66	1.91	1.20	1.15	1.47

	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>July</b>
Laurus (per 3)	-	2.57	-	-	-
Leather Fern (per 10)	1.69	1.63	1.72	1.74	1.81
Leaves Gen (per 5)	-	-	0.84	0.84	1.913
Leuco var (per stem)	1.22	1.29	1.42-1.76	1.61-1.67	1.57-1.88
(per 3)	-	-	-	-	-
(per 5)	1.55-1.78	1.63-1.85	-	-	-
Lily var (per stem)	0.93-1.82	1.10-2.12	1.16-2.20	1.02-1.65	1.17-1.81
Limon var (per 5)	2.32	3.29	5.07	5.26	5.77
Magnolia (per 5)	2.46	2.64	2.12-2.62	2.26-2.59	1.60-2.48
Matthiola (per 5)	4.19-4.41	4.44-4.80	2.12-4.29	2.12-3.89	1.26-4.68
Moluccella (per 5)	3.94	4.45	3.79	2.86	3.03
Moss (per bag)	1.33	1.26	2.15	1.53	1.02
Phalaenopsis (per plant)	-	-	-	-	-
(per stem)	4.44	4.44	-	-	-
Phormium (per 5)	1.62	1.91	1.71	1.72	2.10
Pieris Japonica (per 5)	2.81	2.50	2.21	2.33	2.31
Pittosporum (per 5)	-	-	1.55	0.96	1.60
Protea (per 3)	1.48	1.42	2.12-2.18	1.53 -1.86	1.67-1.86
Protea Queen / King	- / 1.50	- / 1.40	0.87 / 1.74	1.40 / 2.12	1.81 / 1.92
Ranuncula	-	-	-	-	-
Rose var (per 10)	4.80-11.10	4.63-8.93	6.36-10.99	4.98-9.76	5.97-11.96
Rose Spray (per 5)	3.70-4.31	4.13-4.52	-	-	-
Rosemary (per 5)	1.41	1.43	1.38	1.21	1.98
Ruscus	1.96-2.27	1.93-2.21	-	-	-
Salal (per 10)	2.12	1.98	2.08	2.02	1.77
Salix	-	-	1.18	1.01	1.01
Serruria (per 5)	-	-	3.51	3.91	4.10
Solidago (per 5)	3.27	3.86	3.82	3.53	3.76
Stachy Lanata (per 5)	-	1.48	-	-	-
Strelitzia (per stem)	2.43	2.57	2.41	2.21	2.24
Succulent (per stem)	1.15	1.10	1.139	1.22	1.08
Sweet Pea (per 5)	-	-	-	-	-
Thryptomene	-	-	-	1.29	1.29
Trop water lily (per5)	3.89	3.55	3.55	-	-
Tulip (per 5)	3.93	2.90-3.09	3.15-3.85	3.07-3.15	3.69-4.00
Twedia	2.69	-	-	-	-
Twisted Willow (per 5)	3.20	3.15	2.39	2.39	2.25
Trachelium	-	-	-	-	-
Viburnum (per 5)	2.65	3.31	2.44	3.31	2.65
Vibur Berry(per stem)	2.32	2.65	3.36	2.65	2.86
Vinca Vine (per 10)	1.48	2.02	2.27	2.02	1.34
Waratah	-	-	-	-	-
Zanted var (per 5)	2.08-4.98	4.29-4.91	4.40-6.30	4.29-4.91	-

### 2010 Auction Prices – Auckland - continued

	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Agapanthus mini (per 10)	-	-	-	1.30	1.25(per 5)
Agonis (per 5)	2.50	1.76	1.50	-	-
Alstromeria (per 5)	2.80	2.72	2.15	1.76	1.75
Amaryllus (per stem)	-	-	2.20	1.79	1.70
Ammi Majus (per 5)	-	-	-	1.83	-
Anthurium (per stem)	2.68	2.57	1.60	2.60	2.60
(per 3)	4.03	3.65	3.65	2.90	2.90
Anthurium leaves (per 5)	3.60	3.80	4.55	3.75	3.75
Antirrhinum (per 5)	3.54	3.26	3.00	2.45	2.45



	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Aralia leaves (per 5)	2.60	2.90	2.60	2.40	2.40
Arum Lillies (per 5)	-	-	-	2.65	-
Asparagus Fern (per 5)	3.80	3.42	3.65	3.76	2.65
Aspidistra (per 5)	2.60	3.60	4.00	4.00	4.10
Aster (per 5)	-	-	-	-	2.75
Bear Grass (per 25)	2.15	2.78	2.45	2.15	2.20
Berzelia (per 5)	-	2.25	2.00	1.90	1.90
Bromeliad (per stem)	1.60	-	-	-	-
Carthamus (per 5)	-	-	-	2.40	2.40
Camellia (per 5)	1.82	1.65	-	-	-
Childsiana (per 5)	0.90	0.82	-	1.00	1.00
Chrysanth. (per 5)	5.95-6.60	4.32-4.75	5.95-6.00	5.25	5.20
Copper Beech (per 5)	-	-	-	-	2.60
Cornus (per 5)	1.96	1.95	2.10	-	-
Cyclamen plant	4.70	2.90	-	-	-
Cymbidium (per stem)	2.12-2.84	2.05-2.58	2.60-2.85	2.60	2.60
Del.Belladonna (per 5)	2.90	-	4.70	2.65	2.65
Delphinium var (per 5)	-	3.45	-	3.10	2.70
Dianthus Var (per 10)	7.10-8.15	5.35-7.30	6.00-7.10	3.40-3.90	3.05-3.60
Erica (per 5)	1.50	1.74	2.70	-	-
Eucalyptus (per 5)	2.72	2.52	2.50	-	-
Euphorbia (per 5)	-	-	-	-	2.50
Eustoma var (per 5) Lisianth	-	-	-	-	-
Fatsia Leaves (per 5)	-	-	-	-	1.40
Freesia (per 5)	5.15	4.21	4.50	4.30	2.60
Gerbera var (per 5)	1.83-2.36	1.57-1.83	1.30-2.10	1.30-2.10	1.25-1.50
Gladioli asstd (per 5)	-	-	-	4.30	5.50
Gloriosa (per 5)	-	-	-	-	1.60
Green Goddess (per 5)	1.48	1.40	1.35	1.30	-
Gypsophila (per 200g)	17.30	-	-	-	-
(per 10)	-	-	-	-	-
Hebe Foliage (per 5)	1.83	2.00	1.90	1.75	1.60
Helianthus (per 5)	-	-	-	-	4.20
(per stem)	2.20-2.80	1.45-2.30	1.90-2.15	1.25-1.55	1.20-1.60
Heliconia (per stem)	3.20	3.18	3.00	2.95	2.95
Hosta Leaf (per 5)	-	-	-	-	-
Hydrangea (per stem)	-	-	-	1.20	2.18
Foliage (per 5)	-	-	-	-	-
Hypericum (per 5)	-	-	-	-	-
Idesia Berries (per 5)	3.98	4.55	3.20	-	-
Iris (per 5)	2.40	1.65	3.20	3.20	3.05
Ivy (per 5)	2.56	1.52	3.40	-	-
Leather Fern (10 stem)	1.82	1.94	1.95	1.95	1.95
Leaves General (per 5)	1.22	1.05	-	-	-
Leuco Var (per 5)	1.38-2.52	1.66-2.50	1.85-2.35	1.45-2.35	2.00-2.40
Leuco Argen (per stem)	1.52	1.60	-	-	-
Lily (per 5)	-	-	-	-	-
var (per stem)	0.77-1.70	0.80-1.98	0.87-1.70	0.70-2.45	0.99-2.45
Limon var (per 5)	5.34	4.33	3.65	2.60	2.60
Magnolia (per 5)	2.76	2.81	4.30	3.85	3.85
Matthiola var (per 5)	2.14-3.47	2.55-2.95	2.00-2.75	4.30-4.40	3.20-4.40
Moluccella (per 5)	-	3.10	-	-	3.15
Moss (per bag)	1.35	1.04	1.60	-	-
Narcissus var (per 10)	1.84	1.00	-	-	-
Ornithogalum (per 5)	-	-	-	1.60	1.45
Paeony var (per stem)	-	-	2.30-16.00	0.95-2.65	3.40

	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>
Phalaenopsis Plant	21.68	17.25	17.00	15.50	15.50
Per Stem	2.98-3.63	2.85-3.76	2.96-3.30	2.60-3.50	2.70-3.50
Phormium (per 5)	1.78	1.80	1.80	-	1.85
Phyllica (per 5)	1.18	1.25	-	-	-
Pieris Japonica (per 5)	2.36	2.25	4.10	2.50	2.70
Pittosporum (per 5)	1.00	-	-	1.20	-
Poppy (per 5)	-	-	-	1.70	1.70
Protea (per 3)	2.70	1.30	1.40	-	-
King / Queen per stem	1.77 / 2.10	1.85 / 1.40	1.55 / 2.05	1.25 / 1.60	1.20 / 1.20
Ranuncula asstd (per 5)	-	1.20	2.40	-	1.60
Rose var (per 10)	7.07-9.86	6.25-8.90	5.10-7.15	3.95-5.70	3.95-5.70
Spray (per 5)	4.27-4.81	5.40-6.25	4.27-4.81	4.00-4.20	3.55-4.65
Rosemary (per 5)	1.50	1.45	1.65	1.70	1.60
Ruscus (per 5)	3.91	3.92	3.91	2.80	3.20
Salal (per 10)	1.97	2.70	2.76	2.70	2.80
Serruria (per 5)	4.72	2.60	-	-	-
Solidago (per 5)	3.51	3.48	3.60	3.50	3.40
Stachys Lanata. (per 5)	-	-	-	-	1.45
Strelitzia (per stem)	2.17	2.67	1.60	1.40	1.40
Succulent Flower	1.40	0.99	1.00	1.10	1.10
Sweet Pea (per 5)	1.81	1.70	1.80	1.85	2.00
Tulip (per 5)	3.39	3.00	3.60	1.90	2.20
Twisted Willow (per 5)	2.23	1.95	2.55	3.25	3.20
Viburnum (per 5)	2.45	3.38	2.40	3.25	3.35
Viburnum Berries (per 3)	3.57	3.59	2.80	2.50	2.25
Vinca Vine (per 10)	1.30	1.89	-	-	-
Zanted var (per 5)	5.16	4.33	4.65	2.50	2.40

*Source: Lifestyle Farmer - 2010 Issues*

## 1.15 APICULTURAL PRODUCTION

### 1.15.1 Honey

#### Honey

Prices for 2008/09 to 2010/2011

FOB- purchaser pays freight and insurance

Colour/grade	\$/kg (f.o.b.)		
	2008 / 2009	2009 / 2010	2010 / 2011
Light (clover type)	\$3.50 to \$5.60	\$4.00 to \$6.00	\$4.10 to \$6.80
Light amber	\$3.70 to \$4.00	\$3.90 to \$4.50	\$4.00 to \$5.80
Dark / Honeydew	\$4.50 to \$5.00	\$4.00 to \$5.00	\$4.50 to \$5.00
Manuka *	\$7.00 to \$12.00	\$7.00 to \$13.00	\$8.00 to \$13.00
Thyme	\$6.00 to \$7.00	-	
Tawari - Kamahi	\$3.65 to \$5.00	-	

- In comparison the bulk price for active manuka (usually at above 10 points) ranged from \$12.50 to \$80.00 / kg depending on activity level. Only small amounts of high activity manuka are available.
- \*These prices are for non-active manuka honey.

Source: MAF Horticulture and Arable Monitoring Report – 2011

### 1.15.2 Beeswax

Prices for 2008/09 to 2010/11

	\$/kg (f.o.b.)		
	2008 / 2009	2009 / 2010	2010 / 2011
Light (residue free)	\$7.00 to \$8.10	\$6.80 to \$8.50	\$8.90 to \$9.00
Light	-	-	\$7.00 to \$7.80
Dark	\$4.00 to \$5.20	\$6.00 to \$6.50	\$6.00 to \$6.80

Source: MAF Horticulture and Arable Monitoring Report - 2011

### 1.15.3 Pollen

Prices for 2008/09 to 2010/11

	\$/kg (f.o.b.)		
	2008/2009	2009/2010	2010/2011
Not dried nor cleaned	\$18.00 to \$20.00	\$13.00 to \$20.00	\$16.00 to \$20.00
Cleaned and dried	\$25.00 to \$31.00	\$30.00 to \$36.00	\$32.00 to \$38.00

Source: MAF Horticulture and Arable Monitoring Report – 2011

### 1.15.4 Propolis

2008/ 2009 \$/kg f.o.b. Purity: 15-19% = \$160. / 20-24% = \$190. / Purity > 25% = \$230  
2011 Beekeepers expect to receive \$90 to \$120 per kg raw, unprocessed product

Source: MAF Horticulture and Arable Monitoring Reports – 2009 and 2011

### 1.15.5 Pollination

Beekeepers received the following returns from hire of their hives to orchardists for pollination of fruit crops.

	\$/hive		
	2008/2009	2009/2010	2010/2011
Pipfruit, stonefruit, berries	\$55.00 to \$96.00	\$52.50 to \$96.00	\$60.00 to \$120.00
Kiwifruit*:			
Hawkes Bay	\$140.00 to \$160.00	\$145.00 to \$170.00	\$104.00 to \$160.00
Auckland	\$115.00 to \$150.00	\$120.00 to \$150.00	\$120.00 to \$150.00
Bay of Plenty	\$110.00 to \$160.00	\$120.00 to \$175.00	\$110.00 to \$178.00
Nelson	\$125.00 to \$145.00	\$125.00 to \$145.00	\$120.00 to \$150.00
Canola & Small seeds	\$120.00 to \$180.00	\$100.00 to \$150.00	\$120.00 to \$150.00

\* Prices at lower end are for hives delivered to depot sites. Higher end prices included delivery to orchard and sugar for three 1-litre feeds to stimulate bees to collect pollen.

Source: MPI Horticulture and Arable Monitoring Report 2011.

#### Canterbury:

Vegetable seeds i.e. Cabbage, Cauliflower and Radish	\$170 per hive
Clover	\$160 per hive
Carrot	\$180 per hive

### 1.15.6 Live Bees

Shipments of live bees to Canada provided a good income stream for beekeepers able to deliver bees to collection centres in Central Hawke's Bay, Tauranga and Rotorua. In 2011, approximately 31,500 one kilogram packages of bees were exported to Canada, down 6% on the previous year. Export of queen bees to Canada was up 8% to approximately 7,590 in 2011. In addition, 4,855 queen bees were exported to the UK and 1,575 were sent to US, the latter being a new market.

Export	per kg live bees	per queen	Comments
2003 to 06	\$20.00	\$20.00	
2008/09	\$22.00	\$25.00	
2009/10	\$25.00 to \$26.00	\$25.00	
2011	\$26.00 to \$27.00	\$25.00	
<b>Local</b>			
2004/05		\$500.00	Selected Carnolian, 75% pure
2005/06		\$500 to \$1,000	Selected Carnolian, 75% pure
2004 to 06		\$20.00 to \$24.00	Some queens up to \$27

Source: MAF / MPI Horticulture and Arable Monitoring Reports 2006/07 and 2009

#### Hive Purchase

A Canterbury beekeeper sells a 5 frame nucleus for \$80.00

These contain 5 frames of bees and a queen. 1 frame of honey.

NB. The box and lid is returned.

Single brood box hives. \$180.00

These do not have a lid or floor. Only two mats – one top and bottom to retain bees, 9 frames within, bees and queen. Two frames of honey included.

## 1.16 LOGS

### Indicative Log Prices

The prices and rates shown are guidelines only, being subject to a wide range of factors including location and size of woodlot, access and internal roading, log quality and changing market conditions. Log prices are for Radiata Pine unless shown otherwise.

#### (i) Export Log Prices (per quarter \$NZ JAS m<sup>3</sup> FOB)

Grade	June 2011	Sept 2011	Dec 2011	Mar 2012
Pruned	\$155 to \$181	\$161 to \$173	\$146 to \$155	\$144 to \$153
Unpruned A	\$133 to \$148	\$123 to \$132	\$112 to \$122	\$110 to \$117
Unpruned J	*	*	*	
Unpruned K	\$125 to \$145	\$108 to \$114	\$105 to \$112	\$94 to \$109
Pulp – Japan	\$110 to \$176	\$109 to \$118	\$98 to \$112	\$87 to \$100

\*Limited response – very small volume traded

Source: [www.mpi.govt.nz](http://www.mpi.govt.nz)

#### (ii) Domestic Log Prices (per quarter)

(\$NZ per tonne delivered at mill)

Grade	Jun 2011	Sep 2011	Dec 2011	Mar 2012
P1	\$130 to \$152	\$132 to \$152	\$127 to \$134	\$120 to \$134
P2	\$122 to \$130	\$114 to \$130	\$111 to \$128	\$110 to \$127
S1	\$86 to \$105	\$94 to \$108	\$99 to \$103	\$95 to \$100
S2	\$77 to \$87	\$80 to \$85	\$93 to \$101	\$88 to \$100
L1 and L2	\$74 to \$115	\$78 to \$95	\$76 to \$91	\$90 to \$110
S3 and L3	\$81 to \$92	\$88 to \$89	\$79 to \$87	\$66 to \$81
Pulp	\$48 to \$61	\$49 to \$61	\$49 to \$54	\$49 to \$55

These log prices (both domestic and export) are indicative only and may not correspond to actual prices paid in market transactions. They have been obtained from a variety of sources and elements of subjective judgment have been incorporated into them. The prices are subject to changes when further data become available.

Source: [www.mpi.govt.nz](http://www.mpi.govt.nz)

### 1.16.1 Forestry Forecasts

Export prices FOB (\$ per m<sup>3</sup>)

#### (i) Logs and Lumber

to 30 June	2010	2011e	2012f	2013f	2014f	2015f
Logs	\$115	\$128	\$144	\$152	\$166	\$171
Timber	\$406	\$392	\$395	\$428	\$468	\$483

#### (ii) Wood Pulp and Panels

to 30 June	2010	2011e	2012f	2013f	2014f	2015f
Wood Pulp \$ /t	\$725	\$787	\$794	\$861	\$953	\$1,074
Panels \$ /m <sup>3</sup>	\$528	\$523	\$525	\$560	\$618	\$698

f = forecast e = estimate

Source: *SONZAF - June 2011.*

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**PRODUCT PRICES**

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# Lincoln University

## FINANCIAL BUDGET MANUAL 2012

### SECTION B FARM AND ORCHARD EXPENSES

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#### PREFACE

The "Financial Budget Manual 2012" is an invaluable reference book for farmers and growers, consultants and students. It contains a wealth of up to date information on farm and orchard costs and prices, the profitability of different enterprises, and income taxation. Following its successful introduction in 1999, the manual is in the process of moving to the web. However, many users find having the information in a book is the most convenient and efficient format, and this manual is the result of the Universities commitment to the wide readership.

This year we have started a process of moving information in sections to the web, for

individual purchase as pdf's. On-line calculators are being prepared and the opportunity for contractors to register/advertise is available at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

Unless stated otherwise, data contained in the Manual are current mid-2012 and are exclusive of GST. Prices do not remain stationary so the Manual should be used as a guide only. Market movements and exchange rate changes are just two of the factors which can rapidly alter costs and prices. The availability of discounts for bulk purchases, and deferred payment arrangements, may also affect final costs for budgeting purposes. In addition, some commodity price information is becoming increasingly sensitive and remains confidential between the client and the supplier and/or buyer. It is therefore unavailable for publication in this Manual.

Information quoted has been gathered from hundreds of sources throughout New Zealand, but some variation may occur between regions. Trade names have been used for clarity and convenience; no preferential endorsement by the University is intended, nor is any criticism implied of any product which does not appear in the Manual. If you as a supplier would like your products listed – please use the website as your point of contact. Please note that each of the sections is paged individually, and a comprehensive index provided.

Our sincere thanks to staff at Leech and Partners Ltd., and Murray Clark who contributed Section D on Tax. Thanks also to all the individuals, organisations and commercial firms who have provided information for our use. Without their co-operation, the production of the Financial Budget Manual would not be possible, and we sincerely appreciate the willingness of all those who have contributed. We wish to express our appreciation to the Assistant Editor Annmarie Baldwin for her efforts in gathering and collating the information.

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Any suggestions for the improvement of the Manual would be welcomed.

For readers' information the Faculty of Commerce at Lincoln University also produces a companion volume - the "Farm Technical Manual". It is a versatile reference book, which brings into one place all manner of essential technical information required by farmers and others involved in the farming industry.

David and Virginia Askin  
EDITORS

October 2012

**Note:** Before reading this section, please refer to the disclaimer in the Preface.

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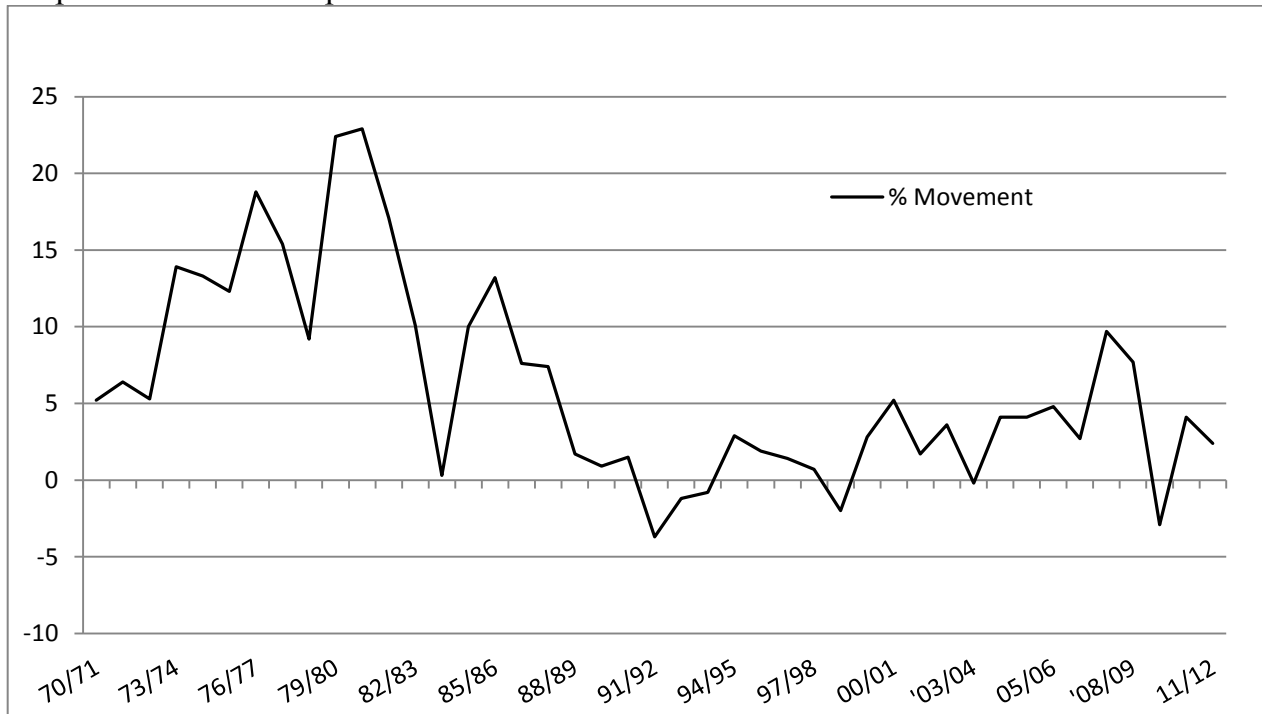


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## 2.1 INPUT PRICES - GENERAL INFORMATION

### 2.1.1 Input Price Movements

Sheep and Beef Farm Input Price Movements 1970/71 to 2011/12



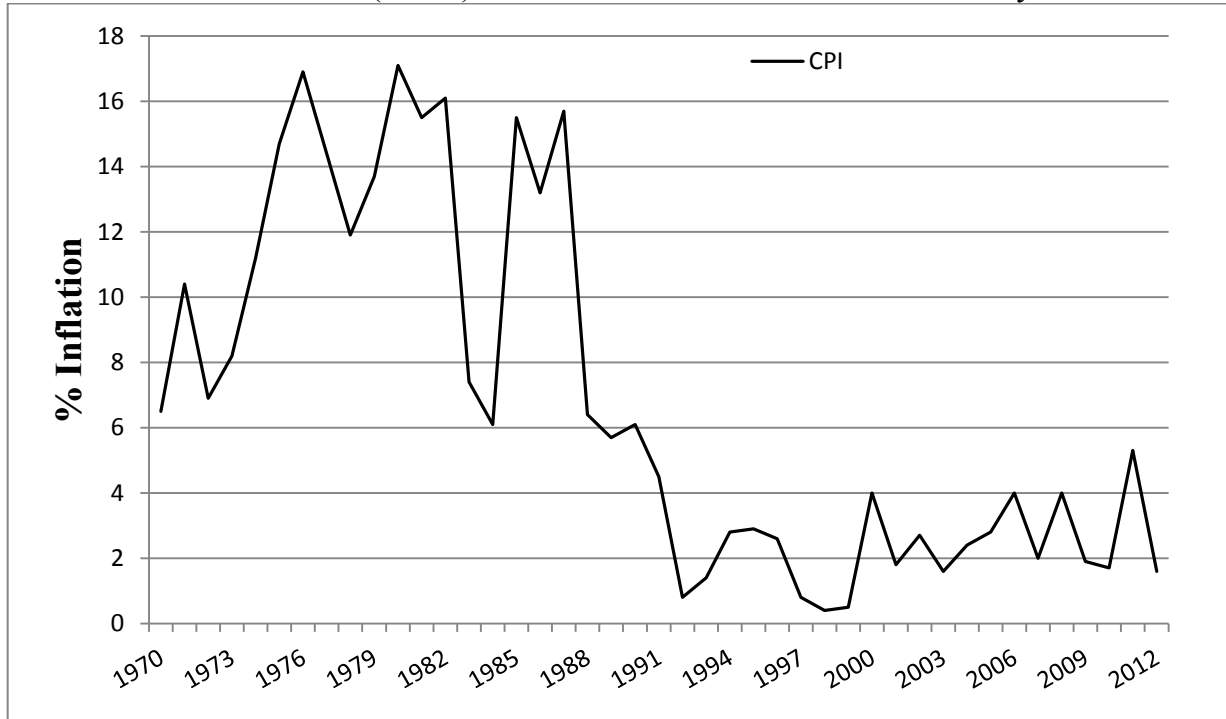
Source: *Beef + Lamb New Zealand Economic Service*.

### 2.1.2 Price Discounts

As farmers and growers will be aware, it is sometimes possible to negotiate price discounts from retailers, particularly if goods are purchased in bulk. Similarly, trading societies can also offer goods at cheaper than normal retail rates to members. Discounts are commonly in the order of 5% to 10% for many farm goods excluding some items such as common agricultural chemicals. To become a member of one South Island trading society, five hundred \$1 shares must be purchased and members receive rebates and dividends.

### 2.1.3 Rate of Inflation in New Zealand 1970 to June 2012

The Consumer Price Index (C.P.I.) measures the rate of inflation for each year.



**Source:** Reserve Bank of New Zealand

**Note:** Also see Appendix, Section 2.24, for rate of inflation since 1891, and method used to calculate the fall in the value of the dollar.

## 2.2 WAGES / SALARIES / DRAWINGS

### 2.2.1 Wages and Salaries - Farm Employees

*Effective May 2012*

As a guide to Wages or Salaries commonly paid to farm employees, Fegan & Co have kindly provided the following figures. Fegan & Co provide a range of services to the rural sector including Recruitment and HR services. Visit them at [www.fegan.co.nz](http://www.fegan.co.nz).

It is important to recognise the following:

- There will always be exceptions to the ranges shown.
- These are Salary/Wage figures only and do not include Other Benefits and so do not show the Total Package Value for each role.
- You should always seek professional advice before making any significant changes to employees' remuneration packages.

#### (i) Sheep & Beef

---

Shepherd General / General Hand	\$28,000 - \$45,000
General Hand / Tractor Driver	\$35,000 - \$50,000
Shepherd	\$35,000 - \$42,000
Head Shepherd	\$42,000 - \$52,000
Stock Manager	\$45,000 - \$60,000
Manager	\$50,000 - \$85,000
Operations Manager	\$80,000 - \$120,000

---

#### (ii) Dairy

---

	North Island	South Island
Part-Time Assistant	\$15.00 - \$20.00/hr	\$15.00 - \$25.00/hr
Assistant	\$30,000 - \$40,000	\$32,000 - \$42,000
Herd Manager	\$40,000 - \$50,000	\$40,000 - \$50,000
Assistant Manager / 2IC	\$42,000 - \$57,000	\$42,000 - \$60,000
Farm Manager	\$50,000 - \$85,000	\$60,000 - \$100,000
Operations Manager	\$90,000 - \$145,000	\$90,000 - \$145,000

---

All amounts are assuming the person is covering their own personal expenses (power, phone etc). If the person is being provided board and lodging a deduction of up to 15% for board and 5% for lodging can be made from the minimum hourly rate. Typically board and lodging provides meals while the employee is working (not necessarily while on scheduled time off), doing employee's washing, providing bedding and linen. Where accommodation is provided, that accommodation may be assessed for taxation purposes according to the requirements of the *Inland Revenue Department*.

#### **Assistant:**

Someone completing tasks under direct supervision and with few areas of responsibility other than within the dairy shed. For example an assistant would apply Nitrogen fertiliser, calibrate a sprayer once taught, but would not decide the rate.

**Herd Manager:**

Normally has a minimum of two years experience and would have sound knowledge of identifying and treating animal health problems. Would have some responsibilities such as herd health and feeding, pasture management and assessment, with guidance from the Manager or Employer. Nitrogen: will definitely be calibrating the spreader, may be deciding the rate.

**Assistant Manager / 2IC:**

Similar to the level of a Herd Manager re competency of performing day-to-day tasks. Distinguishing features: the Assistant Manager is expected to oversee the day-to-day operation of the farm in the Managers / Employers' absence. They are likely to assist with delegation of duties to junior staff and day-to-day supervision of those staff as required.

**Farm Manager:**

Makes the weekly decisions on farm. For example Nitrogen: will be deciding rate of application, maybe deciding total annual Nitrogen use.

**Operations Manager:**

Operates to a level of working within the operating budget, often negotiating with the fertiliser company, banks, and farm supply companies. Manages all aspects regarding staff and sometimes does the GST return. For example Nitrogen – will be deciding total amount of Nitrogen usage.

**Non-Cash Benefits:**

All figures quoted are cash salary; if any non-cash benefits are included, they are over and above these figures. Non-cash benefits can include house, meat, and firewood in all examples. In the Sheep and Beef sector house power and telephone rental may be included. Employers need to be aware that these benefits can attract Fringe Benefit Tax. *See Section 4.1.2.*

**Contract/Sharemilking Positions:**

These positions are entirely negotiable between the parties depending on herd size. Each is a separate contract and agreements are very variable. The contract actually negotiated will reflect the remuneration required, after costs, to adequately reward the person for job size, performance, accountability and risk.

**Minimum Wage Requirements**

It is important that employers have an accurate record of hours worked by employees so they can ensure an employee's package (salary, house value and other benefits) equates to at least the minimum wage. The minimum wage changes frequently so we advise employers to ensure they are aware of the current rate by going to [www.ers.dol.govt.nz](http://www.ers.dol.govt.nz) or phoning the Labour Department.

## 2.2.2 Wages and Salaries - Horticultural Employees

Some typical wage rates are as follows:

### (i) Orchard Workers (Nelson)

Permanent Staff:	Position	Remuneration
	Manager	\$45,000 to \$60,000 per annum
	Assistant Manager	\$35,000 to \$40,000 per annum
	Labourers incl Quality Controller	\$15.00 to \$18.00 per hour
Casual Staff:	General Labourers	\$13.50 to \$15.00 per hour
	Tractor Driver / Forklift Driver	\$13.50 to \$15.00 per hour

Note: A large amount of orchard work is done on a contract (piece rate) basis; this can allow experienced hard working staff to earn more money in exchange for having the job done quicker.

### (ii) Vineyards

Manager	\$50,000 to \$65,000 per annum
Foreman	\$35,000 to \$45,000 per annum
Permanent staff	\$16.00 to \$20.00 per hour
Pruners	\$14.00 to \$18.00 per hour
Leaf Pluckers	\$14.00 to \$16.00 per hour

### (iii) Orchard/Packhouse Workers (Nelson)

General staff (packhouse staff paid towards lower end of scale, graders paid towards the higher end of scale)	\$13.50 to \$14.50 per hour
Supervisors/Quality Controllers	\$17.00 to \$20.00 per hour
Forklift drivers	\$14.50 to \$16.00 per hour

### (iv) Tomato Glasshouse Workers (average)

Starting rate \$13.50 per hour

Competent \$14.00 - \$15.00 per hour

With responsibilities, including training, i.e. boiler, greenhouse structural maintenance etc  
\$15.00 - \$18.00 per hour

Foreman \$18.00 - 20.00 per hour

### (v) Market Garden (Southland)

Casuals - Entry level		\$14 per hour
Permanents - Lower end	Moderate skill level	\$16 per hour
Permanents - Top end	Most skilled	\$18 per hour

### 2.2.3 Drawings

Drawings or Personal expenditure for farmers and growers:

<b>Sheep and Beef</b>	(per farm)	(per su)
Northland	\$52,000	\$18.04
Waikato/Bay of Plenty Intensive	\$63,400	\$21.62
Central North Island Hill Country	\$57,000	\$10.54
Gisborne Hill Country	\$38,000	\$5.02
Hawkes Bay/Wairarapa Hill Country	\$67,000	\$13.59
Western Lower North Is Intensive	\$52,084	\$13.06
South Island High Country	\$76,210	\$7.09
Canterbury/Marlborough Hill Country	\$55,880	\$10.61
Canterbury/Marlborough Breeding and Finishing	\$58,000	\$12.74
Otago Dry Hill	\$58,385	\$9.87
Southland/South Otago Hill Country	\$67,640	\$10.54
Southland/South Otago Intensive	\$61,402	\$20.07
<b>National</b>	<b>\$59,502</b>	<b>\$12.58</b>

<b>Dairy</b>	(per farm)	(per cow)
Northland	\$54,500	\$193
Waikato/Bay of Plenty	\$70,840	\$209
Taranaki	\$68,500	\$254
Lower North Island	\$70,000	\$189
Canterbury	\$82,000	\$115
Southland	\$72,310	\$137
<b>National</b>	<b>\$71,408</b>	<b>\$172</b>

<b>Deer</b>	(per farm)	(per su)
North Island	\$50,000	\$22.12
South Island	\$45,327	\$14.40

*Source: MAF Pastoral Monitoring Reports – 2011.*

<b>Arable</b>	(per farm)	(per ha)
Canterbury	\$61,800	\$206

<b>Horticulture</b>	(per property)	(per ha)
Kiwifruit	\$56,400	\$11,280
Hawkes Bay Pipfruit	\$50,000	\$2,273
Nelson Pipfruit	\$30,000	\$1,111

*Source: MAF Horticulture and Arable Monitoring Reports – 2011.*

## 2.3 ANIMAL EXPENSES

### 2.3.1 Animal Health - Average Costs

Average animal health costs are as follows. See individual sections for more detailed information.

<b>Sheep and Beef</b>		(per su)
Northland		\$3.15
Waikato/Bay of Plenty Intensive		\$2.84
Central North Island Hill Country		\$3.71
Gisborne Hill Country		\$3.20
Hawkes Bay/Wairarapa Hill Country		\$3.77
Western Lower North Is Intensive		\$3.85
South Island High Country		\$2.60
Canterbury/Marlborough Hill Country		\$3.54
Canterbury/Marlborough Breeding and Finishing		\$3.66
Otago Dry Hill		\$3.13
Southland/South Otago Hill Country		\$3.20
Southland/South Otago Intensive		\$4.23
National		\$3.52
<b>Dairy</b>		(per cow)
Northland		\$63
Waikato/Bay of Plenty		\$77
Taranaki		\$83
Lower North Island		\$78
Canterbury		\$88
Southland		\$65
National		\$78
<b>Deer</b>		(per su)
North Island		\$3.83
South Island		\$3.76

*Source: MAF Pastoral Monitoring Report - 2011.*

### 2.3.2 Drenches/Vaccines/Bloat Control

#### Drenches

Sheep Drenching Costs - Examples:

Tradename:	Cydetin	Eweguard	Converge	Scanda
Dose rate:	1ml / 5kg	1ml / 25kg	1ml / 10kg	1ml / 10 kg
Cost per ml:	\$0.049	\$0.471	\$0.045	\$0.056
Cost per 55 kg ewe:	\$0.54	\$1.04	\$0.25	\$0.31

Cattle Drenching Costs - Examples:

Tradename:	Scanda	Converge	Valbazen Cattle Mineral	Noromectin Injection
Dose rate:	1 ml / 10 kg	1ml / 10 kg	2½ ml / 50kg	1 ml / 50 kg
Cost per ml:	\$0.056	\$0.045	\$0.040	\$0.376
Cost per 500 kg cow:	\$2.82	\$2.26	\$1.01	\$3.76



**Drenches/Anthelmintics***Agmax Industries Ltd:* (\$35 freight fee for all orders under \$250)

		Price
Ivermectin based Endectocide		
Noromectin - Cattle pour-on / injection	5 litre / 500ml	\$239.13 / \$178.26
Noromectin Plus – Cattle Antiparasitic injection	500 ml	\$260.87
Pour-On Gun		\$58.26

*PGG Wrightson Ltd:*

<b>Product</b>		<b>Unit size</b>	<b>Retail Price</b>
Converge (sheep/cattle)	1ml / 10kg	10 litre	\$451.30
Combination	sheep	1 litre / 20 litre	\$72.87 / \$193.91
Combination Pour On	cattle	5½ litre	\$520.87
Combination Drench	cattle	20 litre	\$444.35
Cyductin plain	oral sheep	2 litre	\$98.26
Cyductin selenised	oral sheep	2 litre	\$493.92
Cyductin Pour-on		15 litre	\$1,494.78
Noromectin Pour-on		1 litre	\$133.30
Scanda Plain / Sel		10 litre	\$256.65 / \$277.39
Scanda Sel		2½litre / 20 litre	\$140.87 / \$550.43
Valbazen Min (cattle)	1ml / 15kg (fluke)	5 litre	\$201.74
Vaccines:			
Cyductin L A	1ml / 20kg:ewe & lamb>20kg	500 ml	\$300.00
Vaccine & Drench:			
Eweguard	1ml / 25kg	500ml	\$235.65

*Intervet Schering Plough Coopers: 2010 prices*

<b>Drenches:</b>	<b>Dose rate</b>	<b>Unit size</b>	<b>Average retail price</b>
Scanda Sel (sheep & cattle)	1 ml per 10 kg	10 litre	\$275.55
Scanda Sel (sheep & cattle)	1 ml per 10 kg	20 litre	\$497.77
Converge (sheep & cattle)	1 ml per 10kg	5 litre	\$230.22
Converge (sheep & cattle)	1 ml per 10 kg	10 litre	\$423.11
Alliance (sheep & cattle)	1 ml per 10 kg	5 litre	\$336.88
Alliance (sheep & cattle)	1 ml per 10 kg	10 litre	\$585.78
Valbazen Cattle	1 ml per 15kg (Fluke)	5 litre	\$220.00

*Livestock Supplies (N.Z.) Ltd:*

Bio Start – Ruminant Calf	2 litre	\$118.00
Bio Start – Ruminant	2 / 5 / 10 litre	\$82 / \$195 / \$365
Dairy Cow Minerals	25,000 doses	\$64.80 per bag
Ewe Spray Mix	1000 doses	\$38.50
Lugals Iodine	1 / 5 / 10 / 20 litre	\$45 / \$220 / \$425 / \$840
Potassium Iodate	1 kg	\$125.00
Potassium Iodide	1 kg	\$120.00
Calmag / Flours of Lime	1 kg	\$0.77 / \$0.19

*A South Island Veterinary Service: (vet only products)*

Product		Dose rate	Unit size	Est Retail Price
Levicare	Sheep	3 ml per 16 kg	20 litre	\$127
	Cattle	9 ml per 45 kg		
Levicare HI-MIN	Sheep	3 ml per 16 kg	20 litre	\$127
	Cattle	9 ml per 45 kg		
Levitape	Lambs	1 ml per 5 kg	10 litre	\$316
Levitape High Mineral	Lambs	1 ml per 5 kg	10 litre	\$316
Albendazole		1 ml per 5 kg	20 litre	\$153
Albendazole High Mineral		1 ml per 5 kg	20 litre	\$158
First Drench / High Mineral		1 ml per 5 kg	5 / 10 / 20 litre	\$210 / \$292 / \$556
Oxfen High Mineral		1 ml per 5kg	5 / 20 litre	\$107 / \$184
Oxfen C		1 ml per 20 kg	5 / 20 litre	\$183 / \$538
Oxfen C High Mineral		1 ml per 20 kg	5 / 20 litre	\$186 / \$610
Double Strength Oxfen High Mineral		1 ml per 10 kg	5 / 20 litre	\$154 / \$402
Arrest		1 ml per 5 kg	20 litre	\$228
Arrest High Mineral		1 ml per 5 kg	5 / 20 litre	\$86 / \$228
Arrest C		1 ml per 10 kg	5 / 20 litre	\$172 / \$545
Genesis High Mineral		1 ml per 5 kg	5 / 10 / 20 litre	\$150 / \$233 / \$326
Genesis Tape High Mineral		1 ml per 5 kg	5 / 10 / 20 litre	\$209 / \$318 / \$602
Genesis Horse Wormer		1 ml per 20 kg	30 ml	\$18
Genesis Ultra Hi Mineral for sheep		1ml per 5kg	20 litre	\$649
Matrix Hi Mineral Triple Combo		1 ml per 5kg	5 / 10 /20 litre	\$185 / \$312 / \$597
Matrix Tape Hi Mineral		1 ml per 5kg	5 / 10 /20 litre	\$246 / \$482 / \$921
Switch Oral for sheep / Hi Mineral		1ml per 5kg	5 / 20 litre	\$128 / \$412
Ivomec Liquid	Sheep	1 ml per 4 kg	20 litre	\$334
Ivomec Selenised	Sheep	1 ml per 4 kg	20 litre	\$334
Ivomec Injection	Cattle	1 ml per 50 kg	200 ml	\$127
	Sheep	0.5 ml per 25kg	500 ml	\$235
	Pig	1 ml per 33 kg		
Ivomec Plus Injection	Cattle	1 ml per 50 kg	500 ml	\$302
Ivomec Eprinex	Cattle	1 ml per 10 kg	250ml	\$54
	Deer	1 ml per 10 kg	1 / 2.5 / 5 litre	\$152 / \$332 / \$598
Ivomec Maximiser caps	Sheep	ewe (1 capsule)	(40 to 80kg)	\$2.38 per cap
		lamb (1 capsule)	(20 to 40kg)	\$2.31 per cap
Triton	Sheep	1 ml per 4 kg	20 litre	\$478
Eqvalan Paste	Horse			\$17
Extender 100	Sheep		per ewe	\$2.32
Extender SeCo			per ewe	\$2.70
Extender SeCo Junior			per lamb	\$2.32
Levamisole			20 litre	\$127

**Cattle Endectocides**

*A South Island Veterinary Service:*

Product	Dose rate	Unit size	Est Retail Price
Genesis Injection	1 ml per 50 kg	250 / 500 ml	\$140 / \$218
Genesis Pour-On	1 ml per 20 kg	1 / 2.5 / 5 / 12.5litre	\$226 / \$437 / \$794 / \$1,456
Genesis Ultra Pour-On	1ml per 10kg	2.5 / 5 litre	\$437 / \$794

Eclipse Pour-on	1 ml per 20kg	1 / 2.5 litre	\$256 / \$597
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*VetEnt Lincoln:*

Genesis pour on	1 / 2.5 litres / 5 litres	\$240.00 / \$441.90 / \$848.90
Eprinex pour on	1 / 2.5 litres / 5 litres	\$161.70 / \$352.80 / \$604.30

**Vaccines**

*PGG Wrightson Ltd:*

	Dose rate	Unit size	Price
Vitamin B12	lambs = 1ml calves = 4ml sheep = 2ml cattle = 6 – 10ml	500 ml	\$39.04
Multine 5 in 1 Plain	Cattle>4mths=4ml	250ml / 500ml	\$35.65 / \$58.35
Multine 5 in 1 Sel	Sheep = 2ml/sheep	250ml / 500ml	\$37.30 / \$61.13

*Intervet Schering Plough Coopers: 2010 prices*

	Dose rate	Unit size	Av. retail price
Nilvax (sheep)	26-65 kg = 4.0 ml, 66-80 kg = 4.5 ml & 81-90kg= 5ml	500 ml	\$74.22
Multine 5 in 1 (plain, selenised)	Sheep 2ml Cattle 4ml	250ml 500 ml	\$26.00 \$40.00
Lamb vaccine (plain/selenised)	2ml	250ml 500 ml	\$40.00 \$69.00

*A North Island Veterinary Service offers the following:*

Rotavec Corona for Rota virus –2ml	\$7.34 per dose
Salvexin for Salmonella –2ml	\$0.93 per dose
Lepto booster (NB this is a Vet. administered cost)	\$2.00
Scabiguard for Scabby Mouth 250 doses / 150 doses	\$52.90 / \$31.22

*VetEnt Lincoln:*

Campy 4 for vibriosis abortion - 2 shots initially then yearly.	\$1.46 / hd
Salvexin+B for Brandenburg abortion - 2 shots initially then yearly	\$0.99 / hd
Toxoplasmosis vaccine for sheep 1shot/lifetime	\$2.13 / hd
Yersinivax vaccine for Yersiniosis	\$2.52 / hd
Piligard - a vaccine to prevent pink eye in cows (2ml dose)	\$4.20 / hd

*Leader Products:*

Pink eye patches, 6 patches per packet, 12 pkts per carton	\$20.44 /carton
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**Bloat Control**

*Agmax Industries Ltd: (\$35 freight fee for all orders under \$250)*

Bloatbuster (Alcohol Ethoxylate)	20 / 100 / 200 litre	\$177.39 / \$754.78 /\$1,311.30
Bloat Stop	20 / 100 / 200 litre	\$184.35 / \$781.71 /\$1,421.74
Anti-Bloat Plus	20 / 100 / 200 litre	\$153.91 / \$685.22 /\$1,151.30
Anti-Bloat No.2	20 / 100 / 200 litre	\$135.65 / \$593.04 /\$1,062.61

*A Company:*

NRM Product	Price / Unit	Price per Pallet
Rumevite Teric Bloat Block 20kg	\$63.25	\$3,162.50

*A South Island Veterinary Service:*

Blocare 4511	200 litre	approx \$1,174
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*PGG Wrightson Ltd:*

Bloat Control	200 litre	\$1,100.00
Bloatenz 2 in 1	200 litre	\$1,312.18
Bloatenz Plus	200 litre	\$1,275.65
Bloateze	20 litre	\$1,226.96
Teric Bloat Block		\$68.87

**Growth Promotants**

*Elanco Animal Health:*

Rumensin Capsules	per capsule	\$15
Rumensin Max (10,000 cow doses)	20 litre	\$1,012
Rumensin Max (25,000 cow doses)	50 litre	\$2,280

*A Company:*

Product	Price per unit
Rumetrace Magnesium Capsules (1 box 25 capsules)	\$776.25
Rumetrace Magnesium Capsules (2 to 9 boxes)	\$753.25
Rumetrace Magnesium Capsules (10 + boxes)	\$741.75
Rumetrace Applicator	\$69.00

**2.3.3 Dips/Sprays/Ointments/Dressings**

(See also contract dipping costs, *Section 2.4.7.*)

*A South Island Veterinary Service:*

Product		Dose rate	Unit size	Est Retail Price
Flypel	Lambs/Hogget	5 to 12 ml	5 litre	\$200
	Ewes/Rams	10 ml		
Fleecemaster			2 litre / 5 litre	\$181 / \$337
Xterminated 10			5 litre / 20 litre	\$124 / \$443
Cypercare		1 ml per 5 kg	1 / 4 / 20 litre	\$35 / \$83 / \$278
Cyrazin Liquid	Sheep	2 l per 1000 l water	2 litre / 5 litre	\$175 / \$362
Cyrazin Spray-on	Sheep		10 litre	\$172

*Elanco Animal Health:*

Sheep ectoparasiticides lice control				
Extinosad Dip		5 litres (makes 5000 litres of jetting dip)		\$380
Sheep ectoparasiticides fly and lice control				
Cyrex Liquid		10 litres (makes 5000 litres of jetting dip)		\$900

*Intervet Schering Plough Coopers: 2010 prices*

<b>Dips:</b>			Ave. retail price
Zenith/Blitz (Sheep)	Fly Jetting: 250ml per 100 litres	5 l	\$324.44
	Fly/lice shower/plunge dip: 150ml per 100 litres		
Erase jetting liquid	Fly Jetting; 200ml per 100 litres	5 l	\$524.44
	Aids in the control of lice		

**Pour-on Fly and Lice products**

*Intervet Schering Plough Coopers: 2010 prices*

	Dose rate	Unit size	Average price
Zenith	Fly Zenith Spray-on kills maggots and provides long-term fly protection: 0-20kgs= 20ml, 21kgs + = 30ml	20 l	\$385.77
(sheep)	& rams & heavy ewes = 45ml	5 l	\$164.44
	Lice (off-shears): 0-30kgs = 15ml, 31-55kg = 20ml & 56-75kg = 25ml		
Wipeout	Lice: 0-4mths wool growth = 2 ml per 10kg & 4-6 mths wool growth = 4ml per 10kg	11 l	\$282.66
(sheep)			
Vanquish	Lice control wool length 0-4 mths adults =10ml, 4-6mths adults=15ml & 6-10mths adults = 20ml	10 l	\$377.77
(sheep)			
Magnum	Lice: 15kg-20kg = 10ml, 21kg-30kg = 15ml, 31-55kg = 20ml, 56-75kg=25 ml & 75kg+ add 5ml per 10kg	20 l	\$337.78
(sheep)	Fly -0-35kgs = 34 ml & 36kgs + = 54 ml		
Blaze	Lice control for cattle: 1 ml per 20kg	2.5 l	\$213.33
(Cattle)	Nuisance fly for cattle: 15 ml set dose	5 l	\$373.33

*PGG Wrightson Ltd:*

Erase jetting liquid		5 litre	\$542.61
Formalin	Jasol	20 litre	\$76.87

*VetEnt Lincoln:*

Maggo		1 litre	\$66.20
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**Disinfectants**

*Agmax:* Note: \$35 freight fee for orders under \$250

V-Cide Disinfectant	1kg / 2kg / 4kg		\$56.52 / \$100 / \$182.61
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*A Company:*

NRM Product	Quantity	Price per unit
Virkon S	50 x 50g sachets	\$365.70
Virkon S	4 x 1kg	\$271.40
Virkon S	2.5kg / 6 x 2.5kg	\$188.60 / \$1,030.40
Virkon S	5kg / 2 x 5kg	\$318.55 / \$583.05

### 2.3.4 Metabolics/Antibiotics

(See also Section 2.3.13 for mineral supplements, licks etc.)

*A North Island Veterinary Service:*

Product			Price
Glucalmag	milk fever complicated by grass staggers-	Flexipack 500 ml	\$13.30
Glucalphos	milk fever complicated by acetonaemia or grass staggers and sleepy sickness in sheep	500 ml	\$15.48
Ketol Xtra	Ketosis in cattle and sleepy sickness in sheep/goats	5 litre	\$80.17
Magnesium Sulphate 20%		500 ml	\$11.39
Scour Powder (calves and cows) (Phoenix Diarrhoea)		500 g	\$8.78

*A South Island Veterinary Service* advises the following:

Selenium Treatment		
Selpour- rate depending on weight of animal		approx. \$103 for 2.5 l

#### Copper Treatment

*A North Island Veterinary Service* charges the following, per cow:

Copacap 20g bolus		ea \$3.30
Costs per calf:		
Cobalt injection (Prolaject) -500ml		\$0.40
Copper capsule (Copacap 10 g)		\$2.26

#### Antibiotics (for cattle)

Mastitis treatment for cows in milk: (generally require a course of three tubes; sold various per box)

Lactating Orbenin LA (24 tubes per box)	per tube	\$6.82
Mastalone (20 tubes per box)	per tube	\$8.59
Penalone MC (20 tubes per box)	per tube	\$5.42
Metriclean	per tube	\$21.04

*A South Island Veterinary Service:*

Dry Cow Treatment:

Cepravin	200 tubes per pack, also as single tubes	approx \$4.10 per tube
Engemysin	100ml	\$60.00
Excenel	100 ml	\$175.00
Metricure syringe	each	\$21.40
Pharmacillin (for routine retained foetal membranes, wounds, lame cows)	250ml 25ml dose (usual x3)	\$55.00 ea \$5.50

*Bell-Booth Ltd:*

Product	Pack Size	Price
Che'garl Original	2 / 5 / 15 / 20kg	\$29.60/\$45.20/\$129.00/\$140.00
Che'garl Liquide	1 / 5 / 20 litre	\$15.60/\$38.20/\$120.00
	100 plus litre bulk	\$5.60 per litre
Che'garl la Gorge (respiratory plus)	1.2kg	\$72.80
Che'garl Seaweed Meal	25kg	\$112

Che'garl Fresh Garlic Juice	1 / 5 litre	\$13.60/\$61.50
Che'garl Apple Garlic Cider	5 / 20 / 200 litre	\$29.50 / \$88.50 / \$638.00

*Elanco Animal Health:*

Tylan Injection	(1ml per 20 kg bodyweight)	\$50.00 per 100 ml
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**2.3.5 Animal Health Services**

Farmed Animal Practices – *VetEnt* pricing

Farm visit	Including first 15 minutes	\$75
	Extra fee per 5 minutes	\$19
	After hours (over and above usual fee)	\$30
	Advisory visit per hour	\$228
Travel charge per km		\$1.20
Pregnancy test	Manual (per head)	\$3.20
	Ageing (per head)	\$3.90
	Scanning (per head)	\$3.20

**Deer TB Testing:**

*A company's* charges for Deer Tuberculosis testing are as follows:

Field technician on farm	\$80 to \$200 per hour plus \$0.50 to \$0.95 per km travel
Tuberculin	1 mg \$0.50 per dose
Clipping	\$0.30 per head

Note: Extra admin charges may apply. Check on current charges at the time of booking.

**Develveting:**

*A South Island Veterinary Service charges:* -

Develveting cost does not include drugs and price is dependent on number of animals and handling facilities. Charged out at a per five minute rate of approximately \$14.22 per head.

**Calf Debudding/Dehorning:**

*Ultra-Scan Ltd:*

De budding (gas) – minimum of 20 calves + cost of anaesthetic, two technicians and two twin crates.	\$4.00 to \$5.00 per calf
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**Facial Eczema Tolerance Testing Fees (for rams):**

*AgResearch Ruakura: Ramguard*

Discounts available for clients with higher numbers of rams to dose.

No. of animals	Base Charge 30 kg	Surcharge \$/kg over 30 kg
1 to 8	\$113.10	\$3.27
9 to 14	\$106.40	\$3.04
15 to 20	\$99.70	\$2.82
21 to 30	\$93.00	\$2.60
31 to 40	\$86.25	\$2.37

Surcharges: 1. \$3.55/mg of sporidesmin for dose rates >0.29mg/kg weight

Returned Sporidesmin will be refunded

2. Weights above 30 kg

### Example 1

---

5 animals weighing on average 55 kg and being dosed at 0.40mg/kg weight		
Base charge	5 rams x \$113.10	\$565.50
Surcharge for weight	5 rams x 25(Weight over 30kg) x \$3.27	\$408.75
Surcharge for Spdm	5 rams x 55 x 0.10 (Spdm over 0.30) x \$3.55	\$97.63
	Total	\$1,071.88
	Average \$ per ram	\$214.38

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### Example 2

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15 animals weighing on average 55 kg and being dosed at 0.40mg/kg weight		
Base charge	15 rams x \$99.70	\$1,495.50
Surcharge for weight	15 rams x 25 (weight over 30kg) x \$2.82	\$1,057.50
Surcharge for Spdm	15 rams x 55 x 0.10 (Spdm over 0.30) x \$3.55	\$292.88
	Total	\$2,845.88
	Average \$ per ram	\$189.73

---

NB. Vet fees for testing in field and bleeding are not included in these prices, Lab costs are included.

### Faecal Egg Counting:

*AgResearch Ruakura: WormFEC*

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	North Island	South Island
Monitors (Recommended collecting 10 from a mob)	\$4.00	\$3.55
Main Sample	\$4.75	\$4.30

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- Two samples per season are recommended to be collected for each animal.
- Lab costs are included (North & South Island are different.)
- FEC values are forwarded to the SIL service provider.

### *Techion Group Ltd:*

FecPak and SporPak Laboratory Testing Service.

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Test pack - generic	\$10.00
Faecal egg count - individual or mob	\$8.69
Faecal egg count - 10 individuals	\$60.00
Faecal spore count - individual or mob	\$8.69
Faecal spore count - 10 individuals	\$60.00
Larval culture / Fluke culture	\$55.00 / \$25.00
Pasture spore count	\$8.69

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### FecPak and SporPak Units

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F100 c/w microscope (FecPak or Sporpak option)	\$1,699
F100 without microscope	\$1,399
F200 Binocular Unit (FecPak or SporPak option)	\$1,999
Bolt On (FecPak or SporPak option)	\$250

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### 2.3.6 Animal Health Equipment

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Spore counting kit for Facial Eczema	5 pack	\$21.70
<b>Drench Guns:</b>		
HSW Drench-matic	10ml	\$146.96
Henke Drench-matic drencher	23ml / 30ml	\$112.35 / \$146.96
Genia large bore drencher	250ml	\$155.65
Drench bottle easy drencher	1.2 litre capacity	\$13.30
Plastic (manual) drencher	70ml to 300ml	\$69.52 - \$77.86
Genia (manual)	20ml to 250ml	\$103.48 - \$126.09
IS Optimiser	12.5ml	\$59.09
IS V-Vaximate drencher	10ml	\$49.52
Calf drencher – back pack	4.5 litre	\$39.96
<b>Vaccinators:</b>		
Henke Ferro-matic	5ml	\$207.83
Henke Pistol Grip	10ml / 30ml / 50ml	\$120.87
Henke Vet-matic	5ml / 10ml	\$146.96 / \$199.13
Intra rumen injectors for use on	needle 80mm long	\$52.13
Defender Drench gun		
IS LocknLoad	25ml / 50ml	\$82.57 / \$86.91
IS Optimiser range	2ml to 5ml	\$33.00 - \$39.95
IS Vaximate	1ml to 5ml	\$19.78 - \$21.35
IS V-Vaximate	1ml to 10ml	\$21.09 - \$30.00
<b>Bloat:</b>		
Bloat knife / sheath		\$24.30 / \$13.87
Trocar plastic screw	5mm to 10mm	\$27.78 - \$36.09
Trocar - stainless	9 to 12 mm	\$69.52 - \$37.35
Intra-rumen injector for bloat	300ml / 450ml	\$129.57 / \$164.35
<b>Mastitis:</b>		
Mastitis Test – Draminski (electronic)	Standard / memory	\$868.70 / \$955.65
Concentrate mastitis test solution	1litre / 5litre	\$19.09 / \$74.74
Concentrate kits	Complete	\$43.44
Mastitis test paper	25 pack	\$9.52
<b>Cow Hobbles:</b>		
Webbing and rings	20 cm / 35 cm leg spacing	\$39.09 / \$41.70
Welfare approved	35 cm leg spacing	\$52.13
<b>Leg Splints:</b>		
BOS /Ozland ranges	Calf / hindleg / small cow / XL cow	\$52.13 - \$73.91
<b>Rumen Magnets:</b>		
Bovivet		Each \$6.04
Bovivet introducer		\$43.43
<b>Scrotal Measuring:</b>		
	Tape	\$74.74
	60 cm plastic wand	\$56.52

*PGG Wrightson Ltd:*

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Calf Drencher Bovivet		\$31.30
Mastitis Tester – Draminski Std		\$869.57
V-Vaximate Drencher	10ml	\$51.74
V-Vaximate Injector	10ml	\$31.30

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*PETA Enterprises:*

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Peta Bloat dispenser	pack 1 (24 hour), 1 dispenser	\$114.56
Peta Bloat dispenser	pack 2 (12 hour), 2 dispensers	\$234.40
Peta Multi-purpose solid dispenser 24hr*	for Mg, salt, trace elements, etc	\$205.10
Peta Zinc 24 hour dispenser *	for zinc sulphate	\$219.14
Peta Multi Purpose solid dispenser 48hr*		\$298.08
Peta Zinc Dispenser 48 hour*		\$314.10

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\*Fits to either a 10 or 20 litre container.

*Leader Products:*

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Sheep jetting handpiece		\$104.89
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*Drench Gun Services Ltd:*

**Metal Injectors:**

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1 ml / 2 ml Automatic Injector		\$121.00
5 ml Automatic Injector		\$114.00
5 ml Automatic Lever Action Injector		\$185.00
5 ml / 10 ml Automatic Vaxmaster Injector		\$133.00
25 ml / 50 ml Repeater Injector		\$124.00
1 ml / 2 ml / 5 ml automatic injector with bottle attachment		\$137.00

**Metal Drenchers:**

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10 ml Lamb Drencher		\$108.00
20 ml Automatic Drencher		\$135.00
30 ml Automatic Sheep Drencher		\$172.00
60 ml Cattle Drencher Automatic		\$185.00

**Plastic Drenchers and Injectors:**

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1 ml / 3 ml / 5 ml / 10 ml Plastic Injector		\$24.70
1 ml Plastic Disposable Injector (box of 10) (Also in 2 ml, 3 ml, 5 ml & mixed box)		\$141.70
12.5 ml Drencher/Injector		\$89.70
25 ml / 50 ml Repeater Injector		\$97.50
20 ml / 30 ml / 60 ml Plastic Repairable Drencher		\$101.40
25 ml Plastic Drencher		\$50.70
30 ml / 60 ml / 150 ml Plastic Non-automatic Drencher	\$106.60 / \$106.60 / \$169.00	

**Pour-on Applicators**

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30 ml XP30 X-Stream Plastic Repairable Pour-on		\$54.60
65 ml Plastic Repairable Pour-on		\$67.60

**Jetting:**

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Dutjet Jetting Handpiece		\$184.60
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<b>Accessories:</b>	
Floating Hook	\$97.50
5 litre Backpacks	\$52.00
5 litre Collapsible Backpack	\$28.60
<b>Powered Instruments:</b>	
Powermaster Powered Drencher and Injectors	from \$520.00

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*Shoof International (Instrument Supplies Ltd):*  
(Incl delivery within NZ. Under \$70 add \$5 admin fee)

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<b>Vaccinators:</b>	
Standard Vaximate 1ml, 2ml, 5ml	\$19.78 / \$20.65 / \$21.35
V-Handle Vaximate 1ml, 2ml, 5ml	\$21.09 / \$22.13 / \$22.57
IS Optimiser Injector 12.5ml (at 0.5ml increments)	\$37.35
<b>Drench Guns:</b>	
'Defender' Drencher complete (plastic) 20ml / 30ml	\$78.22
'The Protector' Drencher / Pour On Gun 25ml	\$73.87
<b>Backpacks:</b>	
Flexipack Back Pack (complete) 5 litre	\$31.26
Back Pack (complete) 4.5 litre	\$39.96

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*Numedic Ltd: Drenching Systems*

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<b>Complete Systems:</b>	
Unmetered drenching system – complete kit includes 140 litre tank, pump, filter, timer, 2 handguns, 30m of 20mm hose, 25m of 8mm hose, cable ties, cup hooks, masonry anchors and instruction booklet	\$3,085.00
Deluxe metered drenching system – includes above system plus metering head with separate bloat oil injection unit, regulators, gauges, air hose, air compressor, 2 litre reservoir, and low pressure 50 litre bloat oil tank	\$6,055.00
Upgrade Kits – to upgrade unmetered to deluxe metered	\$2,970.00
<b>Accessories:</b>	
Teat Spray 50 litre tank, regulator, gauge, hose etc (no gun)	\$610.00
Teat Spray gun	\$123.00
In-Line filter kit – boosts performance of older drench systems	\$175.30
Numedic hand gun - Standard Nozzle / Hooked Nozzle	\$150.00/\$158.00
24 hour mixing timer	\$44.50
Air compressor – 2.5hp	\$395.00

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*PGG Wrightsons Ltd:*

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Footrot trough FT1	\$117.39
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For calving and lambing equipment see *Section 2.3.15* (Stock Management)

### 2.3.7 Dog Expenses

#### Dog Registration Fees

These vary depending on the Local Body involved. Fees for pups depend on age. Prices include GST. Examples of some Local Body fees are:

##### *Buller District Council*

Entire/Desexed – Responsible owner	\$85 / \$65
Entire/Desexed - other	\$140 / \$120

##### *Gore District Council*

Rural Dog	\$15.00
Urban dog / Urban dog de-sexed and fenced (or controlled property)	\$110.00/\$80.00

##### *Hastings District Council*

Rural Dogs – full fee	\$46.50
Urban Dogs – full fee	\$131.50

##### *Kaikoura District Council*

Desexed / responsible dog owner	\$32.00 / \$29.00
Pet / working dog	\$45.00 / \$29.00
Three or more working dogs	\$89.00

##### *Marlborough District Council*

Non-working Category 1 / Category 2	\$57.00 / \$86.00
Working dog / Property Licence – 3 or more dogs	\$24.50 / \$77.00

##### *New Plymouth District Council*

2 rural dogs / and subsequent dogs	\$52.00 ea / \$28.00
Residential dog /less rebates for responsible owner + neutered	\$137.00 / \$91

##### *South Taranaki District Council*

Rural dogs (first 2 dogs) 3 <sup>rd</sup> and subsequent dogs	\$94 ea / \$86 ea
Urban dogs / de-sexed dogs / selected owner policy dogs	\$139 / \$110 / \$90

##### *Waikato District Council*

General dog owner/Approved owner	\$90.00 / \$65.00
Farm Owner or selected owner	\$38.00

##### *Waitomo District Council*

Standard Urban Fee/Spayed or Neutered in Urban area	\$96.00 / \$75.00
Rural dogs	\$33.00

Other Districts: Working/Rural Dogs (rebates are often available on desexed dogs and for second or subsequent dogs)

Mackenzie rural / domestic	\$13.50 / \$61.50	Tasman rural / urban	\$30 / \$50
Ruapehu domestic	\$80/\$55/\$25	Timaru working / selected owner	\$30
/desexed/working			

Selwyn first / subsequent	\$35 / \$25	Waimate first/ subsequent dogs	\$39 /\$19.50
South Wairarapa rural / desexed rural	\$43 / \$32	Westland urban / rural	\$74/\$58.50
Tararua rural / urban	\$23 / \$73	Whangarei de-sexed / entire	\$44.50/\$56

**Dog Feed** – see *Section 2.3.13*

### 2.3.8 Breeding Expenses

The average or range for each region is as follows:

<b>Sheep and Beef</b>	(per su)
Northland	\$0.48
Waikato/Bay of Plenty Intensive	\$0.20
Central North Island Hill Country	\$0.28
Gisborne Hill Country	\$0.42
Hawkes Bay/Wairarapa Hill Country	\$0.26
Western Lower North Is Intensive	\$0.12
South Island High Country	\$0.29
Canterbury/Marlborough Hill Country	\$0.30
Canterbury/Marlborough Breeding and Finishing	\$0.75
Otago Dry Hill	\$0.35
Southland/South Otago Hill Country	\$0.75
Southland/South Otago Intensive	\$0.37
National	\$0.41
<b>Dairy</b>	(per cow)
Northland	\$36
Waikato/Bay of Plenty	\$45
Taranaki	\$39
Lower North Island	\$39
Canterbury	\$44
Southland	\$41
National	\$43
<b>Deer</b>	(per su)
North Island	\$0.42
South Island	\$1.15

*Source: MAF Pastoral Monitoring Report – 2011.*

## Artificial Breeding (Dairy Cows):

*Livestock Improvement Corporation:*

### Nominated Semen Options – AB Technician Service

Insemination fees for nominated semen are \$6.10 per insemination for up to and including 300 inseminations, then \$5.79 from 301 to 600 inseminations, and \$5.49 from 601 upwards. DIY training \$682.11 for a five day course. Extra training for DIY clients, \$177.35 per day. Leasing of deep freeze banks; \$95 fixed fee plus \$10.50 per week or part thereof (subject to availability of banks), plus nitrogen. A non - refundable deposit of \$45 is charged on application for lease.

Semen storage, 50 cents per straw per year. Minimum charge \$50 charged annually.

Semen dispatch fees for LIC semen: DIY clients will be charged a dispatch fee of \$28 per mating period, i.e. at the end of autumn and at the end of spring. These fees are charged directly to the client.

Transfer fee (handling fee) of \$28 per order for semen in storage that is transferred from one participant code to another.

### Premier Sires

	AB Technician Service \$/insemination		DIY Operators \$/straw	
	Daughter proven	DNA proven	Daughter proven	DNA proven
0 to 100	\$20.60	\$25.60	\$19.60	\$24.60
101- 200	\$19.70	\$24.70	\$18.70	\$23.70
201 - 300	\$18.70	\$23.70	\$17.70	\$22.70
301 - 400	\$17.80	\$22.80	\$16.80	\$21.80
401 - 500	\$17.00	\$22.00	\$16.00	\$21.00
501 - 600	\$16.20	\$21.20	\$15.20	\$20.20
601 - 700	\$15.50	\$20.50	\$14.50	\$19.50
701 - 800	\$14.90	\$19.90	\$13.90	\$18.90
801 - 900	\$14.30	\$19.30	\$13.30	\$18.30
901- 1000	\$13.80	\$18.80	\$12.80	\$17.80
1001- 1100	\$13.40	\$18.40	\$12.40	\$17.40
1101 - 1200	\$12.80	\$17.80	\$11.80	\$16.80
1200 plus	\$12.35	\$17.35	\$11.35	\$16.35

Charges are based on one hundred inseminations (or part of) depending on the number of inseminations to Premier Sires. For example 320 cows, Daughter Proven Premier Sires AB Technician Service inseminations you would be charged as follows:

1 <sup>st</sup> 100 inseminations @ \$20.60	\$2,060
2 <sup>nd</sup> 100 inseminations @ \$19.70	\$1,970
3 <sup>rd</sup> 100 inseminations @ \$18.70	\$1,870
4 <sup>th</sup> 20 inseminations @ \$17.80	\$356
Total: 320 inseminations	\$6,256

## **Cattle Embryo Transfer Fees:**

### *Embryo Co:*

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1. Flush Price Per Donor Cow			
For 4 or more Donors in a programme	\$180 per donor FSH plus \$ 300 per donor flush		
For 3 Donors in a programme	\$180 per donor FSH plus \$ 350 per donor flush		
For 2 Donors in a Programme	\$180 per donor FSH plus \$ 400 per donor flush		
For 1 Donor in a programme	\$180 per donor FSH plus \$ 450 per donor flush		

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2. Fee per Embryo transferred		\$ 90.00	
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3. Freezing and thawing			
To freeze each embryo (NZ use):		\$45.00	
Freezing for Export:		\$55.00	
Thawing and transfer per embryo:	1 to 9 Embryos:	\$110.00	Surgical transfers
	10 to 30:	\$90.00	add \$25 (on-
	Above 30:	\$70.00	centre only)
Quick Thaw embryos:	Up to 10:	\$90.00	
	Above 10:	\$60.00	

---

4. In Centre: You can send your donor cows to our centre in Hawkes Bay for their programmes. Charges as above plus add Programming and grazing charges.

Grazing	\$35 per head per week
Programme and AI : 1 donor	\$160 per donor
	2 donors \$140 per donor
	3 donors \$130 per donor
	4 donors \$120 per donor

There is an admin fee of \$50 per flush per client (1or multiple cows) to cover paperwork and compliance costs.

Recipients: currently \$1,500, plus \$35 per embryo transferred for synchronisation costs.

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5. Other: The above prices do not include synchronistaion drugs etc for the donor & recipient cattle, GST, travel, mileage, or where necessary, accommodation & meals. Mileage is charged at 75 cents/km.

---

6. Export: Due to the high cost imposed by MAF agencies to maintain export status of centres we must impose an export fee of \$390 per client per shipment in addition to the normal freight and MAF export charges. This fee only covers centre licensing and inspection costs.

---

Donor cows should be examined by your vet prior to commencing the programme. If Embryo Co does the examination a visit fee of \$30 plus \$10 per donor will be charged (plus mileage).

## **Bull Semen Collection:**

### *Xcell Breeding Services Ltd.*

#### Frozen semen collection and processing:

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On farm unlicensed	mileage at \$1.00 per km plus \$6.00 per straw	
On centre licensed	200 to 250 straws (per straw)	\$4.00
	251 to 500 straws (per straw)	\$3.50
	501 to 1000 straws (per straw)	\$3.00
	1000 plus straws (per straw)	POA.

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Grazing at \$6.50 / head / day is also charged. Health testing / Diagnostics at \$375 per bull.





**Pregnancy Detection:**Refer to *Section 2.4.9* for sheep and cattle**Deer**

Pregnancy Test	\$2.96 per head when over 100 are tested \$3.70 for less than 100 animals
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**Sheep / Goat Reproduction:***Xcell Breeding Services Ltd:*

Frozen semen collection and processing:

On centre projects

New Zealand straws only	\$6.00 per straw
Export Australia straws	\$10.00 per straw
Other countries POA	per straw

Grazing at \$3.00 per head per day is also charged.

Export projects may carry special charges – apply for details.

*Genetic Gains Ltd:*

\$100 set up fee (waived for jobs of over 150 ewes)

Intrauterine AI	Fresh or frozen semen	
	10 or less ewes	\$31/ewe plus mileage
	11 to 20 ewes	\$26 / ewe plus mileage
	21 to 35 ewes	\$21 / ewe plus mileage
	More than 35	\$18 / ewe plus mileage
	Extra CIDRs	\$5.00
	CIDR applicator	\$20.00
	PMSG	\$220 (21 to 100 ewes)

Price includes detailed AI programme, CDIRs, inseminations, consumables and assistant technician on the day of AI. PMSG and extra CIDRs are additional

Multiple ovulation and embryo transfer	\$100 (20 ewes or less)
With 5 or more donor animals	\$30 / donor AI'd
	\$350 / donor flushed
	\$100 / recipient implanted
	\$5.00 / recipient synchronised
	Plus mileage and accommodation if required

*Genetic Gains Ltd:*

Training - per ram / per ram after May 1 <sup>st</sup>	\$100 / \$150
Pre entry isolation per ram per week	\$25
Agistment per ram per week first 4 weeks / thereafter	\$25 / \$5
Processing Charges -Semen test – initial per ram	\$50
- repeats per ram per week	\$20
- Frozen semen per straw domestic	\$6
per straw export	\$8
- Fresh semen per straw	\$4
Storage – domestic per 100 straws or part per month	\$6
- export per 100 straws or part per month	\$7
Freight / per Dispatch / Liquid Nitrogen per dispatch	at cost / \$40 / \$85
Health checks & Vet Inspections for Export collection	Variable

### 2.3.9 Sire Purchases

#### Sheep

See also *Section 1.2.10* for ewes, two toothed and lambs

#### Rams

The following are approximate values for flock rams: (Use as a guide only)

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Dorset Down	\$300 to \$650
Corriedale	\$300 to \$700
Polled Dorset	\$300 to \$750
South Dorset Down	\$300 to \$600
Perendale	\$400 to \$900
South Suffolk	\$300 to \$650
Border Leicester	\$400 to \$750
Suffolk	\$300 to \$650
Borderdale	\$300 to \$750
Romney	\$450 to \$1,500
Coopworth	\$450 to \$1,500
Merino	\$400 to \$750

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#### Exotic Breeds:

The following are approximate values for flock rams:

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	Range
Texel Purebred	\$400 to \$1,500
East Friesian Purebred	\$600 to \$1,300
East Friesian ½ bred	\$400 to \$750
Finnish Landrace ½ bred	\$400 to \$750
Kelso Maternal	\$600 to \$1,500
Kelso Ranger	\$300 to \$1,000
Rissington Primera	\$900
Highlander	\$900

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#### Beef Cattle

Bulls – Beef bulls vary greatly in price depending on breed, qualities desired, etc.

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Run Bulls at auctions -	
Angus	\$2,000 to \$15,000
Hereford	\$2,200 to \$12,000
Charolais	\$2,200 to \$12,000
Simmental	\$2,200 to \$12,000
Beef Shorthorn	\$2,200 to \$10,000
Stabilizer	\$2,500 to \$7,000

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#### Beef Breeding

Cows, Heifers, Steers – see *Sections 1.4.5* and *1.4.6*

#### Dairy Cattle

See *Section 1.5.5*.

## Deer

### (i) Stags

The average price for breeding and terminal stags (red deer and elk) is in the region of \$2,000 to \$5,000. Stud stag prices would be in the region of \$3,000 to \$10,000+ depending on whether they were for velvet or trophy lines.

### (ii) Hinds, Weaners, Yearlings, Velveting Stags

See *Section 1.6.4*

## Goats

See *Section 1.7.6*

## Pigs

See *Section 1.8.3*

## Alpacas and Llamas

See *Section 1.9*

### 2.3.10 Herd Testing Charges

*Livestock Improvement Corporation*

Herd Testing fees include a visit fee plus a test fee as detailed below:

1 <sup>st</sup> herd test	\$295 plus \$1.75 per cow
2 <sup>nd</sup> herd test	\$265 plus \$1.75 per cow
3 <sup>rd</sup> herd test	\$155 plus \$1.75 per cow
4 <sup>th</sup> and subsequent herd test/s	\$80 plus \$1.75 per cow

Where a herd is milking through two dairies on one property, the visit fee for the second dairy can be discounted by 50%. To qualify for this discount, the samples from each milking must be sorted as one herd test in numerical order; and all herd test equipment must be washed and left with the samples at the one agreed collection point. Extra fees may apply where additional costs are incurred by *Livestock Improvement*.

#### InvestaTest Discount

Qualification for InvestaTest is at least 4 herd tests in a season. The discount is received after the fourth herd test and is applied to herd test costs the following year. The InvestaTest discount applies to visit and per cow test fees only. The 2012/2013 season discount levels are:

1 <sup>st</sup> year	3 %
2 <sup>nd</sup> year	5 %
3 <sup>rd</sup> and subsequent years	10 %

### 2.3.11 Dairy Shed Expenses

#### Average total dairy shed expenses

Dairy shed budget figures should ideally be based on farmer estimates and past records of farm expenditure. Where such information is not available, the following figures may serve as a guide for budgeting purposes. These do not include animal health or electricity (See Sections 2.3.1 and 2.5.1)

	per cow
Northland	\$25
Waikato/Bay of Plenty	\$23
Taranaki	\$23
Lower North Island	\$27
Canterbury	\$20
Southland	\$23
National	\$23

Source: MAF Pastoral Monitoring Report –2011.

#### Detergents and Sanitizers

Agmax Industries Ltd: (\$35 freight fee for all orders under \$250)

Dairy hygiene products:		
Alkali sachets powder 100 / 150 / 250g	20 kg bag (barrel)	\$125.22
Acid sachets powder	20 kg bag (barrel)	\$117.39
Works acid detergent-sanitiser	20 / 100 / 200 litre	\$88.70 / \$275.65 / \$471.30
Maximum acid detergent-sanitiser	20 / 100 / 200 litre	\$106.96 / \$477.96 / \$799.13
Multiwash 900 liquid chlorinated alkali	20 / 100 litre	\$93.91 / \$354.78
Agmax chlorine	20 / 100 litre	\$53.91 / \$222.61
Vat Cleaner	5 / 20kg	\$69.57 / \$205.22

Aakland Chemicals Ltd:

Low foam Dairykleen acid detergent sanitiser	25 / 100 / 200 lit	\$97.78 / \$343.10 / \$573.32
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#### Dairy Ointments, Soaps and Teat Sprays

Agmax Industries Ltd: (\$35 freight fee for all orders under \$250)

Teatspray products:		
Teatsweet (sachet packaged)	5 / 12 kg	\$311.30 / \$689.57
Iodine teatspray	20 / 100 / 200 litre	\$177.39 / \$738.26 / \$1,244.35
Chlorhexidine Teatspray	20 / 100 / 200 litre	\$165.20 / \$675.65 / \$1,154.78
Emollient products:		
Titivate emollient	20 / 100 / 200 litre	\$120.00 / \$538.26 / \$915.65
Sorbitol emollient	20 / 100 / 200 litre	\$98.26 / \$426.96 / \$671.30
Glycerine	20 / 100 / 200 litre	\$129.57 / \$694.78 / \$1,042.61

DeLaval:

Teatspray Kontakt Con	20 / 60 / 200 litre	\$231.50 / \$499.80 / \$1,479.00
Detergent Acid Wash	20 / 60 / 200 litre	\$121.90 / \$262.50 / \$572.00
Detergent Clortech	20kg	\$110.00

*Bell-Booth Ltd: Elthamol Hygiene Products*

	Pack Size	Price
Teat Salve	1.7 / 3.4 / 8.5 / 17kg	\$17.75 / \$32.05 / \$75.60 / \$144.40
Glycerine	5 / 20 / 200 litre	\$30.50 / \$114.00 / \$1,058.00
Work Soap	500ml pump / 1 litre / 5 litre	\$10.20 / \$14.50 / \$62.50
Pit Mitt	One size	\$17.30

**Dairy Shed Equipment**

*Agmax Industries Ltd: (\$35 freight fee for all orders under \$250)*

Cambrian teatsprayer	5 litre capacity	\$82.61
Drum pump standard		\$120.00
Drum pump purchased with Agmax product	with any 100 l / 200 litre	\$106.96 / \$93.91

*Leader Products:*

Udder Sprayers:		
Udder gun - portable		\$29.33
Handspray jetspray nozzle - portable		\$45.33
Handspray teat wash nozzle - portable		\$10.67

*Milfos:*

Milfos Blower vac. pumps	4,100 litre to 8,100 litre	\$4,535.25 to \$6,461.70
Milfos NZ liner	10 series	ea \$6.26 - \$6.95
Milfos USA liner	20 series	ea \$5.95 - \$6.95
Milfos European liner	50 series	ea \$5.95
Milfos IC330		\$199.50
Milfos air tube	1220mm / 20m	\$10.45 to \$162.70
Milfos twin tube	1220mm / 20m	\$9.95 / \$158.35
Milfos milk tube	1220mm – (16mm / 19mm)	\$13.55 / \$15.50
	20m – (16mm / 19mm)	\$195.90/\$253.05
Milfos claw tube	165mm / 190mm	\$1.95 / \$2.25
Suction tube	22mm to 35mm	\$123.95 to \$269.50
Milfos milk pump	0.75 to 1.5kW	\$2,136.25 to \$2,346.90
Milk pump controllers	On/off control	\$733.90- \$2,554.00
Milk filter (each)		\$836.60 to \$1,130.85
Filter sleeve (per 100)		\$56.50 to \$65.90
Filter sock (per 100)		\$99.90 to \$132.00
Milk cooler	Single Bank (18 to 104 plate)	\$1,629.70 to \$4,074.30
	Industrial 3,000 to 13,000L/hr	\$5,187 to \$7,478.10
Receiver	Ixpress 3600 RH / LH	\$2,595.80
	Ixpress 4 & ILoop LH / RH	\$2,368.45
Test buckets	Plastic / stainless steel	\$288.95 / \$407.20
Mastitis detector Ambic	12.7mm / 15.9mm	\$61.20 / \$70.85
Jetter	Hyjet 38mm / 50mm	\$133.35/ \$137.95
Porta check SCC milk test	Disposable test kit for SCC	
	24 test kit	\$68.15
	100 test kit	\$241.50
	Digital reader	\$594.20

Washline injector	iNteljet 2 150mm system	\$1,850.00
Hot water cylinder	Galvanised	\$1,812.50 to \$5,958.40
	Stainless steel case	\$2,093.80 to \$6,573.00
Cotswold Supaspray		\$1,287.65
iNteljet2	150mm / Loop Line System	\$1,850 to \$1,250

*PGG Wrightson:*

Aqua Dairy Aprons	Light Shedline to Heavy Shedline	\$17.30 to \$33.56
Aqua Dairy Overtrousers		\$112.17
Aqua Dairy Jacket		\$173.04
White Overalls		\$74.61
Gumboots		\$107.83
Gloves		\$13.04
Dairy Floating Thermometer	Housed / Caged	\$17.48
Dairy Weighing Tape		\$11.91

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Milking Apron Lightweight		\$43.43
Teat sprayer compact		\$17.35
Teat sprayers short and long	1 litre	\$12.13 / \$13.87
Teat sprayer short / long nozzle (Viton)		\$19.09 / \$19.96
Udder Gun (Compressed air teat sprayer)	1 litre	\$482.61
Tecnoma Teat sprayer wide neck / side fill	500ml / 1litre	\$15.61 / \$21.70
Teat dip cups:		
Kruuse	250 ml	\$14.74
Non-return	350 ml	\$19.96
Kick stop - complete		\$28.65
Quartermilker complete	8 litre	\$69.52

*McNeill Pumping Co Ltd:*

Dairy shed wash down pumps

Dairy Blaster range	kW	Pressure	litres per minute	Price
	4.0	43psi	415	\$2,080
	5.5	50psi	530	\$2,546
	7.5	37psi	1330	\$2,815
	11	50psi	1350	\$3,698
Variable speed washdown pumps				
	5.5	38psi	833	\$7,011
	7.5	70 / 37psi	500 / 1330	\$7,888
Dairy shed vat wash				
V W 4	0.73	36psi	85	\$903
V W 8	1.04	30psi	135	\$1,279
V W 12	1.09	22psi	200	\$1,332

*Onga (N.Z.) Limited Davies & Onga Pumps:*

Dairy Wash Down

Hi Flow Self Priming Cast Iron Centrifugal Pumps

Model	182	1500W	50psi	240v	\$1,536.94
	183	2400W	59psi	240v	\$2,056.69
	184	3800W	71psi	415v	\$2,396.63
	185	6000W	77psi	415v	\$3,005.63

Dairy Shed In-Place Cleaning

Stainless Steel Centrifugal Pumps

Model	OCS 401	\$1,116.25
	OCS 403	\$1,292.50

**Note:** For the cost of complete dairy shed units see *Section 2.21.2*

**Annual Certification**

All farm dairies supplying to Fonterra must be assessed each season. All NZ farm dairies producing milk for export must be covered by a Risk Management Programme (RMP) approved by the Ministry for Primary Industry (MPI). This RMP will include an annual Farm Dairy Assessment. The Dairy Company normally covers annual assessment costs to ensure the dairy meets quality management requirements. For farms not meeting quality management requirements the Farm Dairy HACCP assessment fee is between \$200 and \$450. For farms with milk quality issues, (e.g. Inhibitory substance detections, continued bacterial grading, high average Somatic Cell Count) traceback visit costs range from \$200 to \$2,500. In a number of cases these milk quality traceback costs are recoverable through the Demerit Relief System.

### 2.3.12 Calf Rearing

#### Calf Rearing

Cost of Calf Rearing (*Source: J. K. Margerison, Massey University, July 2012*)

Feed Costs for Friesian (40 kg) calves over first 10 weeks of life:

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#### (i) Restricted Milk and Pasture

Daily gain over 10 weeks – 0.5 kg per day

Live weight at 10 weeks – 75 kg

Whole milk:	5 litres per day for 70 days	350 litres @ 55¢	\$192.50
Pasture:	0.4 kg DM per day for 70 days	28 kg @ 20¢	\$5.60
			\$198.10

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#### (ii) Early Weaning

Daily gain over 10 weeks – 0.75 kg per day

Live weight at 10 weeks – 90 kg

Whole milk:	5 litres per day for 42 days	210 litres @ 55¢	\$115.50
Calf Meal (18% CP):	0.75 kg per day for 70 days	56 kg @ 75¢	\$42.00
Pasture:	0.4 kg DM per day for 70 days	28 kg @ 20¢	\$5.60
			\$163.10

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#### (iii) Ad Lib Milk

Daily gain over 10 weeks – 1.0 kg per day

Live weight at 10 weeks – 110 kg

Whole milk:	8 litres per day for 42 days	336 litres @ 55¢	\$184.80
Calf Meal (18% CP):	0.8 kg per day for 25 days	20 kg @ 75¢	\$15.00
Pasture:	2 kg DM per day for 28 days	56 kg @ 20¢	\$11.20
			\$211.00

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#### (iv) High protein meal/straw

Daily gain over 10 weeks – 1.0 kg per day

Live weight at 10 weeks – 100 kg

Whole milk:	2 litres per day for 35 days	70 litres @ 55¢	\$38.50
Milk powder:	250 g per day for 35 days	8.75 kg @ \$5.00	\$43.75
High Protein Calf Meal (20% CP):	Ad lib	125 kg @ 85¢	\$106.25
Straw:	Ad lib	1 bale @ \$5.00	\$5.00
			\$193.50

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### Feeding Equipment

*Agrifeeds Ltd:*

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	North Island	South Island
Agri-feeders	\$193.00	\$200.00

*McInnes Manufacturing Ltd:*

Milk Feeders

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Milk Bar Teat (minimum order 50 teats or + freight)		\$3.47ea
Milk Bar Colostrum Teat (minimum - 50 or + freight)		\$3.73ea
Milk Bar Trainer Bottle		\$17.38
Milk Bar 1 to 12		\$22.60 to \$260.86
Milk Bar compartment 2 to 10 spaces		\$80.86 to \$260.86
Milk Bar 40 to 60 – single or tandem axle 500/750 litre		\$3,695.64 to \$5,104.34
Milk Bar teat tool		\$95.64



Milk Bar Lamb – Kid 1/ 3 / 7 / 10 spaces	\$23.47 /\$28.69 / \$86.95 /\$113.03
Milk Bar Lamb / Kid 5 teat compartment	\$86.96
Meal – Pellet Feeders:	
Braden Start Nipple	\$6.95
Braden Start Bottle	\$37.38
Snack Bar	\$43.74
Munch Trough	\$86.95
Bird Proof Meal Bar	\$286.95
Waterers and accessories:	
Snack Water Trough	\$82.60
Pen Waterer	\$86.95
McInnes Float Valve	\$37.38
McInnes Dispenser – Single	\$599.99
McInnes Dispenser – Tandem	\$1,043.47

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Calves:

Calf Feeders	Milk Train 2-place	\$46.05
	Easy Feeder / Speedy Feeder	\$17.35 / \$26.04
	Rail Bucket 6-place	\$78.22
	M1 feeder (wall / rail mounted)	\$34.74 / \$34.74
Colostrometer	Milk tester Kruise	\$47.78
Meal Start Feeder	Fill bottle for pellets/meal/grains etc	\$52.13
Teats	Soda bottle (calf)	Each \$5.17
Electric Milk Warmer	Standard or Teflon	\$569.96/\$409.65
Milk Powder Whisk	45 / 60 cm	\$34.74/ \$41.70
Milk Powder Mixer		\$30.39
Milk Powder Plunger	Varieties	\$60.82 to \$120.87

*Leader Products:*

Stock feeders:	Calfeteria teats	\$1.60
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*PGG Wrightson Ltd:*

Calf Feeder Tubing	per metre	\$0.87
Calf Feeder Tube stop valve		\$0.97
Calf Feeder Milk Maid 5 teat 25 litre		\$131.74
Calfeteria 12 teat 80 litre		\$210.44
Calf Feeder 16 teat compartment		\$235.65
MF50 Calf feeder 50 teat non-compartment, 450 litre		\$4,474.78
Calf teat, Excal Fast Flow	each	\$2.51
Calf pen meal trough 16 litre		\$56.96

## Other Calf Rearing Equipment

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Debudders	LPG Heavy Duty	\$291.30
	Aber LPG	\$369.56
	Vulkan Gas Cordless	\$411.30
	Portasol Gas Cordless	\$338.26
	Electric other models	\$221.74 - \$286.09
Barnes Dehorner	32cm economy / quality / SS	\$34.74 / \$103.48 / \$94.78
	42cm economy / quality	\$43.43 / \$138.00
Debudding Paste	Hornex 20 g tube	\$12.13
Calf neck bands	10 pack various colours	\$11.26 - \$13.00
Calf mothering double collar		\$43.43
Calf handling rope		\$19.95
Calf leads (nylon or leather)		\$11.26 - 13.86
Calf collar leather		\$17.34

For calf shelters and sawdust for calf sheds see *Section 2.21.13*.

## Buckets

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Stainless Steel Buckets, 7½ / 9½ / 12 / litre	\$34.74 / \$40.83 / \$56.48
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## 2.3.13 Feed and Nutrition

### Milk Replacers

*Bell-Booth Ltd:* Calf Nutrition and Probiotic

Queen of Calves	20kg	\$149.00
Rearing to go mixing system		\$1,400.00
X-Factor	5kg / 20kg	\$99.00 / \$302.00

*CRT Feed Barn (Reliance Feeds):*

Reliance Calf Milk Powder	20 kg	\$86.61
Reliance FeedMilk	2 / 5 / 10 /	\$15.13 / \$40.43 / \$63.91

*Elanco Animal Health:*

Rumensin Premix (Coccidiosis control and rumen modifier for dairy and beef cattle)	\$245 per 25 kg bag
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*A Company:*

NRM calf feed per 20 kg bag (\$68.25), buy 50 bags and pay \$67.99 per bag or buy at \$3,399/tonne on farm.

*PGG Wrightson Ltd:*

Anlamb	5 / 10 / 20kg	\$46.09 / \$71.30 / \$106.09
Ancalf CMR	20kg	\$86.09

*Livestock Supplies (N.Z.) Ltd:*

New Generation calf milkpowder	20kg	\$75.00
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**Mineral/Nutritional Supplements**(See also *Section 2.3.4* for metabolics)*Agrifeeds Limited:*

		North Island	South Island
Himag – Cattle	250kg drum	\$203 to \$213	\$203 to \$213
	5-15 tonne	\$428 to \$533	\$448 to \$553
Calcium Enriched Molasses	5-15 tonne	\$373 to \$473	\$368 to \$448
	250kg drum	\$208 to \$218	\$208 to \$218
Molasses - feedgrade	5-15 tonne	\$368 to \$433	\$350 to \$443
	250kg drum	\$166 to \$188	\$166 to \$188
	25kg	\$40 to \$43	\$40 to \$43
Molasses – Blackstrap	5-15 tonne	\$398 to \$463	\$393 to \$473
	250kg drum	\$176 to \$198	\$176 to \$198
	25kg	\$43 to \$47	\$43 to \$47
Rumag – Cattle only	5 - 15 tonne	-	\$488 to \$583
Rumag 300	5 - 15 tonne	\$438 to \$533	\$438 to \$538
Rumol 300	5 - 15 tonne	\$398 to \$503	\$383 to \$483
Zinmol	5-15 tonne	\$438 to \$543	-
Cidamol (Waikato/BOP only)	5-15 tonne	\$413 to \$428	-
Magnesium Sulphate	1 tonne	\$490 to \$570	-
Sodium Bicarbonate	1 tonne	\$769 to \$839	-
Calcium Chloride flakes	1 tonne	\$710 to \$785	\$710 to \$785
Hyfat (99% palm oil beaded)	1 tonne	\$2,589 to \$2,690	\$2,589 to \$2,690
Rumensin Premix powder	25kg bag	\$235 - \$245	\$235 to \$245
Agrimag	1 tonne	\$650 to \$720	-
Magnesium Chloride prills	1 tonne	\$505 to \$575	\$505 to \$575
Magnesium Chloride flake	1 tonne	\$550 to \$625	-
Mono Propylene Glycol	20 litre	\$112 to \$116	\$112 to \$116
	200 litre	\$795 to \$810	\$795 to \$810
Grapple	4 litre	\$82.30 to \$86.70	\$82.30 to \$86.70
	10 litre	\$179 to \$186.50	\$179 to \$186.50
	20 litre	\$325 to \$330	\$325 to \$330
	100 litre	\$1,299 to \$1,310	\$1,340 to \$1,360

*Bell-Booth Ltd: Nutrimol*

Colostrum Keeper	5 litre / 20 litre / 200 litre	\$32.50 / \$84.50 / \$675
Classic (60 minerals)	1 litre / 5 l / 20 l / 200 l	\$17.80 / \$64.50 / \$227 / \$1,932
Dosatron inline water dispensers	Model 3000 0.2% to 2%	\$1,530.00
	Model 8000 0.2% to 2.0%	\$2,755.00
Caramillo masking agent	5 litre / 20 l / 200 l	\$64.00 / \$219 / \$1,885.00

Trace Elements (drench or dose stock water)	Pack size	Price per bag
IntenSE Calcium	20 / 200 litre	\$105.00 / \$700.00
IntenSE Cobalt	20 / 200 litre	\$183.00 / \$1,445.00
IntenSE Copper	20 / 200 litre	\$173.50 / \$1,288.00

Trace Elements (drench or dose stock water)	Pack size	Price per bag
IntenSE Iodine	20 / 200 l	\$313.00 / \$2468.00
IntenSE Magnesium Sulphate	200 / 1000 l	\$722.00 / \$2,835.00
IntenSE Magnesium Chloride	200 / 1000 l	\$861.00 / \$3260.00
IntenSE Selenium 2.5	20 / 200 l	\$107.00 / \$750.00
IntenSE Selenium 5	20 / 200 l	\$135.00 / \$918.00
IntenSE Copper Chelate	20 / 200 l	\$376.50 / \$3,250.00
IntenSE Zinc Chelate	20 / 200 l	\$369.00 / \$3,170.00

*Stockhealth Products: Organic products*

Cider vinegar (organic)	20 / 200 l	\$62.50 / \$495.00
Cider vinegar + garlic + organic	20 / 200 l	\$70.00 / \$560.00
Cider vinegar + garlic + manuka honey + organic	20 / 200 l	\$80.00 / \$660.00
Cider vinegar + garlic + seaweed	20 / 200 l	\$120.00 / \$726.00
<b>Non organic, Double Strength</b>		
Cider vinegar	20/200/1000 l	\$48.97/\$440/\$1,834.00
Cider vinegar + garlic	20/200/1000 l	\$52.50/\$466/\$1,995.00
Cider vinegar + garlic + manuka honey	20/200/1000 l	\$62.54/\$572/\$2,495.00
Cider vinegar + garlic + seaweed	20/200/1000 l	\$84.27/\$631/\$2,695.00

*PGG Wrightson Ltd:*

Magnesium Chloride flake – maximum dosage 60g /cow/day		\$17.83 / 25kg
Summit Dairy Amaize	25kg	\$14.43
Summit Dairy Magnesium Mix	25kg	\$23.48
Cattle Young Stock Block + Rumensin		\$52.00
Hi Energy Feed 50kg		\$88.00
Cattle Mineral Block 50kg		\$85.00
Protein Cattle blocks 50kg		\$79.00

*Omnia Primaxa Ltd:*

Tracemol	5 / 25 /200 l	\$41 / \$139/ \$1,265
Toptrace	200 l	\$1,290

*Agmax Industries Ltd: (\$35 freight fee for all orders under \$250)*

Stockfood Supplement	20 litre / 100 l / 200 l	\$94.78 / \$303.48 / \$477.39
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*Livestock Supplies (N.Z.) Ltd:*

Bentonite - Granular / Trubond (fine)		\$0.50 / \$0.50 / kg
Bicarbonate of Soda		\$1.00 / kg
Calcium chloride		\$1.00 / kg
Chromium potassium sulphate		\$12.06 / kg
Copra meal		\$0.80 / kg
Dextrose		\$2.85 / kg
Diamond V yeast		\$4.55 / kg
Dicalcium phosphate		\$1.30 / kg
Garlic powder		\$9.50 / kg

Manganese Sulphate (feed)	\$1.70 / kg
Molasses - Calcium enriched	\$0.96 / kg
Molasses - Liquid (over 100kg costs \$0.40 / kg)	\$0.44 / kg
Molasses – Palabind	\$1.65 / kg
Mono Propylene Glycol	\$4.80 / kg
Seaweed – Meal	\$3.50 / kg
Vitamin A 500,000 <i>iu/g</i>	\$140.00 / kg
Vitamin A.D.E.	\$46.30 / l
Vitamin B2 / Vitamin C	\$150 / kg / \$34.00 / kg
Vitamin D3 500,000 <i>iu/g</i>	\$145.00 / kg
Vitamin E 500 <i>iu/gm</i>	\$65.00 / kg

*CRT Feed Barn (McMillans Equine):*

Product	Quantity	Price
Calcium	2 kg	\$4.78
Cider Vinegar / Organic	2 litre	\$11.74
Cider Vinegar - Garlic / Honey	2 litre	\$13.48
Electrolyte	2.5 kg / 5kg	\$35.61 / \$68.64
Iron Tonic	1 litre / 5 l	\$29.89 / \$89.82
Garlic	2 kg	\$25.30
Kelp	2.5 kg / 25 kg	\$11.49 / \$97.83
Flaxseed Oil	4 litre	\$31.13
Molasses (black strap)	2 litre / 5 l / 20 l	\$5.65 / \$10.43 / \$28.44
Soya Oil	2 litre / 20 l	\$10.00 / \$74.57
Vitamins and minerals	3 kg / 25 kg	\$11.91 / \$49.49

*A Company:*

Rumevite Weaner Feed Block 40kg	\$103.96	\$2,599.00
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*Premier Stockfeeds:*

Description	
Electrolytes	
Biocalf Electrolyte 1kg / 3kg / 15kg	\$32 / \$55 / \$190.00
Biocalf Plus Electrolyte 1kg / 3kg / 10kg / 15kg	\$35 / \$69 / \$165 / \$270
Cider Vinegar	
20 litre / 200 l / 1,000 l	\$38 / \$300 / \$900
+Garlic 20 litre / 200 l / 1,000 l	\$38 / \$320 / \$935
Molasses 250kg refill	\$180.00
Molasses plus Tranzi Tank 1.4 tonne	\$922.50

## Salt

*Agrifeeds Ltd: (North Island only)*

Salt all grades	1 tonne	\$402 to \$482
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*Livestock Supplies (N.Z.) Ltd:*

Cattle Salt Blocks	20 kg	\$15.25
Sheep Salt Blocks	5 kg / 20 kg	\$4.75 / \$14.50
Plain Salt Blocks	20 kg	\$11.50
Organic Hi Mineral Salt Blocks	20 kg	\$21.00
Hi Mineral Salt Blocks	5 kg / 20 kg	\$5.20 / \$18.00
Hi Country Salt Blocks	20 kg	\$18.00
Hi Mineral Stock Lick	40 kg	\$32.00
Ocean Lactomax Lick	25 kg	\$21.00
Ocean Thrift Sheep Lick	40 kg	\$24.00
Organic Hi Mineral Stock Lick	25 kg	\$23.50
Rock Salt	50 kg	\$24.00
Salt – Fine	per kg	\$0.55
Salt G12	per kg	\$0.41

*CRT Feed Barn (Reliance Feeds):*

Mineral Salt Block	20 kg	\$19.04
Coarse Salt	4 kg / 25 kg	\$4.17 / \$12.00
Epsom Salt	2.5 kg	\$6.16
Rock Salt Cube	5 kg	\$10.96

*PGG Wrightson Ltd:*

Product	Price per unit
Summit Copper Cattle Salt Block 20kg	\$24.35
Summit Magnesium Salt Block 20kg	\$24.35
Multi Mineral Salt Block 20kg	\$20.87

## Concentrates Meal / Crumble / Pellet / Nut

### Dairy and Calf Feeds

*Premier Stockfeeds:*

Description	Per 25 kg bag	Price per tonne
Calf Feeds		
Starter Mix	\$23.80	\$952.00
Starter Pellet 25kg / Bulk Bag	\$24.60	\$984.00 / \$917.90
Weaner Mix	\$22.10	\$884.00
Weaner Pellet 25kg / Bulk Bag	\$23.10	\$924.00 / \$867.00
Budget Weaner/Calf Broll/Finisher Pellets Bulk Bag		\$810 / \$587.42 / \$709

*Premier Stockfeeds:*

Description	Per bag	Price per tonne
Cow Feeds		
Cow Xtra Start-up Mix 25kg	\$21.30	\$852.00
Pre-calver pellet 25kg	\$29.30	\$1,172

Description	Per bag	Price per tonne
Pre-calver Mix 15kg	\$28.90	\$1,156
Dairy Pellets 25kg / Bulk	\$16.00	\$640.00 / \$546.00
Palm Kernal Pellet 25kg / Palm Kernal Pellet bulk bag	\$17.40	\$696.00 / \$535.00
Soda Grain		\$440.00
PK Blends		
Dairy Blend 50 25kg / Bulk	\$17.30	\$692.00 / \$488.00
Dairy Blend 70 25kg / Bulk	\$16.00	\$640.00 / \$466.00
Palm Kernal Maize Barley Mix 25kg / Bulk	\$18.60	\$744.00 / \$577.00
PK Boost /Boost Plus Bulk		\$438.00 / \$495.00
PK Summer Blend / PK + Molasses Bulk		\$476.00 / \$450.00

*CRT Feed Barn (Reliance Feeds):*

Product (Calves)	Quantity	Price per unit
Calf Startmix	25 kg	\$25.65
Calf 2000 Pellets	25 kg	\$23.91

*PGG Wrightson Ltd:*

Product (Dairy)		Price per unit
NRM Multifeed nuts	25kg	\$25.04
Advance Superior Dairy pellets	Bulk	\$525.00
Dairy / Cattle pellets	40kg	\$24.39
Hi Stand Dairy pellets	Bulk	\$619.13
Multifeed nuts	40kg	\$38.35
Dairy Meal Hi Energy	25kg	\$20.26
Gusto 50/50	Bulk	\$550.43
Calves		
Advance Calf Pellets 16% / 20%	Bulk	\$635.54 / \$664.06
Premium Gold Calf pellets 16% / 20%	25kg	\$25.20 / \$26.04
Ready Rumen	25kg	\$27.74
NRM Grow Up 20% nuts	25kg	\$24.61
Calf Pro 1 pellets 18% / 20%	25kg	\$24.30 / \$25.17
Reliance calf pellets 16%	25kg	\$25.48
Fibregain Calf Meal	25kg	\$28.65
Calf Meal + Bovatec	25kg	\$21.30
Calf Ultragrow Elite	25kg	\$18.52

*A Company:*

NRM Calf Feeds	Bag size	Price/bag	\$/tonne (1-12t on farm)
Moozlee	25 kg	\$24.94	\$997.50
Grow Up 20% Pellets/Nuts	25 kg	\$22.58	\$903.00
Grow Up 16% Finisher	25 kg	\$21.53	\$861.00
Pellets / Nuts			
Sweet 16% Pellets	25kg	\$20.48	\$819.00
Ready Rumen	25kg	\$25.20	\$1,008.00

NRM Dairy Feed	Quantity	Price per unit
Proform Standard Dairy pellets	25kg	\$20.13
Tomoana Dairy Ration	25 kg	\$23.00
Multifeed Nuts	25 kg	\$23.58

### Deer/Sheep/Beef/Alpaca and Goat Feeds

#### *Premier Stockfeeds:*

Description	Per bag	Price per tonne
Deer		
Deer Pellets 25kg / Bulk	\$19.60	\$788.00 / \$552.00
Sheep		
Sheep Nut 25kg / Bulk	\$20.60	\$824.00 / \$745.70
All Stock Universal Nut 25kg / Bulk	\$22.60	\$904.00 / \$780.00
Goat		
Kid Goat Pellets 25kg	\$18.75	\$750.00
Kid Goat Mix 25kg / Bulk	\$19.00	\$760.00 / \$508.00
Maintenance Mix 12% protein 25kg	\$16.00	\$640.00

#### *PGG Wrightson Ltd:*

Product	Weight/Style	Price per unit
NRM Multifeed Nuts	25kg	\$25.04
Universal Nuts	20kg	\$20.35
Multifeed Nuts + 7kg Zinc	25kg	\$27.83
Sheep / Deer Nuts PCL	25kg	\$15.25
Sheep / Deer Nuts -	bulk	\$515.00
Reliance Sheep Nuts	40kg	\$25.91
Sheep Hi Energy Feed Block	50kg	\$88.00
Premium Milking Goat Pellets	Bulk	\$703.48
Premium Kid Goat 16% / 20%	25kg	\$23.48 / \$25.22
Gusto 50/50 (Dry Stock, Goats, Horses)	Bulk	\$550.43
Country Harvest Alpaca Pellets	25 kg	\$29.22
Country Harvest Alpaca Pellets + Zinc	25 kg	\$32.83

#### *CRT Feed Barn (Reliance Feeds):*

Product	Quantity	Price
Alpaca Pellets	25 kg	\$29.39
Multi Nuts	25 kg	\$24.35
Sheep Nuts	40 kg	\$25.65

### Horse Feeds

#### *Premier Stockfeeds:*

Description	Per bag	Price / tonne
Horse Pony Sustain Nut 25kg / Bulk	\$24.80	\$992.00 / \$755.00
Horse Pony Yearling Mix 25kg	\$24.80	\$992.00
Horse Pony Yearling Pellet 25kg / Bulk	\$25.00	\$1,000 / \$755.00
Lucerne Chaff 20kg	\$27.60	\$1,104
Equine Electrolyte Plus 4kg / 20kg	\$60.00 / \$280	



*CRT Feed Barn (McMillan Equine Feeds):*

Product:	Quantity (kg)	Price/unit
Performance Pellets	25	\$23.65
Cool Feed	25	\$26.09
Sport Horse	25	\$29.57
Protein Plus	25	\$25.17
Free Up	25	\$34.74
Manetane	25	\$29.48
Broodmare Formula	25	\$25.65
Chaff: Lucerne / Oaten	Sack	\$23.39 / \$27.09
Barley - whole	25	\$20.00
- crushed	25	\$21.16
Oats whole / crushed	25 / 20	\$20.00 / \$18.70
Kibbled Maize	10	\$21.57

*PGG Wrightson Ltd:*

Sweetfeed NRM	25	\$29.65
NRM Horse Coolade	25	\$31.48
NRM Mare Balancer Nut	25	\$32.70
NRM Prepare	25	\$36.96
NRM Assett	25	\$34.26
Fisken Horse Balancer	25	\$23.22
Lite Brew	25	\$28.52
Broodmare Mix	25	\$23.13
NRM Run Free	25	\$22.87
Advance Sport Horse + Garlic	25	\$26.04
Horselick mineral block	15	\$34.95
Horsefeed + Mycotex Block		\$35.70

*A Company:*

Sweetfeed	25	\$27.89
Horse Coolade	25	\$29.90
Horse and Pony Pellets	25	\$26.74
Mare Balancer Nuts	25	\$30.76
Prepare	25	\$34.94
Assett	25	\$32.20
Lite Brew	25	\$27.46
Equine Balancer	25	\$36.38
Evolve	25	\$31.05
Low GI Sport	25	\$33.50
Run Free	25	\$39.50
KER Equi-Jewel	20	\$59.80
Race 13	25	\$40.40

**Poultry Feeds and Premixes***CRT Feed Barn (Reliance Feeds)*

Product	Quantity kg	Price/unit
HE Layer Mash	10 / 25	\$12.17 / \$26.00
HE Layer Pellets	10 / 25	\$12.17 / \$26.00
Oyster grit	10	\$11.74

*Premier Stockfeeds:*

Product	Per bag	Price per tonne
Chook Layer Mix 25kg / Bulk	\$23.00	\$920.00 / \$810.00
Chook Layer Pellet 25kg / Bulk Bag	\$25.10	\$1,004 / \$926.00

*PGG Wrightson Ltd:*

Product	Quantity kg	Price per unit
Chick Starter Crumble	10 / 25	\$16.35 / \$31.83
Pullet Grower	25	\$30.17
NRM Meatbird Crumble	25	\$33.74
NRM Hi Lay Super Pellets	25	\$21.87
Barnyard Layer Pellets	10 / 25	\$10.43 / \$23.83
Layer Mash	25	\$30.43
Peck n Lay Gold Pellets	10	\$13.83
Peck n Lay Poultry Pellets	25	\$26.96
Peck n Lay Mash	25	\$29.74
ProLay pellets	10 / 20	\$12.00 / \$22.52
Oyster Grit - coarse/fine	10	\$14.09 / \$15.39

*A Company:*

Chick starter crumble	10 / 25	\$12.88 / \$29.33
Pullet Grower Pellets	25	\$27.33
Peck n Lay Pellets	10 / 25	\$11.27 / \$25.30
Peck n Lay Mash	25	\$25.30
Meat bird Crumble	25	\$31.05

**Pig Rations***PGG Wrightson Ltd:*

Little Pig Pellets	20	\$24.78
NRM / Pig Tucker Pellets	25	\$27.22 / \$30.43
Barnyard Pig Choice	25	\$21.48
Pig Economy	25	\$25.04

*A Company:*

Pig Tucker Nuts / Pellets	25	\$26.16
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*CRT Feed Barn (Reliance Feeds):*

Big Pig Pellets / Nuts	25	\$27.74
Pig Weaner	25	\$21.74

### Protein Prices by Type and Region

Protein Type	North Island (\$ per tonne)	South Island (\$ per tonne)
Meat and Bone	\$790 to \$915	\$720 to \$900
Blood Meal	\$1,100 to \$1,200	\$1,100 to \$1,320
Fishmeal	\$2,300	\$2,300
Skim Milk Blend	\$1,350	\$1,355
Extra Soya Meal	\$790	\$800
Full Fat Soya	n/a	n/a
Soya Oil (full refined)	\$1,450 to \$1,500	\$1,750
Tallow	\$1,000 to \$1,540	\$1,160 to \$1,385
Lysine (per kg)	\$4.00	\$3.70 to \$4.10
Methionine (per kg)	\$8.00	\$7.30 to \$7.70

Source: *Pork Outlook, May 2012.*

### Feed Grains

*PGG Wrightson Ltd:*

Product	Quantity	Price per unit
Feed Wheat	40	\$27.83
Wheatfeed	25	\$27.22
Whole Barley	25	\$22.70
Crushed Barley	25 / 40	\$24.70 / \$32.17
Kibbled Maize Feed	10 / 25	\$13.22 / \$24.26
Whole White Oats	25	\$24.43
Oaten Chaff		\$43.83

*Premier Stockfeeds:*

Description	Per bag	Price per tonne
Whole Barley 25kg / Bulk Bag	\$19.10	\$764.00 / \$500.00
Whole Maize 25kg / Bulk Bag	\$19.60	\$784.00 / \$550.00
Whole Wheat 25kg / Bulk	\$21.40	\$856.00 / \$578.00
Barley 25kg Bags	\$19.00	
Crushed Barley 25kg / Bulk Bag	\$20.00	\$800.00 / \$520.00
Maize 25kg	\$19.60	\$784.00
Crushed Barley/Maize 50/50 25kg	\$21.00	\$840.00
Crushed Maize 25kg / Bulk Bag	\$21.00	\$840.00 / \$550.00
Copra Meal 25kg / Bulk Bag	\$17.00	\$680.00 / \$660.00
Canola 25kg / Bulk Bag	\$20.40	\$816.00 / \$760.00

*A Company:*

Feed Wheat	10 kg / 25kg	\$11.39 / \$25.59
Mixed Grain	10 kg / 25kg	\$11.73 / \$27.31

### Dog Feeds

*CRT Feed Barn (Reliance Feeds):*

Dog Rolls	2 kg	\$5.22
V8 Energy Bars	40 kg	\$70.61

<i>A Company:</i>		
Champ Max dog biscuits	25 kg / 40kg	\$54.34 / \$85.10

<i>PGG Wrightson Ltd:</i>		
Tux Energy	20 kg / 40 kg	\$57.56 / \$104.35

### **Rabbit Feeds**

#### *CRT Feed Barn (Reliance Feeds):*

Rabbit Pellets	5 kg / 25 kg	\$9.56 / \$30.00
Rabbit / Guinea Pig Mix	3 kg	\$5.65

<i>A Company:</i>		
Rabbit Pellets + Cycostat	10 kg / 25 kg	\$14.26 / \$32.78

<i>PGG Wrightson Ltd:</i>		
Product	Quantity	Price per unit
NRM Rabbit Pellets Plus Cyco	10 kg / 25kg	\$17.83 / \$38.09
Barnyard Rabbit Pellets	10 kg	\$12.26
Country Harvest	25 kg	\$34.70

### **Hay and Straw**

(For contract hay baling see *Section 2.4.1.*)

Price depends on area, season and quality. Spring/Summer/Autumn 2011/2012 prices for average/good quality bales were as follows:

Area		Conventional	Large Round or Square
<b>Canterbury</b>			
Hay:	Meadow	\$6.00	
	Lucerne	\$9.00	
Straw:	Ryegrass	\$3.50 - \$4.00	
	Barley	\$3.00	
Silage/Balage:			cents per kg/DM
	Grass (good quality)		\$0.14 to \$0.18
	Lucerne		\$0.18 to \$0.22
	Maize		\$0.20 to \$0.24 standing
	Cereal		\$0.16 to \$0.18 standing
<b>Hawkes Bay</b>			
Hay:	Meadow	\$7.00 to \$9.00	
	Lucerne	\$9.00 to \$12.00	
<b>Taranaki</b>			
Hay:		\$8.00	\$90.00 to \$120.00 <sup>1</sup>
Silage:	Baled		\$75 to \$90 <sup>2</sup>

**Note:** <sup>1</sup> 15 small bale equivalents. <sup>2</sup> 10 small bale equivalents

<b>Waikato</b>		Conventional	Large Round or Square
Hay:	Pasture	\$11.95	
Haylage:			\$110 per round
Straw:	Barley	\$9.95	
<b>Southland</b>			
Hay:	Meadow	\$5 to \$7	Round bales \$60 to \$65
Balage:			\$70 to \$90
Silage			-
<b>Note:</b>	<sup>1</sup> 15 small bale equivalents.	<sup>2</sup> 10 small bale equivalents	

## Grazing Fees

*Ian Wickham, New Zealand Grazing Co. Ltd:*

The age old problem with ‘grazing’ is that it has been difficult to quantify the amount of feed (and other service such as husbandry) that is actually being sold and purchased.

Consequently the cost of contract grazing-off is increasingly being compared to other feeds on a common basis, usually using kilograms of Dry Matter (kg DM), but often further calculated into Metabolisable Energy units (ME).

The current industry recommendation is for dairy heifers to be fully grown before herd entry (eg 90% of mature size at 22 months of age). Dairy Statistics indicate that the actual liveweight of dairy heifers at herd entry is currently 78% and this impairs the productive performance of these young animals.

The focus still needs to alter away from grazing fees set on a time basis and toward growth performance, which in turn is dependent on the genetic size (Breeding Value for Liveweight) and the rearing success of the animals concerned.

**DairyNZ** has recently re-calculated the quantity of feed (with a significant increase) that dairy replacements need to reach recommended targets.

For example, a typical **Friesian / Jersey cross dairy replacement (mature 450kg)** should consume about **3,760 kg DM** to achieve its 22 month (1<sup>st</sup> June) liveweight of **405 kg**.

To allocate this to time periods, allow **834 kg DM** for the weaner stage (3 to 9 mths age - Nov to April) and **2,623** for the heifer stage (9 to 21 mths age - May to April) and a further **303 kg DM** from 21 to 22 mths age (2<sup>nd</sup> May) By the time she first calves, (Aug) she should have consumed as much DM to grow as a mature cow does each year.

At a price of 18 cents per kg DM consumed, this calculates out at \$472 per annum or \$9.08 per week for the 12 month period May to April.

The above comments relate to pre-arranged term grazing contracts. Spot or short term grazing prices are very dependent on feed availability at the time of the quote, depending on supply and demand and may vary upward considerably in the event of droughts, flooding, severe cold periods and the like.

Husbandry and management of the animals are usually included in the price at no charge, but may be negotiated separately.

### Liveweight guaranteed contract for weaners and heifers

The liveweights achieved on over 300,000 heifers meet the new DairyNZ targets and include most animal health, full monitoring, regular weighing with analysed weigh reports, facial eczema control and death reimbursement for a fixed rate on heifer 12 month contracts priced at \$8.75 / week or less than 18 cents / kg DM consumed.

*New Zealand Grazing Co. Ltd.* is represented throughout the North Island region.

A free Tool to convert WEEKLY RATE (time based) grazing rates into **cents / kg Dry**

**Matter consumed** is available on [www.nzgrazing.co.nz](http://www.nzgrazing.co.nz)

### Dairy Cattle

Payment for grazing varies according to the class and age of livestock, the time of year, seasonal conditions and the district. When comparing grazing arrangements any additional costs of bulls, freight, animal health, weighing and management need to be identified. Rates for 2011/2012 were approximately:

#### (i) Calves

Calves (weaning to May).

Hawkes Bay	Grazing is now normally on weight gain contracts
Waikato	\$5.00 - \$8.00 per head / week, plus freight
Canterbury	\$6.50 / head / week.
Southland	December to May \$5.50 to \$6 / week

#### (ii) Heifers

Yearling heifers (May to May).

Hawkes Bay	Dairy	\$15/head / week in winter. Other periods \$6-\$10 / week
Waikato		\$7.50 - \$9.00 / head / week
Canterbury		\$8.50 / week flat (or additional \$1 to \$1.50/kg liveweight over target), up to \$10.50 before any agent's commission and \$18 for in-calf heifers wintered.
Southland		\$8.50 to \$9.00 / head / week

#### (iii) Cows (winter)

Hawkes Bay	\$20.00 / head / week. (Other periods \$8 - \$12 / week)
Waikato	\$22.00 - \$25.00 / head / week
Canterbury	\$23.00 / head / week including straw and silage subject to supply. Standing kale 23 – 25c/kgDM depending on who manages the grazing.
Southland	\$28.00 to \$31.00 / head / week

### Sheep and Beef (cost / head / week)

		Canterbury	Southland
Sheep	- ewe		
	- summer	\$1.00 to \$1.30	\$1.00 to \$1.10
	- winter	\$2.00 to \$2.50	\$1.50 to \$1.80
- hoggets	- winter		\$1.50 to \$1.70
	- early spring	-	\$1.30
	- late spring	-	\$1.20
- lambs	-autumn/winter	\$1.50 to \$2.20	-
Dry Cattle	- weaners		\$6.00
	- steers	\$6 to \$9 or \$1.50/kg liveweight gain	\$8.00

### 2.3.14 Wool and Shearing Expenses

#### Regional Average Costs

	(per su)
Northland	\$5.83
Waikato/Bay of Plenty Intensive	\$8.24
Central North Island Hill Country	\$7.08
Gisborne Hill Country	\$6.81
Hawkes Bay/Wairarapa Hill Country	\$6.94
Western Lower North Is Intensive	\$6.10
South Island High Country	\$8.16
Canterbury/Marlborough Hill Country	\$5.65
Canterbury/Marlborough Breeding and Finishing	\$5.25
Otago Dry Hill	\$5.09
Southland/South Otago Hill Country	\$4.73
Southland/South Otago Intensive	\$5.18
<b>National</b>	<b>\$6.11</b>

Source: MAF Pastoral Monitoring Report – 2011.

#### Shearing Rates

Shearing rates are relative to the level of wool clip preparation. With the increased demand, or direct wool contracts, prices will vary dependent upon the number of shedhands present. Second shear is a one shearer to two shedhands ratio, whereas full wool is one to one, and merino is one to 1.4 (eg five shearers require 7 shedhands).

These rates given are most likely to be exclusive of ACC levies and Health and Safety charges.

North Island: (per 100 sheep)

	Wanganui	Wairarapa	Manawatu
Full Wool Ewe	\$365	\$333	\$310 to \$340
Full Lamb / second shear	\$335	\$308	\$310 to \$340
Full Wool Ram	\$690	\$85 each	\$680
Full Belly Crutch	\$182	\$160	Approx \$150
Half Belly Crutch	\$138	\$140	Approx \$128
Ring/Tail Crutch Ewe	\$120	-	Approx \$96.30
Ring/Tail Crutch Lamb	\$110	-	Approx \$96.30
Dagging	\$90	\$105	Approx \$85.60
Full Crutch Ewe	\$171	\$105	-
Full Crutch Lamb	\$115	-	-

Manawatu prices – top prices are for full contract and with 4 woolhandlers to 4 shearers. Lowest price is for 2 woolhandlers to 4 shearers.

South Island: (per 100 sheep)

Contract Rates:		Canterbury	Central Otago	Southland
Full Wool ewes	- summer	\$348*	\$404	\$350*
	- cover comb	\$358*	\$412	\$360*
Lambs / second shear		\$328*	\$340	\$310*
Merino ewes	-cover comb	\$453*	-	
Merino wethers	-cover comb	\$503*	-	
Full belly crutch		\$138*	\$168	\$170*
Half belly crutch		\$118*	-	\$160*
Buttonhole crutch		\$108*	\$110	\$130*
Open Shearing Rates:				
Full wool		\$248	-	\$2.00 / head
Lambs		\$228	-	\$1.90 / head
Full belly crutch		\$118	-	\$1.40 / head
Wool handler rate		\$27.82	-	\$27.00
Presser		\$28.36	-	\$29.00

\* Includes meals and travel

Canterbury per head (Shearer only costs)

Merino	Full Shear	\$3.45
	Full shear (minus belly)	\$3.25
Crossbred	Full Shear	\$3.35
	Full shear (minus belly)	\$3.05

**Fibre Handling and Classing Charges**

See Sections 2.10.3 to 2.10.5

**Plant**

*PGG Wrightson Ltd:*

Evo Shearing Plant incl down tube	\$2,126.96
Nexus Shearing Plant – Rigid + Sensor	\$1,717.39
Nexus Shearing Machine	\$1,756.52
Lister Nexus Shearing Plant c/w sensor	\$1,673.04

*PGG Wrightson (Williams & Kettle Ltd):*

Handpieces	
Supershear Viper	\$713
Heiniger Redback Icon	\$717

**Combs and Cutters**

*PGG Wrightson Ltd:*

Combs:	Price / unit
Micro Pacer 76mm	\$24.87
Charger Comb	\$38.26
Cover Comb ACE	\$31.57
Cutters:	
Heiniger Diamond	\$6.83



Heiniger Handpiece 12v	\$798.26
ACE	\$4.72
Bullet Supershear	\$5.30
Quattro Supershear	\$6.43

*PGG Wrightson (Williams & Kettle Ltd):*

Supershear Combs	\$24.95
Heiniger Combs	\$37.40
Supershear Super AAA Cutter	\$6.28
Heiniger Edge Cutter	\$7.92

**Electric Grinders**

*PGG Wrightson Ltd:*

Acutec c/w Aluminium disc set	\$1,789.57
Acutec Disc set	\$844.35
Heiniger grinder w/o disc	\$1,355.65
Lister double end grinder	\$1,788.70

**Emery Papers**

*Leader Products:*

Shearers emery - fine / coarse	\$13.33
Shearers adhesive 250ml / 500ml	\$13.33 / \$17.33

*PGG Wrightson (Williams & Kettle Ltd):*

Heiniger Emeries fine / coarse	\$7.54 / \$8.87
Supergrind Emeries coarse / fine	\$11.22

**Woolpresses**

*ICS Manufacturing Ltd:*

ICS (formerly Lyco) Dominator	\$17,600.00
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*PGG Wrightson Ltd:*

Dominator 3hp	\$25,921
Kiwi Express TPW – 3hp / 5½hp	\$19,412 / \$19,666

*Te Pari Ltd:*

Donalds Van-Guard FM1 Hydraulic LEASE PER MONTH	\$245.00
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**Wool Bale/Bag Trolleys**

*ICS Manufacturing Ltd: (formerly Lyco)*

Bale/Bag Trolley	\$350
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**Clippers and Shears**

*Leader Products:*

Heiniger Electric Clipper 320W	\$888
Footrot shears – standard / Leader	\$48.89 / \$79.11

Footrot knife – curved blade	\$16.00
125 mm Tus 5” dagging shear / 150 mm Tus lamb shear	\$61.33 / \$60.44
184 mm Tus sheep shear	\$66.67
76 mm Tus 3” dagging shear	\$48.89
Left handed sheep shear 6”	\$83.56
Mulesing shears – 127 mm Gurney	\$101.33
Sharpening stone	\$35.56
Sharpening jig	\$132.44

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Hand Shears	24 cm to 34 cm	\$21.70 to \$41.70
Shear Sharpener	Burgon and Ball	\$14.74
Foot Rot Shears		\$19.96 to \$43.43
Oster clipper		\$564.35
Andis clipper	AGC2 Cord pack	\$369.56
	AGR Cordless	\$647.83

*PGG Wrightson:*

Footrot shear B&B	\$34.70
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**Other Woolshed Expenses**

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Tally counters	hand / electronic	\$13.00 / \$21.69
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*PGG Wrightson (Williams & Kettle Ltd):*

Woolsweep (extendable)	\$44.52
Bale clips, pack of 4800 – 26kg	\$220.87
Heineger Tally counter 730107	\$22.09
Woolpack – synthetic recycled / new	\$6.45 / \$9.91
Glue, 500ml	\$14.52
Moccasins	\$46.09
Pendulum – Ellery	\$145.22

*Leader Products:*

Sheep tally counter	\$16.00
Leader woolbale stencils – set of A-M, set of N-Z, set of 0-9	\$26.58 per set
Stencilmate kit woolbale / refill	\$80.89 / \$12.00
Stencil ink 500ml / 1litre	\$20.00 / \$40.00
Aerosol stencil spray	\$11.51
Woolbale hooks – double / single prong	\$24.00 / \$16.00
Wool sweep - telescopic aluminum handle	\$37.33
- wooden handle	\$24.00

## Fibre Testing Charges

### Greasy Wool Testing Prices – New Zealand Wool Testing Authority Ltd

Max. 12,000 kg greasy wool per test	Fee per 12,000 kg part*	
Standard Core Test Certificates	Test Method	Certificate Fee
Non - Merino		
Yield (incl VM), Airflow Fibre Diameter and Colour	IWTO 19/28/56	\$72.40
Merino		
Yield (incl VM) and Fibre Diameter (Laserscan)	IWTO 19/12	\$75.00
<i>Greasy Wool Length Tests</i>		
ATLAS Staple Length & Strength	IWTO 30	\$61.50
Greasy Length After Carding- GLAC		\$260.00
<i>IWTO Combined Cert - Manual</i>		
Base fee	(per Combined Cert)	\$12.50
Additional part fee	(per Certificate)	\$6.90
Manual data entry -non NZWTA cert	(per External Cert)	\$6.50
<i>IWTO Combined Cert - Electronic</i>		
Base fee	(per Combined Cert)	\$28.00
Additional part fee	(per Certificate)	\$4.30
Manual data entry -non NZWTA cert	(per External Cert)	\$6.50
<i>Tests in addition to presale/postsale</i>		
Laserscan or OFDA - Fibre Diameter	IWTO 12 or 47	\$22.50
Medullation	IWTO 57 (OFDA)	\$35.00
<i>Check Tests</i>		
Yield (incl VM) per component / test	IWTO 19	\$28.00
Colour	IWTO 56	\$22.50
Fibre Diameter (Airflow, Laserscan / OFDA)	IWTO 28 / 12 / 47	\$22.50

\*An additional fee of \$6.50 shall apply to each part in excess of 12,000kg

### Scoured Wool Testing Prices – New Zealand Wool Testing Authority Ltd

Max. 7,000 kg scoured wool per test		
<i>Comprehensive Scoured Wool Package (CSWP)</i>	<i>Test Method</i>	<i>Certificate Fee</i>
Yield Fibre Diameter, Colour, Residual Grease, Conditioned Weight	IWTO 19 / 28 / 33 / 56 / 10	
Up to 7,000kg CSWP		\$125.50
7,001 to 14,000kg CSWP		\$217.00
14,001 to 21,000kg CSWP		\$308.50
Above 21,000kg		Add \$91.50 per 7,000kg
<i>Length Tests</i>		
Length after Carding (to 30 tonnes)	NZS8719	\$205.00
Card Waste		\$40.00
Re-read of carded Sliver (Almeter)		\$99.50
Mean Fibre Length Report		\$106.00

*Mill Package (Incl Length after carding and card waste, Laserscan, Core Bulk and pH Tests)*

Up to 7,000kg		\$334.00
7,001 - 14,000kg		\$417.00
14,001 - 21,001kg		\$500.00
Over 21 tonne		POA

*Check Tests*

Yield and VM: per component / test	IWTO 19	\$28.00
Colour	IWTO 56	\$22.50
Fibre Diameter (Airflow, Laserscan or OFDA)	IWTO 28 / )12 / 47	\$22.50
Residual Grease	IWTO 10	\$22.50

*Slip Wool Package*

Yield (incl VM), Fibre Diameter (Airflow), Colour and Conditioned weight	IWTO 19 / 28 / 56 / 33	\$102.50
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*Individual Component Tests*

per 7,000kg or part

*Greasy or Scoured*

Condition Test (incl one drying can)	IWTO 33	\$55.00
Residual Grease	IWTO 10	\$37.50
Fibre Diameter (Laserscan or OFDA)	IWTO 12 / 47	\$47.50
Colour only	IWTO 56	\$35.00
As is colour	IWTO 56	\$35.00

*Miscellaneous Tests and Services*

per 7,000kg or part

pH Test	IWTO 2	\$37.50
Core Bulk Test Report	NZS 8716	\$29.00
VM Content	IWTO 19	\$42.50
Ash Content	IWTO 19	\$42.50
Alcohol Extractables	IWTO 19	\$42.50
Medullation (OFDA)	IWTO 57	\$31.10
Fibre Diameter (Airflow) only	IWTO 28	\$35.00
Laserscan Fibre Diameter (certifiable on Merino wool)	IWTO 12	\$47.50
OFDA Fibre Diameter (not certifiable on its own)	IWTO 47	\$47.50
Colour only	IWTO 56	\$35.00
Yield (incl VM)	IWTO 19	\$52.50
Medullation (Projection Microscope)	IWTO 8	\$136.50

*Pesticide Residue Tests*

Comprehensive tests for Organophosphates	Greasy	\$326.50
Organochlorides, Synthetic Pyrethroids and Insect Growth	Scoured	\$368.00

*Length Tests*

Fibre length report		\$106.00
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### *Miscellaneous Services*

Reissue of Certificates		\$13.00
Wool Content on Fibre Blends		\$56.00
Verification of documents (quality/quantity)		\$38.00
Typing official weight note / bale list	(per bale)	\$0.40
Provision of Keeper Sample	(per 50g)	\$20.00
Sampling administration	(per bale)	\$0.75
Coring hand drawn samples		\$22.50
Service / Urgent Fee		\$10.00

### *Fleece Testing*

Fee per Fleece (min \$20.00)

Fibre Diameter Laserscan only		\$1.90
Fibre Diameter Airflow or OFDA only		\$2.50
Washing Yield (plus above)		\$0.60
Histogram with Laserscan or OFDA		\$0.45
Colour		\$3.80
Core Bulk		\$12.50
Length and Strength (per staple)		\$1.30

## **2.3.15 Stock Management**

### **Scales and Platforms**

#### *Farmquip:*

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Heenan weighbridge weighing and 3 way drafting system – designed for deer using air controlled gates, hassle-free using EID	from \$8,000
Gallagher W610 indicator	from \$1,295
Any brand – load bars	from \$1,300

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#### *Prattley Industries:*

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Sheep weigh crate with 3 way draft	\$1,505
Sheep 3 way slide/swing gate auto draft weigh crate	\$9,032/ \$9,355

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#### *PGG Wrightson Ltd:*

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Walk over weighing system excl EID	\$7,556.52
Walk over weighing system incl EID	\$9,034.78

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#### *Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

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Hanging scales 10 / 25 / 50 / 100 kg	Economy / Quality	Each \$43.43 / \$69.52
Spring balance scales 10 / 25 / 50 kg		\$11.26 / \$16.48 / \$19.96

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#### *Te Pari Ltd:*

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Weigh Platform – alloy- value/quality	\$775 / \$885
Combo 1 eco platform+IconoxFX1+600mm loadbars	\$1,875
Combo 2 eco platform+Gallagher Smart200+600mm loadbars	\$2,495
Combo 2 eco platform+Trutest Ezy Weigh+MP600 loadbars	\$2,995

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*Tru-Test Ltd:*

Eziweigh 7 scales system	\$1,277.40
Eziweigh 7 with MP600 Loadbars	\$2,129.60

See also *Section 2.21.7.*

**Lambing Equipment**

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Lamb/kid teats		\$1.70 - \$4.30
Roslam lamb/fawn reviver (stomach feeder) complete		\$24.30 / \$52.13
Stomach feeder (lamb/kid)		\$12.13
Excal bottle		\$6.91
Non-vac bottle		\$12.13
Milk Train 4 place		\$47.78
Lambing aid - string snare	plastic/nylon, 37cm	\$15.61
Lambing - twin straps	packet of 10	\$30.39
Bovivet / Genia ewe vaginal tape	4mm x 5m	\$17.35 / \$21.70
Vaginal tape needles Aesculap	Eco / quality 20cm	\$17.35 / \$43.43
Vaginal suture needles 12 pack	13cm	\$43.43
Sheep cuff (Durak) ram/standard		\$74.91
Sheep restrainer rope and tube		\$14.73
Shepherds crook Kea range		\$32.13 - \$33.91
Ewe bearing retainer	pack of 4	\$11.26
Macwells fostering oil	40ml	\$29.96

*PGG Wrightson Ltd:*

Dr Hayes stainless steel needles	12 pack	\$8.29 to \$8.34
Stomach Feeder lamb/kid		\$11.39

*Leader Products:*

Shepherd's crooks, short leg / combination		\$24.89 / \$29.33
Sheep cuff		\$21.33
Sheep restraint		\$25.78
Lambar teats / Lamb bottle teats		\$1.73 / \$2.22

**Tailing and Marking Requisites**

*Electro-tek Engineering Ltd:*

Ear Markers:	Sheep	Cattle
All Designs	\$169.00	\$179.00
Double Cuts	\$245.00	\$255.00
Non Standard add	\$20.00	\$20.00
Agemark 199/#2	\$145.00	\$165.00
Double Age	\$159.00	-
Tag punch #200	\$150.00	-
Design #90-"S"	\$185.00	\$195.00
Johne's Disease	\$159.00	
Tag Anvil / 0-9 Punches	\$56.00 / \$34.00	-

*ICS Manufacturing Ltd:*

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ICS (formerly Lyco) Rollamaster docking chutes	
Rollamaster standard model / standard with tipper	\$1,310 / \$2,025
Rollamaster contractor model / contractor with tipper	\$1,610 / \$2,325
Rollermaster Retrofit Tipper Unit	\$760

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*Leader Products:*

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Lamb Clamp and Knife		\$58.67
Lamb Docking Iron		\$256
Earnotcher Pig V pliers / medium V pliers / large V pliers	\$32 / \$68.44/	\$117.33
Earnotching medium U pliers / large U pliers		\$72 / \$117.33
Marking Ring Applicator metal / plastic		\$24 / 18.67
Leader Marking Rings	100 pack bag	\$3.51
Leader Rubber Rings	500 pack box blue/orange	\$11.51

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*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

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Ear Markers – range of sizes	(for cattle)	\$26.04 - \$126.09
Elastrator rings	100 / 500 / 2000 / 5000	\$4.30 / \$13.87 / \$56.48 / \$120.87
Castration Ring Applicator	Plastic	\$17.35
Castration Ring Applicator	Economy / Heineger	\$31.26 / \$100.00
Elastrator Ring Dispenser		\$146.95

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*Te Pari Ltd:*

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Docking Cradle / replacement sling / replacement cord	\$325.00 / \$45.00/ \$9.00
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**Ear Tags and Leg Bands**

*Allflex N.Z. Limited:*

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Allflex plastic tag varieties	approx. \$0.40 to \$4.50 each
Allflex electronic tag varieties	approx. \$3.00 to \$6.00 each
Allflex electronic tag readers	approx. \$1,400.00 to \$3,000.00 each

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*Beattie Insulators:*

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Black, white, grey, brown, green, yellow, orange, and purple (100 per pack)	\$11.50
Rod Insulator, 10mm Pinlock Rod (200 per pack)	\$0.40 each

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*Leader Products:*

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Leader cattle tags (A large variety of each product available)	Price each
HDX NAIT Birth tag	\$3.10
HDX NAIT TRAKA tag	\$3.10
EID Jumbo HDX Leadertag	\$1.64
Feedlot Tags	\$0.71
Flexible Male Tags / Female tags	\$0.51 to \$0.85
Flexible 2 piece re-useable Tags	\$0.85 to \$2.12
Multitags Plain	\$0.25
Swivel Tags Plain (stamped one side)	\$0.33
Aluminium Lapover Tags	\$0.31 to \$0.49

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Plastic leg straps - anklets (stamped one side \$5.60)	\$4.89 each
Velcro leg bands	\$3.56
Leader Steel Birth Tags	\$0.53

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Leg Straps removable	Treated - dump - dry cow - caution	each \$5.87
Leg Bands	10 pack	\$11.26 - \$13.00
Removable strap	Fluoro colours	each \$5.17
Leg and tail tape	10m/25m polyethylene coated cloth	\$6.04 / 12.13

### **Ear Tag Applicators and Accessories**

*Leader Products:*

Feedlot tag applicator	\$84.44
Leader flexible tag applicator	\$30.22
Fast Tagger for flexible or RFID tags - metal / plastic	\$46.22 / \$24.89
Steel tag applicator	\$30.22
Brass tag applicator	\$100.00
Multitag applicator – sheep	\$24.89
Swivel tag applicator	\$39.00

### **Raddles and Markers**

*Leader Products:*

Stock marking crayons	- rotastick	\$3.73
	- stockmarker	\$8.80
	- tailors dry raddles	\$6.49
	- all weather crayon	\$3.20
Tail tags (variety of colours available)		\$0.31 each
Leader stock mark spray		\$8.35
Heat paint		\$32.00

Stick Raddle ( <i>Donaghys</i> )	\$1.58 per stick
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*PGG Wrightson Ltd:*

Raddle Applicator	\$10.61
Raddle Chalk	\$1.92

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Cull Cow Paint (425ml)	\$12.13
Paintstik – Standard / Fluoro	\$3.43 / \$4.30
Paint Stik Holder – plastic	\$25.22
Stock Marker Rotastik	each \$3.43
Jumbo Marker – non wax, blue or orange	each \$6.04

### **Mating Devices**

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Chinball mating harness	\$213.04
Chinball ink 1L	\$43.43
Oestrus Detector FASCO AP - 50 pack	\$138.26



*PGG Wrightson Ltd:*

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Ram Crayons	\$5.17 each
Tail Paint - 10 litre	\$120.87
Tail paint 1 litre	\$14.07
Tail Paint aerosol 500ml	\$8.68

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*Leader Products:*

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Chinball mating harness	\$209.78
Ram harness mating mark	\$57.78
Chinball fluid - 1 litre	\$36.44
Crayon mating mark (range of colours available)	\$7.56 each

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**Brands and Tattoos**

*Leader Products:*

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Stones Rotary tattoo complete	\$394.67
Stones Standard tattoo complete	\$118.22
Stones Revolving head tattoo	\$156.44
Pig body striker (3 to 6 divisions)	\$144.89 to \$170.67
Pig striker tattoo numbers or letters - singles	\$18.67
Tattoo Pig 4, 6 Division Complete	\$114.89
Tattoo digits single letter or number	\$10.22
Freeze brands single numeral / letter	\$106.67
Fire brands Single numeral / letter	\$106.67
Tattoo ink – green 125ml to 5 litre	\$9.24 to \$69.33
Tattoo ink – black 125ml to 1 litre	\$9.24 to \$60.44
Tattoo paste 50g (black, green, red, white)	\$10.67
Tattoo paste 700g (black, green, white)	\$85.33
Digits 0-9 standard	\$39.11
A-Z standard	\$101.33

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*Shoof International Ltd: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

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Stone digit - baby animal set – 5mm	0-9 set / A-Z set	\$213.04 / \$494.78
Stone digit - std – 10mm	0-9 set / A-Z set	\$52.13 / \$120.87
Stone Outfit - baby animal	4 or 6 space	\$286.09
Stone outfit small animal 8mm / standard 10mm		\$143.48
Single Tattoo Digits	A-Z	\$14.73 to \$34.74
Single Tattoo Digits	0-9	\$13.00 to \$34.74
Tattoo Ink	28g to 140g tubes green/black	\$15.61 to \$39.09
Freeze Branding (0 to 9 digits only set)	50 mm/75 mm/100mm	\$146.95 / \$146.96 / \$216.52
Brandabull Complete set	50mm, 75mm & 100mm	\$430.43

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**Hoofcutting**

*Electro-tek Engineering Ltd:*

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Hoofcutter	\$175.00
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*Shoof International Ltd:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

**Hoof Trimmers:**

Double Action \$135.00 to \$2,117.39

**Hoof Knives:**

Stainless Steel - left or right handed \$34.74

Aesculap / Aesculap Ebony Handle \$34.74 / \$52.13

Genia range - left or right handed \$52.13 to \$56.48

**Hoof Snips:**

Alloy Plain / serrated blades \$34.74 / \$34.74

Forged Steel – plain /serrated blades \$43.43 / \$43.43

B&B TUS plain /serrated \$63.43 / \$69.52

**Hoof Rasps:**

Stainless Steel straight or curved \$34.74

Carbon Steel straight/curved \$26.04

Carbon steel heavy plain or with handle \$37.35 to \$43.43

**Hoof Test Pliers:**

Economy/Quality 33cm S/S / 30cm Nickel Plating \$41.70 / \$146.96

**De-Horning**

*Electro-tek Engineering Ltd:*

Yearling de-horners (blade \$52.00, handle \$14.65) \$335.00

Manual calf de-horner \$59.00

Scully (blade \$122.00, handle \$29.00) \$335.00

Keystone Dehorner (blades \$138.00, handle \$45.00) \$385.00

Gas LPG (head \$68.25) \$295.00

*Leader Products:*

Barnes Dehorner small / large \$85.33 / \$117.33

Ram dehorner \$198.22

Leader Hodge dehorner \$600.00

Forrester Tipping dehorner - small / large \$275.56

Keystone dehorner – convex junior / large convex \$320 / \$391.11

Keystone dehorner - improved \$409.89

Electric dehorner - 240 volt / 12 volt \$167.11 / \$132.44

Barnes Wide mouth dehorner \$293.33

*Te Pari Ltd:*

Barnes Type Dehorner / economy models \$74.50 / from \$32.50

Te Pari calf dehorner Plastic handle / SS handle \$239.00 / \$279.00

Spare LPG dehorner heads small / standard / large \$85.50

**Cow Lifters**

*Leader Products:*

Elfin Cow Sling \$336.00

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Daisy-Lifter	Medium term support Std / XL	\$407.82 / \$433.91
Hip Clamps	Standard / Vink	\$282.61 / \$346.96
Cow Hobble	Webbing and rings / Welfare approved	\$39.09 / \$52.13
Cow Cover	Thermal Emergency for Jerseys / Friesians	\$260.00 / \$303.48

### **Calving Aids**

*Electro-tek Engineering Ltd:*

Calving rope 8mm	Double (190cm) / Single(160cm) loop	\$11.50 / 9.50
6mm	Double (130cm) / Single (110cm) loop	\$10.00 / \$8.00
Calving chain	Double (150cm) / Single (80cm) Loop	\$52.00 / \$30.00

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Calving chain handles		\$17.35 to \$21.70
Calving ropes	7mm economy, single / double end	\$11.26 / \$17.35
	9mm / 12mm soft flat braid double end	\$14.74 / \$17.35
	8mm slimline	\$19.96
Calving strap heavy duty, 25mm webbing - s/s D rings		\$17.35
Calving chains - range		\$30.39 to \$52.13
Calf pullers - range		\$260.00 to \$1,126.08
Calf puller straps - long		\$21.70
Obstetric lubricant - 1 litre / 5 litre / 20 litre		\$10.39/\$28.65/\$120.87
Resuscitator HK calf 2 way air pump-rubber nose mask		\$303.48
Calf sling		\$52.13

*Leader Products:*

Leader calf saver		\$239.11
Obstetrical chains – 750mm / 1.5m		\$18.67 / \$31.11
Calving ropes (2)		\$24.00
Calving straps - 30 inch / 60 inch		\$24.00 / \$32.89
Large obstetrical hook / small eye hook		\$17.33 / \$17.33

### **Calf Covers**

*PGG Wrightson Ltd:*

Calf Cover - unlined 2'9"		\$41.39
Calf Cover - canvas unlined 2'6"		\$30.00

*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Economy to Quality - small to large range		\$13.00 to \$108.70
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*Straitline Canvas Ltd:*

	Length, Wither to Tail	Quantity			
		1	10	50	100
Animac Polyethylene Calf Covers	650/800 mm	\$9.45	\$80.30	\$354.50	\$662
Jute Calf Covers Strap/Buckle	650/800 mm	\$19.95	\$199.50	\$997.50	\$1,995
Jute Yearling Covers Strap/Buckle	950/1100 mm	\$30.95	\$309.50	\$1,547.50	\$3,095
Jute Cow Covers Strap/Buckle	1275 - 1575mm	\$35.25	\$352.50	\$1,762.50	\$3,525

## Cattle Castrators

### Leader Products:

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Triple Crush Emasculator	\$129.78
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## Slaughter Device

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Captive bolt slaughter device	\$477.39
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## Bull Rings and Leads / Halters

### Leader Products:

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Bull lead with rope / chain		\$23.11 / \$26.67
Show leads (spring lock / brass auto / aluminum auto)		\$17.33 / \$16.00 / \$15.56
Bull nose punches		\$87.11
Bull ring applicator		\$42.67
Stainless steel bull rings	2 ¾ inch and 3 inch	\$14.67
Copper bull rings	2 ½, 2 ¾ and 3 inch	\$11.11
Bull ring Hiatts - copper	2 ½, 2 ¾ and 3 inch	\$22.22 / \$25.33 / \$26.67
Nylon Wizz bull rings	2 ¾ inch	\$8.44

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*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

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Bull rings – s/steel/bronze/copper	small, medium, large	\$13.00 to \$30.39
Bull ring applicators		\$28.65
Calf weaner screw clamp		\$9.52
Bull nose punches		\$37.35 to \$120.87
Bull halters	leather/ heavy duty	\$65.17 to \$155.65
Cow halters	nylon / leather	\$30.39 to \$143.48
Calf halters – lead / tether	nylon	\$36.48 to \$41.70
Webbing halters	cow / alpaca	\$30.39 / \$32.13
Leading ropes	cotton / vet rope	\$19.96 / \$28.26

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## Prodders

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

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Hot Shot Range	34cm to 130 cm	\$216.52 to \$242.61
Hot Shot – Rechargeable	34cm to 85 cm	\$346.96 to \$364.35
Kawe Universal		\$173.04
Picador Universal		\$120.87
Compact – incl battery		\$60.83

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### Leader Products:

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Wasp stock prodder / mini	\$173.33 / \$93.33
Wasp stock prodder extension wand / long	\$59.56 / \$75.56
Red Hide Flapper	\$51.56
Module Motor Stock Prodder	\$106.67

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## **Piglet Management**

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Piglet complete tail docker	\$294.78
Piglet tooth clipper Aesculap	\$56.52
Pig holder wire noose / short handle / long handle	\$26.04 / \$69.52 / \$34.74
Pig ring applicator economy / quality	\$30.39 / \$138.26
Pig ring high tensile each / Pig ring nickel plated 10 pk	\$17.35 / \$25.17

## **Pregnancy Diagnosis / Backfat / Rib Eye Sonography**

(See Sections 2.4.9 and 2.4.10 for charges if a contractor is used)

Renco Leanmeater back fat tester	\$1,350
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*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Pregnancy Tester Sow - Draminski	\$1,039.13
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## **Dog Trainers and Equipment**

*Pet Training Products:*

Containment Systems	from \$399
Bark Control Collars	from \$160
Remote Training Aids	from \$250

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Dog chains	\$9.52 to \$13.87
Dog collars /	\$10.52 to \$16.48 /
Dog muzzles	\$10.39 to \$181.74
Dog Halter Buster	\$28.65 to \$32.13
Dog holder MDC	\$369.57
Dog ute tether – chain /double end / universal	\$11.26 / \$13.00 / \$16.48
Dog whistles	\$1.43 to \$13.00
Dog whistle ACME, ultra high pitch / silent	\$26.04 / \$73.87

## **Horse Expenses and Horse Shoeing**

*NZ Horses.com Ltd*

Full shoeing incl studs	\$125.00
Trim	\$30.00

*Leader Products:*

Farrier Knife	\$24.00
Hoof Trimmer Double Action / Heavy Duty Long	\$94.22 / \$204.44
Heiniger Horse Clipper	\$888.00

*Shoof International:* (Incl delivery within NZ. Under \$70 add \$5 admin fee)

Farrier Hammer Driving – Economy 12oz / Nordic 10 oz	\$30.39 / \$65.17
Farrier Hammer - Nordic Rounding 2lb	\$73.87
Farrier Knife 5 Blade	\$30.39
Foaling Alarm Magic Breed Complete	\$1,300.00

Hoof Pick Nickel plated / s/s	\$5.17 / \$6.04
Barrier Boot – Davis – 3 sizes	\$60.83
Horse Shoof – all sizes	\$43.43

### Saddles and Covers

#### *Clarke McKenzie Saddlery Ltd:*

Stock saddles	\$999 to \$4,500
Farm bridles	from \$49.99
Horse covers - Summer	approx. \$85 to \$275
- Winter	approx. \$139.99 to \$400
Neck Rug	approx. \$100
Head collars - Webbing (leather also available)	from \$12.99

#### *Stirrups Equestrian Supplies Ltd:*

Bridles	Range from \$52 to \$400
Saddles (all purpose type)	Range from \$280 to \$1,022
Covers (range of type)	Range from \$60 to \$222

### 2.3.16 Stock Feeding Systems and Equipment

#### *Hynds Rural: Precast Concrete Stock Feeding Systems (Freight not included)*

Product Code	Description	Retail
TF2400W	2400x1500x600	\$553.35
TF2400WE	2400x1500x600 with end	\$666.40
TF2400.2	2400x700x500	\$304.64
TF2400.2E	2400x700x500 with end	\$428.40
TF2400AM	2400 long, dry feed trough	\$249.12

#### *PGG Wrightson Ltd:*

Dog water bowl - concrete		\$31.13
Waterers – nipple	- for piglets	\$6.10

#### *Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

##### Pigs:

Creep Bowl Stainless / Plastic		\$52.13
Water Nipples Fattener	15mm / 20mm	\$5.17 / \$15.61

##### Lambs:

Kid/Lamb Feeder Excal bottle complete		\$6.91
Kid/Lamb Feeder Rail Bucket 10-place		\$86.91

##### Poultry:

Poultry Drinker	3 / 5 / 10 litre	\$8.65 / \$11.26 / \$20.83
Poultry Feeder	1.5 to 20 kg	\$4.30 to \$47.78

#### *Leader Products:*

Pig nipple drinker 5"		\$9.33
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*AgBrand Products:*

Product	Description	No Feeding positions	Price
C1bolted / C2 pinned	Round Weaner	12/12	\$900 each
W1bolted/W2 pinned	Oval Weaner	24/24	\$1,400 each
C3 bolted / C4 pinned	Round Bull	12/12	\$1,050/ \$1,075
C5 bolted / C6 pinned	Round Standard	15/15	\$1,050/ \$1,075
A5bolted/A6 pinned	Round Straight Sides	15/15	\$950 / \$975
C5-H bolted / C6-H pinned	Round Heavy	15/15	\$1,125/ \$1,175
C7 bolted	Medium oval	16	\$1,300
S1 pinned	Rectangular	20	\$1,440
S2 pinned / S5 bolted	Oval	24/26	\$1,500/ \$1,600
A1 bolted / A2 pinned	Rectangular straight sided	24/24	\$1,430 each
A3 Bolted / A4 pinned	Round sheep / cattle	30/15	\$1,025/ \$1,100
SF pinned	Sheep feeder	21	\$850
Feed fence pinned	2.8m lengths	7	\$525
Feed fence pinned incl brace points every 3m	6m lengths	15	\$900
Miscellaneous parts			
Braces / end piece 1.4m	For feedlots		\$130 each/\$300
Skids for feeders with mesh base - round/ rectangular			POA
Sombrero plastic feed bin for inside C5 & C6 feeders			\$420
Top cover roof for A5 & A6 feeders PVC cover & frame			\$360

Freight extra.

Estimated freight costs Nth Is \$100, Sth Is \$180 minimum charge.

It pays to buy 2 feeders strapped in one bundle.

## 2.4 CONTRACTING CHARGES

### 2.4.1 Hay Making

Some examples of contractors' charges are as follows:

#### Taranaki:

Mower / conditioner	2.8 m	\$145 per hour
	3.1m	\$159 per hour
Tedding / raking (6m rake)		\$112 per hour
Full Contract Baling – includes cut, turn twice, row and bale		
Conventional	- more than 100 bales	\$4.00 per bale
	- under 100 bales	\$1.50 per bale / \$150 per hr
Large round	- 15 bale equivalents	\$33 per bale
	- 12 bale equivalents	\$31 per bale
	- 10 bale equivalents	\$29 per bale

Stacking: Average of \$2.75 per bale or \$100 per hour, depending on the distance from haystack.

#### Waikato:

Baling	Conventional bale	\$1.50 per bale
	Square or round	\$1.50 per bale equivalent

#### Hawkes Bay

Mowing		\$85 per ha
Raking		\$50 per ha
Baling	- round bales	\$18 per bale

#### *A Canterbury Contractor*

Hay Baling	Round (15 bale equivalent)	\$14.00 per bale
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#### *A Second Canterbury Contractor*

Hay Baling	Medium Square (10 bale equivalent)	\$12 per bale
	Large Square	\$15.50 per bale
Raking / Tedding		\$250 per hour
Mowing		\$65 per ha

#### Southland:

Conventional bales (for complete job – carted in etc)		\$4.50 per bale
Truck		\$140 per hour
Harvester		\$600 to \$650 per hour
V-Rake		\$145 per hour
Mower conditioner*		\$57 per ha

\*This rate only applies when 3ha/hour can be maintained. If not, the rate becomes \$170 per hour.



## 2.4.2 Silage

Some examples of contractors' charges are as follows:

### Southland

To make silage	Depends on situation and terrain and if 4ha/hr is possible, otherwise hourly rate applies	\$310 to \$360 per ha
Loader for silage (+ set price of \$150, or one hour flat rate to get to location)		\$145 per hour
Mower conditioner*		\$170 per hour
Truck		\$140 per hour

\*This rate only applies when 3ha / hr can be maintained.

### A Canterbury Contractor

Bale - round / medium square balage		\$11 per bale
Wrapped baled silage	Large Round	\$26 per bale
Mower conditioner	3m	\$165 per hour

### Hawkes Bay:

Silage: Mowing / raking		\$85 / \$50 per ha
Chop/cut/stack of grass silage		\$600 per hour
Harvester + 2 Trucks + Tractor on stack		
Stacking		\$110 per hour
Truck (loading with silage)		\$110 per hour
Balage - includes mowing, wrapping, baling and stacking		\$48 per bale

### Taranaki:

Wrapped Silage:		
- 1.3m diameter bale – row-bale-wrap size 10		\$30.50 per bale
row-bale-wrap size 12, 1.35m diameter		\$32.10 per bale
Full Contract wrapped silage - includes cut, row, bale and wrap		
- size 10 bale equivalent 1.3m		\$40.25 per bale

### Waikato

Balage	Rounds (10+ equiv)	\$32 per bale
	Squares (7 equiv)	\$32 per bale
Stack tractor - 200hp		\$140 per hour
Loader wagon	30 or more cubic metres	\$280 per hour

## 2.4.3 Cultivation/Drilling

### Canterbury:

One Canterbury contractor charges \$88 per hour for direct drilling, \$75 for both semi cultivated and cultivated.

Another contractor charges \$150 per hectare for ploughing and \$100 per hectare for a single pass cultivator.

*Other Contractors in Canterbury:*

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Planting maize per ha	\$125.00 per hectare
Side dressing maize per ha	\$60.00 per hectare
Direct drilling	\$100 per hectare
Conventional drilling	\$75 per hectare

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Ploughing - 8 furrow	\$138.00 per hectare
Power harrow / Drilling combination 6m	\$164.00 per hectare
Direct Drilling	\$146.00 per hectare

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**Hawkes Bay:**

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Ploughing	\$147 per hectare
Discing	\$130 per hectare
Power harrowing	\$153 per hectare
Direct drilling on the flat to hill paddocks with fertiliser	from \$130 to \$140 per hectare
Conventional drilling on the flat to hill paddocks with fertiliser	from \$115 to \$125 per hectare

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**Gisborne:**

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Discing	\$70 per ha
Discing and rolling (Cambridge roller)	\$75 per ha
Ploughing	\$155 per ha
Power harrowing / Ripping	\$145 per ha
Planting (maize / sweetcorn / squash at .76 metre spacing)	\$110 per ha
Drilling	\$110 per ha
Spraying	\$50 per ha
Cultivating	\$85 per ha
Re-grassing - broadcast	\$75 per ha

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**Waikato:**

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Planting (Maize)	\$149 per hectare
Side dressing maize	\$88 per hectare

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Rotary Hoe	\$140 per hour
Ploughing	\$140 per hour
Power Harrow (6m)	\$140 per hour
Drilling (Roller seeder)	\$120 per hectare
Mowing	\$140 per hour
Windrowing / raking	\$140 per hour
Deep Ripping	\$140 per hour
Planting maize	\$120 per hectare
Undersowing	\$90 per hectare
Pasture weed spraying at 125 litres of water per ha	\$35 per hectare

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#### 2.4.4 Heading/Harvesting

The following are contract prices for *one Canterbury contractor*.

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Cereals (incl cartage to silo)	\$280 per ha
Draper pickup harvesting	\$300 per ha
Direct heading of Clover	\$310 per ha
Specialty crops eg Radish, Carrot	\$580 per hour
Peas / costs more if harvested in one direction	\$260 per ha / \$280 per ha

---

Rates per ha vary with the type and quality of crop and the tonnage expected from it (i.e. a lower price is paid for crops on light soils with low yields). Rates will also vary with cartage distance to silo. Smaller size paddocks and heavier crops are charged at a higher rate per hectare. Allowance should be made for travelling time for trucks, labour and for other expenses. A surcharge for work on hill country should also be allowed for.

*A second Canterbury contractor.*

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Maize harvesting for silage (includes 3 trucks, loader and forage harvester)	\$1,530.00 per hour
Mower conditioner - 3m / 8m	\$414.00 per hour \$104.00 per hectare for the 8m
Raking	\$45 per ha
Chopper Grass / Maize	\$720.00 per hour / \$975.00 per hour
Loader	\$225.00 per hour
Cartage	\$110.00 per hour per truck

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Another Canterbury contractor charges \$1,250 per hour for maize harvesting for silage (includes 3 trucks, loader and forage harvester)

In Waikato the average rate for heading is \$360-\$461 per hectare for maize.

#### 2.4.5 Borderdyke Irrigation

See *Section 2.18.14 and 2.18.15*

#### 2.4.6 Aerial Oversowing

##### Southland:

For aerial seeding in a fixed wing plane, costs start from approx \$35 per hectare. Costs vary depending on application rates, distance to block, and size and shape of the block.

##### Manawatu:

For aerial seeding in a fixed wing plane, costs range from \$75 to \$120 per hectare. This is mostly for forestry oversowing, either before replanting, or for weed control for later conversion to pasture.

Costs also range from \$12.50 for clover seed to \$60 per hectare for sowing down an area of new grass with an application rate of around 40kg of seed per hectare.

### 2.4.7 Dipping

Sheep Dipping (Canterbury): Costs are \$0.45 per head for labour, plus chemical costs. Price depends on winter or summer dipping, the length of wool, which affects the amount of wash used and length of time required under the shower. Price also depends on how many litres of chemical are used. If owners own chemical is used, costs are \$0.50 per head but will still depend on distance traveled and above factors.

### 2.4.8 Tailing / Dagging / Drenching

*A Canterbury contractor:* Travel costs are extra and ACC levies are another 6% on top

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Sheep	Dagging / tup crutching using mobile crutching unit	\$0.67 per head
	Drenching, using sheep handler	\$88 per hour

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Another Canterbury contractor

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Lamb	Tailing – incl cost of gas, mobile yards	\$0.85 per head
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### 2.4.9 Pregnancy Diagnosis

*Scan Plus:*

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Sheep	- Triplets	75 cents per ewe
	- Twins	55 cents per ewe
	- Wet Dry	35 cents per ewe
Cows		\$1.80 per head
Cows	For Large herd discounted to	\$1.60
Deer		\$2.30 per head

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*Stockscan*

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Sheep	Triplets	\$0.75
	Twins	\$0.55
	Wet/ dry	\$0.45

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*Ultra-Scan Pregnancy Testing and Animal Services:*

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Cattle:	with a minimum charge of \$100	\$1.80 to \$2.50 per head for a full herd
Sheep:	(minimum of 300)	
	Wet / dry	\$0.50 per head
	Twin	\$0.60 per head
Goat		\$1.90 per head for part herd, \$1.30 for full herd
Deer		\$3.00 per head

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### 2.4.10 Muscle and Fat Detection

*Stockscan:*

Information is generated so that *Stockscan* can generate ranking information.

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Muscle and fat detection (negotiable for larger numbers)	\$3.85
Travelling costs up to \$75 - or more for long distances	

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## 2.4.11 Miscellaneous Contracting

### *Arbor-Tek Ltd:*

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Arborist	\$55.00 per hour
Ground Worker	\$50.00 per hour
Supervisor	\$55.00 per hour
Trimlift	\$65.00 per hour excl. operator
EWP (cherry picker)	\$65.00 per hour excl. operator
5 Ton Tipper	\$15.00 per hour excl. operator
Log Splitter	\$21.10 per hour excl. operator
Brush Chipper 12 inch	\$50.00 per hour excl. operator.
Chainsaws, Fuel and Miscellaneous.	\$50.00 per day
Utility Vehicle	\$2.10 per km
5 Ton Tipper	\$2.20 per km
Trimlift	\$2.85 per km
EWP (cherry picker)	\$2.85 per km

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Note: Larger jobs can be undertaken because of access to larger logging equipment.

### **Marlborough**

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Gun and Hose Spraying	\$80 per hour (1 person) \$110 per hour (2 people)
Forestry Track Boom Spraying	\$85 per hour
Mistblowing	\$45 per hour
Knapsack Spraying	\$38 per hour
Chainsaw, scrubcutting	\$50 per hour
Weedeating	\$40 per hour
Grubbing	\$38 per hour

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### **Taranaki:**

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Hedge mulching – barberries and boxthorne	\$148 per hour for non-hay clients \$138 discounted for hay clients
General tractor work with 12 tonne trailer	\$120 per hour

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### **Note:**

Fencing Contractor rates see *Section 2.19.2*

Shearing rates see *Section 2.3.14*

Fertiliser spreading charges see *Section 2.6.4*

Spraying costs see *Section 2.9.16*

Grain Drying see *Section 2.11.2*

## 2.5 ELECTRICITY

### 2.5.1 Total Farm Electricity Costs

Depending on the type of farm size and locality, typical electricity costs (including domestic) are as follows:

<b>Sheep and Beef</b>	(per su)
Northland	\$1.01
Waikato / Bay of Plenty Intensive	\$1.32
Central North Island Hill Country	\$0.84
Gisborne Hill Country	\$0.99
Hawkes Bay / Wairarapa Hill Country	\$0.90
Western Lower North Is Intensive	\$1.26
South Island High Country	\$1.32
Canterbury / Marlborough Hill Country	\$1.50
Canterbury / Marlborough Breeding and Finishing	\$1.52
Otago Dry Hill	\$0.84
Southland / South Otago Hill Country	\$0.62
Southland / South Otago Intensive	\$0.93
National	\$1.04
<b>Dairy</b>	(per cow)
Northland	\$42
Waikato / Bay of Plenty	\$37
Taranaki	\$38
Lower North Island	\$41
Canterbury	\$84
Southland	\$37
National	\$52
<b>Deer</b>	(per su)
North Island	\$2.14
South Island	\$1.59
<b>Arable</b>	(per ha)
Canterbury	\$72
<b>Horticulture</b>	(per ha)
Kiwifruit	\$260
Hawkes Bay Viticulture	\$140
Marlborough Viticulture	\$107
Hawkes Bay Pipfruit	\$145
Nelson Pipfruit	\$344

Source: MAF Horticultural and Pastoral Monitoring Reports – 2011.

## 2.5.2 Regional Electricity Charges

### **Meridian Energy – the specialist in supplying electricity to agribusiness customers**

Meridian provides electricity to many farms throughout New Zealand – from the largest dairy operation to the smallest lifestyle block.

As a key user of electricity, you want to be sure you're getting the best deal possible on your power supply. At Meridian we have a dedicated Agribusiness Team, ready to assess and tailor the best possible power package to suit the specialised needs of your farm. If you have a large farm you'll have a dedicated account manager, who will be available to deal with day-to-day account queries and to proactively manage your farm power bills to ensure you're getting more for less.

We can give you information about regional benchmarks so you can measure how your farm is performing energy-wise against local farms. We can also help to put you in touch with the right people if you're interested in Small Scale Renewable Generation (SSRG) for your farm. Whether you're interested in a solar panel to help power a remote electric fence unit or a wind turbine on your cowshed, we've partnered with some of the best providers in the SSRG space and we'd be happy to give you some advice.

Call 0800 496 777 today or visit [meridian.co.nz/forfarm](http://meridian.co.nz/forfarm)

### **Complete an annual check-up**

- Review any new and replacement equipment installed (pumps, irrigation units).
- Electricity usage - when and how often do you think you will use electricity in the coming year?
- Electricity usage will determine the capacity and charging option most suited to your farm.

Call us to discuss what you've found, so we can make sure that your Meridian bills match your farm's seasonal needs.

### **Understanding your Meridian electricity bill**

Your monthly electricity bill tells you when and how you use your energy.

*Your electricity bill contains charges from a number of sources. The first charges are industry charges (Network/Lines Company) and they often include:*

- a fixed charge (cents/day) for connection to the lines company network
- a variable charge (cents/unit) for use of the lines company's network, and/or
- depending on the required capacity, a 'capacity' charge.

*The Retailer portion of the account often contains:*

- a fixed charge covering the use of meters and administration costs
- a variable charge (cents/unit) for the energy consumed.

### **Electricity meter types**

#### *Non-Half Hourly (NHH) meters*

These meters are most commonly used in woolsheds, houses, garages and cowsheds.

This type of metering is the most common and is usually single register. The electricity from this type of metering is shown on your account as one amount, being the total consumption for the billing period. It is also possible to have day and night metering, where the meter has two registers to record electricity consumption. The day period is normally from 7am to 11pm, but this can vary depending on the network company. For example, in the Orion network (Christchurch and surrounding areas) the day period is from 7am to 9pm.

### *Time of Use (TOU) meters*

These meters are most commonly used for large irrigation systems and a limited number of very large cowsheds. TOU meters are normally for sites using more than 500kVA or 150 000 kilowatts a year. The use of TOU metering varies throughout New Zealand owing to network regulations.

TOU meters record electricity use in half-hour blocks, providing 1,440 readings per month and 17,500 readings annually. A fixed-term price per volume contract is required in this situation. Meridian offers TOU customers a series of pricing products to choose from. These range from 100 percent fixed price to 100 percent spot market exposure options.

The extra information available with TOU metering enables the electricity consumer to analyse daily consumption and can be linked to other meters, like flow meters, to compare pump efficiencies.

### **Network/Line companies**

There are 28 lines companies throughout the country. Network/Lines company charges, requirements and regulations are unique to each company and region. Sometimes specific additional network charges apply to a site with significant capacity (typically over 100kVA). When applicable, Meridian passes on these charges.

### **Electricity pricing**

Electricity pricing typically consist of two rates—variable rates, which are applied to the energy consumption (per kilowatt hour (kWh)) and typically range from 20 to 30 cents per kWh, and daily rates, which are applied to the number of days in a billing period (typically ranging from \$0.80 to \$4 per day).

Meridian offers a standard 10 percent prompt payment discount (PPD) when you pay your bills in full by the due date, but an additional PPD is available for customers who are members of ATS, CRT, Farmlands and RD1.

### *Published rates*

Published rates are the current rates available to all customers who elect not to go on a fixed rate.

### *Seasonal and irrigation pricing*

Seasonal and irrigation pricing is offered by Meridian in a number of networks.

### *Fixed-term rates*

Meridian offers contracts with fixed rates and periods, which provide certainty for budgeting; they are usually two years in length. Call the Meridian Agribusiness Team on 0800 496 777 to check the availability of contracts in your area.

### *Rates (as at 1 June 2012)*

The following charges from Meridian are a guide to Meridian's commercial published rates at 1 June 2012. Please note that these rates could change at any time, and there are often special offers available. Electricity usage requirements will determine the capacity and charging options most suited to your farm. Call Meridian's Agribusiness Team on 0800 496 777 to discuss options for your region.



An Electricity Authority Levy Charge of 0.24 cents per kWh also applies. All rates listed below exclude GST and are before PPD.

*Northland (Northpower network standard commercial)*

Charge	Season	Total charge excluding GST (cents)	Unit of measure
Anytime	Year round	24.82	kWh
Controlled	Year round	19.03	kWh
Night	Year round	12.37	kWh
NightBoost	Year round	15.91	kWh
Daily	Year round	113.33	Day

*Waikato (WEL network)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Year round	22.29	kWh
Controlled	Year round	12.64	kWh
Daily	Year round	96.71	Day

*Taranaki (Powerco (Taranaki) network, Zone A - New Plymouth / Stratford / Wanganui)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Year round	22.22	kWh
Controlled	Year round	17.60	kWh
DayNight Day	Year round	25.84	kWh
DayNight Night	Year round	11.63	kWh
Night	Year round	11.63	kWh
Daily	Year round	96.67	Day

*Hawke's Bay (Unison Hawkes Bay based on a 15–69kVA connection)*

Charge	Season	Total charge excluding GST	Unit of measure
Economy 24	Year round	19.70	kWh
Daily	Year round	307.57	Day

*North Canterbury (Mainpower (Rangiora) network standard commercial)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Year round	21.97	kWh
Controlled	Year round	21.67	kWh
DayNight Day	Year round	22.68	kWh
DayNight Night	Year round	20.16	kWh
Night	Year round	20.16	kWh
Daily	Year round	138.96	Day

*Central Canterbury (Orion Network)*

Charge	Season	Total charge excluding GST (cents)	Unit of measure
Anytime	Year round	21.10	kWh
Controlled	Year round	16.94	kWh
DayNight Day	Year round	25.90	kWh
DayNight Night	Year round	10.23	kWh
Night	Year round	10.23	kWh
Weekday Day	Year round	28.43	kWh
Weekday Night & Weekend	Year round	9.90	kWh
Daily	Year round	77.65	Day

*Mid-Canterbury (Electricity Ashburton network based on a 50kVA connection)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Year round	20.23	kWh
Controlled	Year round	12.24	kWh
DayNight Day	Winter	23.08	kWh
DayNight Day	Summer	19.58	kWh
DayNight Night	Winter	20.46	kWh
DayNight Night	Summer	17.30	kWh
Controlled	Year round	12.06	kWh
Controlled	Year round	12.24	kWh
Daily	Year round	139.65	Day

*South Canterbury (Alpine Energy network based on a 3-phase 60-amp connection)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Winter	17.56	kWh
Anytime	Summer	14.16	kWh
Controlled	Winter	16.26	kWh
Controlled	Summer	12.87	kWh
DayNight Day	Winter	19.34	kWh
DayNight Day	Summer	15.94	kWh
DayNight Night	Winter	12.40	kWh
DayNight Night	Summer	9.01	kWh
Controlled	Winter	16.26	kWh
Controlled	Summer	12.87	kWh
Controlled	Winter	16.26	kWh
Controlled	Summer	12.87	kWh
Daily	Year round	355.93	Day

*Waitaki (Network Waitaki network based on a 31–50kVA connection)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Year round	18.85	kWh
Controlled	Year round	18.63	kWh
DayNight Day	Year round	22.05	kWh
DayNight Night	Year round	10.58	kWh
Night	Year round	10.58	kWh

NightBoost	Year round	13.87	kWh
Daily	Year round	170.54	Day

*Southland (The Power Company network based on a 3-phase 50kVA connection)*

Charge	Season	Total charge excluding GST	Unit of measure
Anytime	Winter	19.83	kWh
Anytime	Summer	16.31	kWh
Controlled	Winter	19.09	kWh
Controlled	Summer	15.57	kWh
DayNight Day	Winter	23.13	kWh
DayNight Day	Summer	19.67	kWh
DayNight Night	Winter	11.88	kWh
DayNight Night	Summer	8.45	kWh
Night	Winter	11.88	kWh
Night	Summer	8.45	kWh
NightBoost	Winter	14.95	kWh
NightBoost	Summer	11.49	kWh
Daily	Year round	582.66	Day

## Irrigation

Irrigation charges differ throughout the country, so in some areas of New Zealand the above charges may apply but in others the charging structure for irrigation connections can be vastly different. As with other electricity charges these charges may change without notice and are region specific.

The following applies to Central Canterbury irrigators (in the Orion network).

A Pump capacity charge applies (only) between 1 October and 31 March and is based on the pump-motor nameplate capacity of the irrigation pump.

Pump Capacity charge = 58.83 cents/kW/day (including GST).

A 150 kW pump will therefore incur charges of \$2,735.60 for a 31 day month before any running costs are calculated.

When the Pump capacity charge is being paid, cents/unit charges are lower than normal. eg Day rate 17.4 c/unit; Night rate 10.3 c/unit (these rates include GST).

A \$1/day daily charge including GST also applies.

**If you're not already a Meridian customer, talk to our team of agribusiness specialists for a free, no-obligation price comparison. We'll show you an apples-for-apples comparison of what your bills would be if you were a Meridian customer. It's a small choice that can make a big difference to your bottom line.**

### 2.5.3 Cost of Power Installation

The average network company installation charge for 1 kilometre of power line in rural areas is \$40,000 to \$49,500.00 + GST (for 11,000 volt overhead lines). Price varies depending on the distance to be installed i.e. the shorter the distance the more it costs per metre, up to 350 metres, and then prices start to level out.

## 2.6 FERTILISER and LIME

### 2.6.1 Fertiliser

*Ballance Agri-Nutrients Ltd:*

Price per tonne bulk ex works Awarua (South Island), Whangarei and Mt Maunganui (North Island.) \* South Island only \*\* North Island only

N	P	K	S	Mg	Ca		\$ per tonne
<b>Superten</b>							
-	9.0	0	10.5	-	22	Superten	\$345.00
-	8.1	5.0	9.4	-	20	Superten 5K	\$401.00
-	7.6	7.5	8.9	-	19	Superten 7K	\$426.00
-	7.2	10.0	8.4	-	18	Superten 10K	\$451.00
-	6.3	15.0	7.3	-	15	Superten 15K	\$501.00
-	4.5	25.0	5.2	-	11	Superten 25K	\$601.00
<b>Pasturezeal</b>							
N	P	K	S	Mg	Ca		
9.4	5.9	5.0	6.9	1.2	15	Pasturezeal G2 5K	\$507.00
7.5	5.4	10.0	6.3	0.9	14	Pasturezeal G2 10K	\$537.00
7.5	4.5	15.0	5.3	0.9	12	Pasturezeal G2 15K	\$587.00
6.6	6.2	7.0	7.3	0.8	16	PasturezealG2balancer	\$496.00
5.6	7.6	-	8.9	0.7	19	Pasturezeal G2 9S	\$413.00
5.6	5.0	12.0	11.2	0.7	13	Pasturezeal G2Pumice	\$555.00
<b>Pasturemag</b>							
N	P	K	S	Mg	Ca		
6.9	5.7	-	7.0	4.2	14	Pasturemag	\$388.00
6.2	5.2	5.0	6.4	3.8	13	Pasturemag 5K	\$437.00
5.8	4.9	7.5	6.0	3.6	12	Pasturemag 7K	\$461.00
5.5	4.6	10.0	5.7	3.4	11	Pasturemag 10K	\$484.00
4.8	4.0	15.0	4.9	2.9	10	Pasturemag 15K	\$531.00
11.5	5.1	-	6.3	3.8	12	Pasturemag 12N	\$437.00
6.2	5.2	-	15.9	3.8	13	Pasturemag 16S	\$394.00
5.9	5.1	6.0	10.9	2.6	13	Pasturemag peat/pumice	\$472.00**
<b>N-rich</b>							
46.0	-	-	-	-	-	N-rich urea	\$796.00
46.0	-	-	-	-	-	N-rich single trip 500kg bags	\$860.00*
30.4	-	-	14.6	-	-	N-rich ammo 30N	\$710.00
27.6	-	20.0	-	-	-	N-rich 20K	\$822.00
23.0	-	25.0	-	-	-	N-rich 25K	\$827.00
<b>Cropzeal</b>							
N	P	K	S	Mg	Ca		\$ per tonne
13.5	15.0	12.5	0.7	-	-	Cropzeal 15P	\$1,029.00
15.4	8.0	10.0	9.6	-	-	Cropzeal 16N	\$869.00
19.2	10.0	-	12.0	-	-	Cropzeal 20N	\$870.00
9.0	10.1	25.0	0.5	-	-	Cropzeal 25K	\$970.00
5.7	4.7	7.2	5.9	3.5	12	Cropzeal Brassica Base	\$492.00
-	5.2	11.5	14.0	1.9	13	Lucerne Starter	\$538.00*

-	6.0	11.8	14.7	-	15	Lucerne Maintenance	\$538.00*
5.1	4.4	5.0	11.2	3.3	11	Crop Fertiliser	\$453.00**
<b>Sulphur Fertilisers</b>							
N	P	K	S	Mg	Ca		
-	8.5	-	14.7	-	21	Sulphur Gain 15S	\$366.00
-	8.1	-	20.0	-	20	Sulphur Gain 20S	\$384.00
-	7.0	-	29.5	-	17	Sulphur Gain 30S	\$410.00
-	5.4	-	45.8	-	13	Sulphur Gain 50S	\$417.00
-	6.8	7.5	17.0	-	17	15% Potash sulphur super	\$457.00
-	6.4	10.0	16.0	-	16	20% Potash sulphur super	\$480.00
-	5.6	15.0	14.0	-	14	30% Potash sulphur super	\$527.00
-	4.0	25.0	10.0	-	10	50% Potash sulphur super	\$620.00
-	-	-	95	-	0	Durasul Sulphur	\$410.00
<b>Phosphate Fertilisers</b>							
-	20.5	-	-	-	14	Triple Super	\$940.00
-	14.7	-	5.3	-	18	Superxtra	\$649.00
-	13.8	-	14.7	-	16	Superxtra 15S	\$681.00
<b>Potash Fertilisers</b>							
-	-	50.0	-	-	-	Muriate of potash	\$845.00
-	-	42.0	17.0	-	-	Sulphate of potash	\$1,180.00
<b>Nitrogen Fertilisers</b>							
20.5	-	-	23.0	-	-	Sulphate of Ammonia	\$645.00
17.6	20.0	-	1.0	-	-	DAP Di Ammonium Phosphate	\$1,082.00
10.8	14.9	-	12.4	-	7	DAP sulphur super	\$819.00
8.6	11.9	10.0	9.9	-	6	20% Potash DAP sulphur super	\$830.00
<b>Magnesium Fertilisers</b>							
-	6.8	-	8.4	5.0	17	Serpentine super	\$305.00
-	6.1	5.0	7.5	4.5	15	Serpentine super 5K	\$365.00
-	5.7	7.5	7.1	4.2	14	Serpentine super 7K	\$392.00
-	5.4	10.0	6.7	4.0	13	Serpentine super 10K	\$419.00
-	4.7	15.0	5.8	3.5	12	Serpentine super 15K	\$473.00
-	3.4	25.0	4.2	2.5	8	Serpentine super 25K	\$581.00
-	-	-	-	50.0	2	Granulated Calmag	\$680.00
-	7.0	-	19.1	2.5	17	Serpentine gold	\$366.00*
-	8.1	-	9.4	4.2	20	Magphos	\$385.00**

*NFT Group Ltd:*

Liquid Cut Flower Food:

Chrysal:	Clear Professional 2	10 litres	\$241.80
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*Omnia Primaxa Ltd:*

Pastoral and Arable: Fertilisers, Trace Element Concentrates and Soil Conditioners

N	P	K	S	Type	5 litre	10 litre	20 litre	200 litre
11	6	7	0	Reaction Classic			\$106	\$866
6	5	13	0	Reaction Hiyield			\$161	\$1,090
17	5	5	0	Reaction Vigour			\$125	\$1,001
7	11	6	0	Reaction Premium			\$144	\$1078
32				Reaction High N			\$132	\$835

		32		Reaction High K			\$94	\$694
15			34	Reaction High S			\$120	\$965
32				Reaction Rapid N				\$876
				Boron 150g/l	\$65	-	\$216	-
N	P	K	S	Type	5 litre	10 litre	20 litre	200 litre
				Cobalt Chelate	\$175	-	-	-
				Copper Chelate	\$48 (2L)	\$96 (5L)		
				Manganese Chelate	\$38	-	-	-
				Zinc Chelate	\$77	\$120	-	-
				Terraboost			\$132	\$934
14			19	Super Sulphur			\$113	\$780
				Qualigrass				\$869
				Super Seaweed			\$134	\$1,232
				Millennium 3			\$71	\$1,018
Horticultural Range:					20 litre			200 litre
Amino-N					\$365			\$3,160
Bactalife					\$435			\$4,145
Boronplus					\$90			
Calciphos								\$970
Calcium					\$50			\$310
Calcium N					\$80			\$605
Calflow					\$46 (10 litre)			
Crop-Xcel					\$365			\$3,160
Foliar N					\$64			
Foliar K					\$129			\$1,183
Fosfonate					\$170			\$1,325
Magplus					\$72			
Folex Hiyield					\$150			\$1,300

*Hatuma Lime Co:*

Phosphate:

N	P	K	S		per tonne
0	4	0	5.5	No 1 Dicalcic	\$246.00
0	3.6	0	4.4	No 8 80% Dicalcic Phosphate 20%Generate	\$208.00
0	2.7	0	3.3	No 9 60% Dicalcic Phosphate 40%Generate	\$165.00
0	1.8	0	2.2	No 14 40% Dicalcic Phosphate 60% Generate	\$121.00
0	1.8	0	4	No 14s 40% Dicalcic P(inc 10% Sulphur) 60% Generate	\$127.00

Sulphur:

				GenerateS	\$79.70
0	4	0	10	Dicalcic Phosphate 10% Sulphur	\$260.00

Potash:

0	4	7	5	15% Potassic Dicalcic Phosphate	\$344.00
0	3	15	4	30% Potassic Dicalcic Phosphate	\$436.00
0	2.2	12.5	2.7	Dairy Blend + 1.6% mag./8% salt	\$421.00

Beef/Dairy and Sheep:

0	2.7	0	3.3	No 4 10% Salt	\$272.00
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*Egmont Commercial Ltd:*

Fertiliser Sulphate Iron					25 kg	\$29.50
Controlled release fertilisers:						
N	P	K				
14	3.5	12.5	Plantacote - plus trace elements	8 month release	25kg	\$159.00
24	2.2	8	PlantoDur - plus trace elements	1-2 years	10kg	\$90.00

*Livestock Supplies (N.Z.) Ltd:***Fertilisers:**

Fertiliser (/kg)	Price
Calcium nitrate	\$1.25
Diammonium phosphate	\$1.40
Gypsum	\$0.60
Melspray 16.14.13 and trace elements	\$4.20
Melspray 20.9.17.3 and trace elements	\$4.00
Mono potassium phosphate	\$4.05
Muriate potash	\$1.10
Potassium nitrate	\$3.60
Sulphate potash soluble / granular	\$1.50 / \$1.25
Sulphate of Ammonia (Tek)	\$0.80 (\$1.45)
Sulphur – Prills/Fine Granular	\$0.80 / \$0.89
Superphosphate	\$0.47
Urea	\$1.00

**Trace Elements (/kg)**

Boron 48	\$1.35
Boronat	\$1.25
Cobalt Sulphate	\$18.00
Copper Chelate	\$16.35
Copper Sulphate Fine / Granular	\$4.95 / \$4.95
EMag Fertiliser	\$0.70
Flours of Lime	\$0.19
Iron Mono / Sulphate	\$1.20 / \$1.00
Livestock Supplies 1-year Selenium Chip - ORGANIC	\$3.90/ \$5.00
Magnesium Chloride Flake/Natural	\$0.50/\$0.48
Magnesium Phosphate	\$1.00
Magnesium Sulphate	\$0.50
Manganese Sulphate, fert grade	\$1.85
Potassium Carbonate	\$4.75
Potassium Iodate	\$125.00
Selcote Ultra Selenium	\$7.10
Sodium Molybdate	\$44.00
Sodium Sulphate	\$2.50
Ultra Selenium and 210g / 350g cobalt	per hectare \$6.70 to \$10.00
Zinc Chelate Powder	\$19.05
Zinc Hepto/Mono Granular	\$1.50 / \$1.75
Zinc Oxide/Powder	\$6.20 / \$1.75

*Ravensdown Fertiliser Co-Operative Ltd*

Prices are direct debit prices, ex port store – Nelson, Hornby, Seadown or Ravensbourne.

N	P	K	S	Mg	Ca		\$ / tonne (bulk)
<b>Pastoral Fertilisers</b>							
0.0	9.0	0.0	11	0.0	20	Superphosphate	\$345.00
18.0	20.0	0.0	1.0	0.0	0	Cropmaster DAP	\$990.00
46.0	0.0	0.0	0	0.0	0	Urea	\$860.00
0.0	20.5	0.0	1.0	0.0	16	Triple Super	\$940.00
0.0	6.7	0.0	8.6	5.5	15	Serpentine Super / Drilling Super	\$305.00
0.0	13.7	0.0	0	0.0	36	Reactive Phosphate Rock Ravensdown	\$433.00
0.0	12.8	0.0	14.6	0.0	17	TSP Sulphur Super	\$615.40
10.8	14.8	0.0	12.6	0.0	6	DAP 13 S	\$764.40
5.1	6.8	0.0	14.3	0.0	15	Super Boost	\$426.41
0.0	10.4	0.0	16.9	0.0	26	RPR 15S	\$427.90
0.0	12.0	0.0	16.0	0.0	28	RPR/Sulphur Super	\$430.20
<b>Sulphur Fortified Fertilisers</b>							
0.0	8.6	0.0	14.8	0.0	19	Sulphur Super 15	\$364.40
0.0	8.0	0.0	20.6	0.0	18	Sulphur Super 20	\$383.90
0.0	7.0	0.0	30.1	0.0	16	Sulphur Super 30	\$410.00
0.0	5.1	0.0	47.0	0.0	11	Maxi Sulphur Super	\$417.00
<b>Superphosphate and Trace Elements</b>							
0.0	9.1	0.0	10.8	0.0	20	Molybdenum Super (500g)	\$381.75
0.0	9.0	0.0	11.0	0.0	20	Cobalt Super 1kg -CO <sub>2</sub> SO <sub>4</sub> =21% Co	\$369.06
0.0	8.8	0.0	11.0	0.0	20	Copper Super 25kg	\$463.81
0.0	9.0	0.0	11.0	0.0	20	Selenium Super (2kg)	\$373.51
0.0	5.5	14.7	13.2	0.0	12	Lucerne Mix + TE	\$575.82
0.0	7.0	0.0	30.1	0.0	16	Moly Sulphur Super 30 (250g)	\$431.56
0.0	7.0	0.0	30.1	0.0	16	Moly Sulphur Super 30 (500g)	\$446.71
<b>Potassium Fertilisers</b>							
0.0	8.1	5.0	9.9	0.0	18	10% Potash Super	\$401.41
0.0	7.7	7.5	9.4	0.0	17	15% Potash Super	\$426.41
0.0	7.2	10.0	8.8	0.0	16	20% Potash Super	\$451.41
0.0	6.3	15.0	7.7	0.0	14	30% Potash Super	\$501.40
0.0	4.5	25.0	5.5	0.0	10	50% Potash Super	\$601.40
0.0	6.8	7.5	17.5	0.0	15	15% Potash Sulphur Super	\$454.03
0.0	6.4	10.0	16.4	0.0	14	20% Potash Sulphur Super	\$477.40
0.0	5.6	15.0	14.4	0.0	13	30% Potash Sulphur Super	\$524.11
0.0	0.0	50.0	0.0	0.0	0	Potassium Chloride	\$845.00
0.0	0.0	42.0	18.0	0.0	0	Potassium Sulphate Granular	\$1,180.00
<b>Other General Fertilisers</b>							
4.1	6.5	4.0	12.7	0.0	14	Dairy Pasture Boost 4	\$451.41
4.1	6.1	6.0	12.3	0.0	14	Dairy Pasture Boost 6	\$471.40
4.1	5.8	8.0	11.8	0.0	13	Dairy Pasture Boost 8	\$491.41
4.1	5.4	10.0	11.4	0.0	12	Dairy Pasture Boost 10	\$511.40
4.1	5.0	12.0	11.0	0.0	11	Dairy Pasture Boost 12	\$531.40
4.7	5.6	7.5	12.3	0.0	12	15% Potash Super Nitro	\$495.41
4.4	5.3	10.0	11.6	0.0	12	20% Potash Super Nitro	\$516.20
4.8	4.7	12.0	11.4	0.0	11	Ravensdown Pasture 4	\$542.20
5.6	5.5	6.0	13.2	0.0	12	Ravensdown Pasture 6	\$493.30



<b>Cropmaster DAP based</b>							\$/tonne (bulk)
10.8	12.0	20.0	0.6	0.0	0	Cropmaster 11	\$938.40
12.6	14.0	15.0	0.7	0.0	0	Cropmaster 13	\$952.90
15.2	10.0	10.0	7.7	0.0	0	Cropmaster 15	\$863.90
15.5	7.0	22.5	0.4	0.0	0	Cropmaster 16, High K Bulk	\$905.16
19.3	10.0	0.0	12.5	0.0	0	Cropmaster 20	\$823.90
14.4	16.0	10.0	0.8	0.0	0	Cropmaster Brassica Mix	\$967.40
13.9	15.4	9.5	0.8	0.0	0	Cropmaster Brassica + Boron	\$987.57
<b>Nitrogen Fertilisers</b>							
46	0.0	0.0	0.0	0.0	0	Urea	\$860.00
20.5	0.0	0.0	24.0	0.0	0	Ammonium Sulphate (Granular)	\$645.00
6.2	6.3	0.0	14.9	0.0	14	Nitrogen Super	\$441.40
27.0	0.0	0.0	0.0	0.0	8	Calcium Ammonium Nitrate (CAN)	\$742.00
30.7	0.0	0.0	14.4	0.0	0	Ammo 31	\$737.40
35.8	0.0	0.0	9.6	0.0	0	Ammo 36	\$780.41
43.2	0.0	0.0	0.0	2.6	0	Flexi-N G2	\$925.00
<b>Ammo-Phos MAP based</b>							
11.0	22.0	0.0	1.0	0.0	0	Ammo-Phos MAP	\$1,099.00
7.7	15.4	15.0	0.7	0.0	0	Ammo-Phos/Hycrop 8-15-15	\$1,029.21
9.4	18.7	7.5	0.9	0.0	0	Ammo-Phos/Hycrop 9-19-7	\$1,067.31
<b>High Analysis Compounds (Nitrophoska)</b>							
12.0	10	10	0.4	1.2	5	Ravensdown 12-10-10 Bulk	\$884.00
12.0	5.2	14.1	6.0	1.2	5	Nitrophoska TE	\$922.00
12.0	5.2	14.0	6.0	1.2	5	Nitrophoska Extra	\$962.00
Nitrophoska Custom							
10.5	4.6	12.3	7.3	2.6	4	Nitrophoska TE +Boron +Mag	\$905.30
9.2	4.0	10.9	9.2	4.4	4	Nitrophoska TE + Kieserite	\$844.45
14.6	6.5	6.5	2.3	2.3	5	NitroYellow	\$822.20
9.7	3.6	13.6	7.8	3.5	4	Cutting's Avocado Regular Mix + Te	\$1,065.86*
14.0	3.7	11.9	3.8	1.6	5	Cutting's Avocado Young Mix + Te	\$1,113.86*
10.0	4.3	14.2	8.8	2.3	3	Olive Tree Mix	\$1,487.67*
* bagged price							
<b>Horticultural Fertilisers: (bulk)</b>							
N	P	K	S	Mg	Ca		
11.5	7.9	6.7	10.8	1.2	4	Early Potato Base	\$723.82
0.0	0.0	0.0	20.0	15.0	0	Esta Kieserite (Granular)	\$557.00
10.8	5.9	7.6	13.7	0.9	4	Brassica Base ½ SOP	\$750.42
12.2	4.5	4.5	6.2	5.0	4	Citrus 12-5-5	\$758.92
17.0	2.1	5.6	5.4	2.7	6	Citrus 17-2-6	\$794.77
Water Soluble							
NB Some products need Approved Handlers' Certificate							
N	P	K	S	Mg	Ca		
15.5	0.0	0.0	0.0	0.	19	Calcium Nitrate	\$875
0.0	0.0	0.0	13.0	9.9	0	Magnesium Sulphate Technical (25 kg)	\$580
46.0	0.0	0.0	0.0	0.0	0	Low Biuret Urea	\$1,460

N	P	K	S	Mg	Ca		\$/tonne
10.5	0.0	0.0	0.0	9.4	0	Magnesium Nitrate	\$790
13.0	26.0	0.0	0.0	0.0	0	Mono Ammonium Phosphate	\$3,900
13.0	0.0	38.0	0.0	0.0	0	Potassium Nitrate (crystalline) 13-0-38 (25 kg)	\$1,800.00
13.0	0.0	38.0	0.0	0.0	0	Potassium Nitrate (prilled) 13-0-38 AH	\$1,823.00
0.0	0.0	42.0	18.0	0.0	0	Solupotasse (Potassium Sulphate Soluble) (25kg)	\$1,200.00

*Rural Research Limited:*

Liquid Fertilisers – Nitrosol Liquid Suspension Biological Fertiliser.

N	P	K	S	Name	Quantity	Price
8	3	6	2	Nitrosol Original for horticulture	5 litre	\$64.00
8	3	6	2	Nitrosol Original for horticulture	20 litre	\$180.00
8	3	6	2	Nitrosol Original for horticulture	100 litre	\$690.00
8	3	6	2	Nitrosol Original for horticulture	200 litre	\$1,058.00
8	3	6	2	Nitrosol Original for horticulture	1000 litre	\$5,060.00
8	3	6	2	Nitrosol Oceanic for pasture	5 litre	\$68.00
8	3	6	2	Nitrosol Oceanic for pasture	20 litre	\$187.00
8	3	6	2	Nitrosol Oceanic for pasture	100 litre	\$699.00
8	3	6	2	Nitrosol Oceanic for pasture	200 litre	\$1,081.00
8	3	6	2	Nitrosol Oceanic for pasture	1000 litre	\$5,175.00
3	3	6	2	Nitrosol Organic (AsureQuality)	5 litre	\$69.00
3	3	6	2	Nitrosol Organic (AsureQuality)	20 litre	\$193.00
3	3	6	2	Nitrosol Organic (AsureQuality)	100 litre	\$715.00
3	3	6	2	Nitrosol Organic (AsureQuality)	200 litre	\$1,093.00
3	3	6	2	Nitrosol Organic (AsureQuality)	1000 litre	\$5,233.00
13	0	0	0	Nitrosol Peptone Amino (100% soluble, (AsureQuality))	10 kg carton	\$293.00
				Refractometer		\$150.00
				Ugly Pump		\$238.00
				X-Gibb (per 200lit Nitrosol drum)		\$205.00
				Stainless Steel broadcast nozzle 4mm		\$106.00
				Broadcast Nozzle 2mm / 4mm		\$63.00 / \$56.00

NB: All prices are plus freight at cost and GST.

*Bell-Booth Ltd:* Liquid fertilisers and pasture trace elements

Supacrop Soluble Foliar Fertiliser:	Pack size	Retail price
N-telligent (27-7-10)	20 kg	\$158.00
Soluble Phosphate (9-20-10)	10 kg	\$79.00
Soluble Potassium (6-6-30)	10 kg	\$79.00
Supacrop foliar sprays for pasture and crops:		
Fodder Blend	20 / 200 / 1000 l	\$138 / \$1,100 / \$4,780
Cereal Blend	20 / 200 / 1000 l	\$131 / \$1,223 / \$4,882
Stabilised N (liquid nitrogen)	20 / 200 / 1000 l	\$137 / \$1,050 / \$4,620

Pasture Spraying Trace Elements:		
AHX Boron	20 l	\$155.00
AHX Cobalt Supreme	5 l / 20 l	\$172.50 / \$632.50

*Bell-Booth Ltd:* Bio-stimulants for pasture

Product	Pack size	Retail Price
Maxicrop Triple- Farm Concentrate	5 l / 20 l	\$65.00 / \$218.00
	200 l / 1000 l	\$1,727.00 / \$8,100.00
Combo	200 l / 1000 l	\$1,391.00 / \$5,796.00
N-telligent	200 l	\$1,391.00
Humusol Soil Conditioner	20 l / 200 l	\$130.00 / \$880.00

**Phosphorus Availability:**

To give an indication of the quickly available (to plants) phosphorus content of fertilisers, a citric solubility test is required for all phosphate fertilisers in New Zealand. With some fertilisers, particularly those containing reactive phosphate rock (RPR), the amount of plant available phosphorus is greater than indicated by the citric acid test. For such fertilisers *Ravensdown Fertiliser Co-op Ltd* has provided an estimate of the potentially available phosphorus (PAP). They state that the PAP estimates take into account slowly available phosphorus, which is a better guide to the value of the fertiliser for use on pasture.

Product:	Total P	Cit.sol.P	PAP
Superphosphate 0-9-0	9	8.5	8.8
15% Potash Super 0-8-8	8	7.2	7.6
Cropmaster DAP 18-20-0	20	20	20
Longlife Super 0-10-0	10	6.8	10
North Carolina RPR 0-13-0	13	4	13

**Sulphur Availability:**

The sulphur contained in fertilisers may be either quickly or slowly available (or intermediate) depending on the blend of sulphate sulphur (quick) and elemental sulphur (slow).

Fertilisers with only quickly available (sulphate) sulphur include: super phosphate, long-life super, potash super mixes and 'crop' or 'nitrogen' type fertilisers based on ammonium sulphate or potassium sulphate.

Fertilisers with mainly slowly available sulphur are those containing elemental sulphur such as RPR plus sulphur mixes, PAPR plus sulphur mixes and sulphur bentonite prills.

Fertilisers which have a mix of both quickly available and slowly available sulphur include sulphur supers and longlife sulphur supers.

### Trace Elements:

As a guide the table below indicates the amount of additive (containing the trace element) which would normally be added to one tonne of fertiliser mixture, and the amount of the element which would be supplied (to one hectare) if the application rate was 250kg per hectare.

Trace Element	Form of additive	Additive / tonne	Element / ha
Boron	Sodium borate	25kg	0.94 kg B / ha
Cobalt	Cobalt sulphate	1.5kg	0.053kg Co / ha
Cop/	Cop/ sulphate	25kg	1.56 kg Cu / ha
Selenium	Sodium selenate prills	4kg	0.01 kg Se / ha
Molybdenum	Sodium molybdate	0.25kg	0.025kg Mo / ha

Other additives available are Ferrous Sulphate, Zinc Sulphate, Manganese Sulphate, Magnesium Oxide, and Sodium Chloride.

### 2.6.2 Lime

#### *Hatuma Lime Co Ltd:*

	\$ / tonne
Hatuma Generate, formerly Cropfine	\$28.00
Agricultural Lime	\$21.00

#### *McDonald's Lime Ltd: (Otorohanga)*

	\$ / tonne
Agricultural Lime	
bulk	\$26.00
1 tonne bulk bag	\$205.50
25kg bags	\$222.00
Calcimate	
25 kg bags	\$280.00
Hydrated Lime	
20 kg bags	\$550.00

#### *Parkside Quarries Ltd: (Oamaru Stone)*

Undried Lime	ex-Quarry	\$19.50 / tonne
Kiln Dried Lime	ex-Quarry	\$24.00 / tonne
Track Lime for cow lanes etc	ex-Quarry	\$10.50 / tonne
Fine Lime	ex-Quarry	\$55.00 / tonne
Bagging fee	Client supplies 1tonne bag	\$5 / bag
Mixing (with lime) fee	Outside products of client's choice	\$5 / tonne

Certified weighbridge available at \$6.50 / weigh for outside products eg logs, barley etc

#### *Ravensdown Ltd:*

Lime	\$ / tonne
South Island	
Ex Balfour, Southland	\$33.50
Ex Dipton, Southland	\$27.50
Ex Geraldine	\$26.50
Ex Ngarua, Takaka	\$27.00
Ex White Rock, Rangiora	\$27.50
Ex Westport Lime	\$40.00

North Island		\$ / tonne
Ex Browns, Dannevirke		\$23.50
Ex East Cape Lime		\$42.00
Ex Greenleaf, Dargaville		\$21.00
Ex Ravensdown Supreme Lime, Te Kuiti		\$25.00
Ex Waikaretu		\$26.50
Ex Websters, Havelock North		\$21.00

*Livestock Supplies:*

Standard Lime / Lime Calcimate	/ kg	\$0.07 / \$0.20
Lime – Burnt	25 kg	\$12.50
Lime – Hydrated	/ bag	\$14.50

*Rural Research Ltd:*

PhloLime – 98% Calcium carbonate sprayable rapid action lime		
PhloLime	20 l	\$110.00
PhloLime	125 l	\$328.00

*Egmont Commercial Ltd:*

Dolomite Lime	25 kg	\$7.95
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**2.6.3 Fine Grind Dolomite**

*Ravensdown Fertiliser Co-op Ltd:*

South Island ex Whiterock		\$258.07 / tonne
North Island ex Te Pahu		\$365.93 / tonne

*Livestock Supplies (N.Z.) Ltd:*

Dolomite		\$0.39 / kg
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**2.6.4 Fertiliser Spreading/Application Costs**

**(i) Ground Spreading**

*N.T. Wealleans Ltd: (Waikato / BOP)*

kg / ha	Price / tonne
50 to 100 kg / ha	\$12.50 per ha
200	\$58.98
250	\$53.64
300	\$45.20
350	\$44.45
400	\$43.67
450 to 500	\$42.91
500	\$42.14
550	\$41.37
600	\$40.62
650	\$40.62
700	\$39.08
750	\$38.31
800 to 850	\$37.55

850 to 900	\$36.79
900	\$36.02
950	\$35.26
1000	\$34.47
1250kg	\$22.92
2500	\$19.46

Note: There is an additional 10% charge (that is, rate + 10%) for fertiliser application on cultivated ground and for precision seed application.

Tracmap GPS guidance and mapping included in advised rates.

Canterbury:

*Boag Contracting* (Rakaia) charges a flat rate of \$12 per hectare for cartage and spreading for rates of up to 500kg per ha. Above that, a flat figure of \$18 per hectare is charged.

Another contractor charges \$7.60 per hectare (flat rate) for spreading, \$26.00 per tonne for cartage ex Christchurch factory, with a minimum spreading charge of \$180 to \$220.

### (ii) Fixed Wing Spreading

The cost of aerial spreading of fertilizer varies greatly and depends very much on the location, condition of the airstrip, the rate of climb required, the weather and the rate of application. Most firms prefer to quote for individual situations rather than publish fixed rates. For the aerial (fixed wing) spreading of superphosphate and lime, the following are approximate costs.

Southland:

Superphosphate	\$75 to \$115 per tonne
Lime	\$55 to \$70 per tonne

The aerial rate for liquid fertiliser spreading is \$20 per ha, for jobs larger than 120 hectares, and \$33 per ha for jobs smaller than 20 hectares.

Canterbury:

Superphosphate	\$65 to \$1,000 per tonne
Lime – rate 1 tonne per ha	\$45 to \$60 per tonne

Waikato:

Superphosphate	from \$82.42 per tonne
Lime	from \$64.76 per tonne
Urea (100kg/ha)	from \$16.75 per ha

Wairarapa: 2010 prices

Superphosphate	\$65 to \$75 per tonne
Lime	\$45 to \$60 per tonne

Palmerston North:

Superphosphate	250 kg per hectare application \$75 to \$110 per tonne
Lime	\$60 to \$90 per tonne

### (iii) Helicopter

Helicopter spreading depends on the application rate, block size and positioning distance.

Auckland	\$200 to \$300 per tonne / \$2,250 per hour for Squirrel
Hawkes Bay	\$1,575 per hour
Marlborough	\$300 - \$350 per tonne
Canterbury	- lime \$120 to \$300 per tonne
	- superphosphate \$180 to \$350 per tonne

### 2.6.5 Testing of Soil, Water, Plant and Feeds

*Livestock Supplies (N.Z.) Ltd:*

AgConsult	
Basic Cobalt soil	\$25
Mo	\$25
Basic	\$125
	Total \$175 per test
Basic, Co, Mo, total P and S	\$205 per test
D.D.T. Indicator	\$130 per test
A.O.B Test	\$75 per test
NZ Labs BASIC Soil Test	\$65 per test
Hill Laboratories Comprehensive Herbage Test	\$114 - \$136 per test

*R.J.Hill Laboratories Ltd.*

#### Recommended Profiles:

Pasture	Basic Soil plus Sulphate-S	\$67.00
Maize	Basic Soil plus Sulphate-S, Available N	\$85.00
Arable crops	Basic Soil plus Sulphate-S, Available N	\$85.00
Avocados	Basic Soil plus Mehlich 3	\$75.00
Vegetables	Basic Soil plus Sulphate-S, Available N	\$85.00
All others	Basic Soil	\$53.00

#### Soil Samples:

Basic soil test	pH, P, K, Ca, Mg, Na, CEC, Base Saturation, Volume Weight	Price \$53
Additional soil tests	Mehlich 3 extended: P, Mn, Zn, Cu, Co, Fe, B, Al, Ca, Mg, Na, K	\$26
	Mehlich 3: P, Mn, Zn, Cu, Co, Fe, B, Al	\$22
	Organic Soil Profile – Total N, Available N, Organic Matter (Total Carbon)	\$39
	Sulphate-S, Soluble Salts, Aluminium	\$14 each
	Reserve Mg	\$25
	P Retention, Resin P	\$18 each
	Total-N, Organic Matter	\$19 each
	Organic-S (Sulphate-S required), plus Anion storage capacity	\$15
	Reserve K	\$25
	Trace elements profile (Mn, Zn, Cu, Co)	\$30
	Total P, Total S [if requested singly]	\$18 each
	Total Mo, Total Se [if requested singly]	\$26 each

	Boron (Hot Water Soluble)	\$23
	Available Nitrogen	\$18
	Chloride	\$30
<b>Leaf tissue/Pasture samples:</b>		
Recommended profiles:		
	Extended pasture feed profile - Mixed Pasture plus Pasture Feed	\$145
Spring pasture profile	Mixed Pasture plus Chloride plus ME plus CP	\$120
Mixed pasture	Basic Plant plus Mo,Co, Se	\$108
Clover only	Basic Plant plus Mo	\$91
Complete pasture Profile	One Mixed Pasture + ME + CP + one clover only	\$148
Basic plant test	N, P, K, S, Ca, Mg, Na, Fe, Mn, Zn, Cu, B	\$75
Pasture feed	Dry Matter, Crude Protein (CP), Acid Detergent Fibre, Neutral Detergent Fibre, Soluble Sugars, Starch, Ash, Metabolisable Energy (ME), Digestibility (DOMD)	\$65
Additional plant tests*	Mo, Co, Se	\$33 or \$16 each
	Cl, Sulphate-S, NO <sub>3</sub> -N	\$17 each
	Iodine	\$28
<b>Other:</b>		
Recommended profiles:		
Kiwifruit	Basic Plant plus Chloride	\$92
Avocado	Basic Plant plus Chloride	\$92
Brassica	Basic Plant plus Molybdenum	\$91
(Petiole samples)		
Recommended profiles:		
Potato	Nitrate-N, Phosphorus, Potassium, Magnesium	\$50
Grape	Basic Plant plus Nitrate-N (petiole only)	\$92
Grape	Combined grape profile (petiole + blade)	\$112
Petiole = NO <sub>3</sub> -N, P, K, Mg. Blade = N, P, K, S, Ca, Na, Fe, Mn, Zn, Cu, B.		
<b>Fruit Samples.</b>		
Recommended Profiles:		
Early season whole fruitlet	N, P, S, Ca, K, Mg, Na, Fe, Mn, Zn, Cu, B, Mean Weight, Dry Matter	\$90
Whole fruit	N, P, S, Ca, K, Mg, Na, Fe, Mn, Zn, Cu, B	\$90
Additional fruit tests*		
Dry Matter		\$23
<b>Nutrient solution samples:</b>		
Basic NFT profile	pH, CF, Nitrate-N, P, K, S, Ca, Mg, Na, Fe, Mn, Zn, Cu, B, Cl	\$55
Additional NFT tests*	Ammonium-N	\$17
	Silicate	\$27
	Molybdenum	\$16



<b>Growing media samples:</b>		
Basic potting media profile	pH, conductivity, Nitrate-N, Ammonium-N, P, K, Ca, Mg, Na	\$55
Trace Elements	Fe, Mn, Zn, Cu, B	\$37
Nitrogen draw-down index		\$115
<b>Feedstuff samples:</b>		
Recommended profiles		
Silage Profile	pH, Dry Matter, Crude Protein, Acid Detergent Fibre, Neutral Detergent Fibre, Ash, Soluble Sugars, Starch, Lactic Acid, Metabolisable Energy, Digestibility, Ammonium-N, Ammonium-N/Total N	\$75
Extended Silage Profile	Silage Profile + Minerals (as for Mixed Pasture)	\$145
	Dry Matter Only	\$26
Additional feedstuff tests*	Ash	\$17
	Starch	\$60
	Crude Fat	\$40

\* For additional tests, the prices quoted only apply when tests are requested in addition to a Basic Profile. If single elements are requested then additional fees will apply



**NZLABS**

## Quality, personalised testing for your farm.

NZLABS provides quality results through our personalised and friendly service, to assist you in making sound nutrient management decisions for your farm. NZLABS Hamilton offer a nationwide testing service specialising in agricultural and horticultural analysis, including:

- Soil fertility
- Plant and crop health
- Organic and inorganic fertilisers
- Feed quality
- Drinking and stock water

Also industrial chemistry, environmental and microbiological testing services.

DIY sampling kits are available from the laboratory. Contact us for more information.



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**www.nzlabs.co.nz**

**RUAKURA RESEARCH CENTRE**  
East Street, PO Box 281, Hamilton.  
Phone: 07 838 5920, hamilton@nzlabs.co.nz

### *New Zealand Laboratory Services (NZLABS):*

#### **Soil laboratory testing:**

Basic soil test: (pH, P, SO <sub>4</sub> , K, Ca, Mg, Na)	\$65
Basic + Organic Sulphur (OS)	\$80
Basic Crop Profile (pH, P SO <sub>4</sub> , K, Ca, Mg, Na, CEC, BS, EB)	\$65
Crop Plus Profile (Basic Crop Profile + Available Nitrogen)	\$83

Brassica Profile (Basic Crop Profile + Available Nitrogen & Boron)	\$105
<b>Plant laboratory testing:</b>	
Super Animal Health (N, P, K, S, Ca, Mg, Na, B, Cu, Co, Fe, Mn, Mo, Se, Zn)	\$107
Animal Health (N, P, K, S, Ca, Mg, Na, Cu, Mn, Mo, Fe, Zn)	\$90
Pasture Combo (Super Animal Health + Clover only)	\$140
Clover or Lucerne (N, P, K, S, Ca, Mg, Na, Cu, Mn, Mo, Fe, B, Zn)	\$90
General Horticultural (N, P, K, S, Ca, Mg, Na, Cu, Mn, Fe, B, Zn)	\$75
Vegetable (N, P, K, S, Ca, Mg, Na, Cu, Mn, Mo, Fe, B, Zn)	\$90
<b>Feed laboratory testing:</b>	
Dry Matter only	\$23
Feed Quality Analysis (FQAN) ( <b>Pasture, Hay, Greenfeed Crops</b> ) DM, crude protein, ADF, NDF ash/organic matter, digestibility, ME, carbohydrate	\$60
Feed Quality Analysis (FQAN) ( <b>Silages</b> ) DM, crude protein, ADF, NDF ash/organic matter, digestibility, ME, carbohydrate, pH, lactate, Ammonium-N/Total N	\$70
<b>Water laboratory testing:</b>	
Domestic Chemical; Mg, Ca, Na, K, Mn, Zn, Cu, Fe, Cl, NO <sub>3</sub> , SO <sub>4</sub> , Hardness, pH, Conductivity, Turbidity	\$100
Horticultural Chemical; Mg, Ca, Na, K, Mn, Cu, Fe, Cl, NO <sub>3</sub> , SO <sub>4</sub> , Hardness, pH, B, Conductivity, Alkalinity, Sodium Absorption Ratio, Turbidity	\$100
Microbiological; E.coli, Coliforms	\$45.80
<b>Fertiliser Testing:</b>	
Chicken Litter Package (includes N, P, K, Ca, Mg, S & Preparation Fee)	\$145.00
Dairy Effluent Package (includes N, P, K, S, Preparation Fee, & Farm Effluent Management Report)	\$95.00

*RavensdownLtd:*

Basic soil test	pH, Olsen P, Ca, K, Mg, Na, bulk density, CEC, and % base saturation	\$55
Standard soil test	Basic soil test plus sulphate sulphur	\$83
Standard soil test + Organic Sulphur	Basic soil test plus sulphate and organic sulphur	\$70
Mineral N (deep nitrogen test)	Nitrate -N, Ammonical N, Moisture	\$50
Basic plant analysis	N, P, K, S, Mg, Ca, Na, Fe, Cu, Zn, Mn, B	\$75
Standard pasture analysis	Basic plant analysis plus Co, Se, Mo	\$107
Clover/brassica/legume analysis	Basic plant analysis plus Mo	\$85
Comprehensive pasture analysis	Standard pasture analysis plus clover analysis	\$145
Plant petiole analysis	Basic Plant Analysis + Nitrate-Nitrogen	\$85
Potato petiole analysis		\$50
Feed quality analysis	Pasture / Silage	\$65 / \$75

Domestic / Drinking Water analysis	pH, conductivity, alkalinity, Fe, Mn, Ca, Mg, K, Na, Cu, Zn, B, Cl, Free Carbon Dioxide, Hardness, Bicarbonate, Nitrate N and Ammoniacal N, Total Dissolved Solids	\$120
Environmental Impact	Nitrite/Nitrate N, Ammoniacal N, Total N, Total Dissolved P, Dissolved Reactive P, Turbidity	\$80
Farm Dairy Effluent analysis	pH, Ca, Mg, K, Sodium Absorption ratio, Total N, Total Dissolved P, Total S	\$105
Irrigation Water analysis	pH, Conductivity, Alkalinity, Total Dissolved Solids, Hardness, Bicarbonate, Free Carbon Dioxide, Ca, Mg, K, Mn, Na, Zn, Fe, Cu, B, Cl	\$100

## 2.7 FREIGHT AND CARTAGE

### 2.7.1 Road Transport Rates

Road Freight rates are normally dependent on the type of goods and distance to be carted. The following figures are estimates for the wider Canterbury area, for other areas the rates may differ slightly. Publication of these is intended as a guide only; each operator determines their own rates on parameters according to their individual costs.

Estimated 2012 rates (\$ / tonne unless otherwise stated):

(km)	10	30	40	50	60	70
General Goods	\$40	\$50	\$65	\$70	\$77	\$85
Bagged lime/fertiliser	\$35	\$45	\$50	\$55	\$60	\$65
Bulk Lime	\$12	\$16	\$20	\$20	\$25	\$25
Bulk Fertiliser	\$12	\$16	\$20	\$20	\$23	\$25
Wool (per bale)		\$6	\$7	\$7.70	\$8.50	\$9.25
Bulk Grain	\$13	\$16	\$18	\$19.60	\$22.00	\$23.60
Bulk Grass Seed					\$35	
Metal	\$50	\$60	\$70	\$75	\$90	\$100

#### Small Goods Rates:

Weight	up to 16 km	17 to 48 km	49 to over 64 km
Up to 32 kg	\$19.00	\$19.00	\$23.00
102 kg	\$37.00	\$37.00	\$40.00
508 kg	\$60.00	\$65.00	\$72.00
965 kg	\$75.00	\$77.00	\$87.00

#### Stock (\$ / head):

(km)	10	30	50	70	100	130	160
Store lambs	-	\$1.10	\$1.30	\$1.40	\$1.50	\$1.60	\$1.70
Prime lambs	\$0.71	\$1.05	\$1.45	\$1.70	\$2.07	\$2.37	\$2.68
Hoggets	\$0.80	\$1.00	\$1.37	\$1.60	\$2.00	\$2.03	\$2.27
Store sheep	-	\$1.50	\$1.75	\$1.95	\$2.00	\$2.20	\$2.00
Fat sheep	\$1.00	\$2.02	\$1.92	\$2.30	\$2.90	\$3.30	\$3.75
Weaner cattle	-	-	\$5-\$6	-	-	-	\$10-\$12
Yearlings	-	-	\$6-\$7	-	-	-	\$12-\$14
18 mth cattle	\$6.00	\$6.18	\$8.08	\$9.98	\$11.88	\$13.78	\$15.68
2 Year cattle	\$6.00	\$8.55	\$10.45	\$12.35	\$14.25	\$16.15	\$18.05
Prime cattle	\$16.00	\$22.00	\$26.00	\$31.00	\$36.00	\$40.00	\$38.00
Deer	-	-	\$7.22	\$8.48	\$10.36	\$12.00	\$13.88

A limited discount on the above prices could be expected for large lines.

#### Apples:

##### Nelson Region

	Moutere to Motueka	Moutere to Nayland	Moutere to Port Nelson
Pellet, high cube	\$10.35	\$16.10	\$20.13
Pellet, standard	\$9.89	\$14.38	\$18.40
CA bin / Juice bin	-	\$6.90 / \$8.62	-
Empty CA bin to grower	-	\$3.45	-
Empty juice bin to grower	-	\$1.72	-

**Timber:**

See *Section 2.22.3* for costs of transportation of timber.

**Express Freight:**

See also *Section 2.15.3* for Postage and *Section 2.15.4* for Courier Charges.

**2.7.2 Railway Transport Rates***KiwiRail:*

Rail freight rates vary according to departure and destination point, there is no specific per tonne or per km rate. Please contact local agent for an individual quote.

**2.7.3 Inter-Island Ferry Freight Rates**

Rates are around \$1,200 plus GST for truck and trailer one way. Price is possibly cheaper for stock as they don't compete with rail. Usual truck and trailer unit is 20 metres.

**2.7.4 Air Freight Rates**

*Pace: (Urgent Courier Service)* All prices exclude variable fuel- refer Pace updates.

Must Fly

Next Flight Metro (NFM) (Auckland, Wellington and Christchurch)

\$124.05 for the first 2kg, \$11.28 per additional kg.

Next Flight Provincial (NFP) / Next Flight Provincial Airport to Door (PAD)

\$157.87 for the first 2kg, \$13.53 per additional kg.

Next Flight Metro Airport to Door (MAD)

\$124.05 for the first 2kg, \$11.28 per additional kg.

Next Flight Metro Airport to Airport (MAA)

\$94.37 for the first 2kg, \$10.05 per additional kg.

Next Flight Provincial Airport to Airport (PAA)

\$119.52 for the first 2kg, \$11.32 per additional kg.

Additional Air Service Charges for Auckland / Wellington / Christchurch

NFD / ID	Next Flight Double Collection / Delivery	\$18.87
NFB / IB	Next Flight Bullet Collection / Delivery	\$37.75
HG/HGA	Hazardous Goods Delivery / Airport to Airport	\$80.76

*Air New Zealand:* International Rates quoted ex Christchurch<sup>1</sup> and Auckland<sup>2</sup>

These rates are guidelines only and may be subject to additional taxes and surcharges.

Please seek pricing directly from Freight Forwarders or the airline.

Destination	Foodstuffs (per kg)					Flowers/Bulbs/Seeds (per kg)	
	Normal Rate/kg	100kg min	250kg min	500kg min	1000 kg	45kg min	100kg min
Sydney	\$4.75	\$2.60	-	\$1.72	-	Because these products take up more space than weight the rates are individually negotiated.	
Melbourne	\$4.75	\$2.60	-	\$1.72	-		
Brisbane	\$4.75	\$2.60	-	\$1.72	-		
Perth	\$8.38	5.10	-	\$2.64	-		
Singapore	-	-	-	-	-		

	Normal Rate/kg	100kg min	250kg min	500kg min	1000 kg	45kg min	100kg min
Hong Kong	\$17.19	\$4.03	-	-	\$3.60		
London	\$25.02	\$7.17	-	-	-	Because flowers, bulbs, seeds take up more space than weight the rates are individually negotiated.	
Los Angeles <sup>1</sup>	\$24.99	\$6.59	-	-	-		
Los Angeles <sup>2</sup>	\$23.89	\$6.04	-	-	-		
Tokyo	\$15.03	\$6.06	-	-	-		

## 2.8 SEEDS, PLANTS AND PROPAGATION

### 2.8.1 Seeds - Pasture

#### Ryegrass

PGG Wrightson Seeds proprietary		
		\$/kg
<b>Perennial Ryegrasses</b>	<b>Bare</b>	<b>Super Strike</b>
Kamo -AR37	\$10.60	\$13.90
Base -AR37	\$10.50	\$13.85
Base -AR1	\$8.70	\$12.05
Extreme -AR37	\$10.50	\$14.30
Extreme -AR1	\$9.10	\$12.50
Extreme -Lo Endo	\$7.35	\$10.70
Expo -AR1	\$9.40	\$12.75
Grasslands Pacific -Hi Endo	\$5.75	\$8.60
Grasslands Pacific -Lo Endo	\$5.75	\$8.60
Quartet II Tetraploid LE	\$5.60	
<b>Long Rotation Ryegrasses</b>		
Banquet II Tetraploid -Endo5	\$8.70	\$11.50
Banquet II Tetraploid -Lo Endo	\$7.50	\$10.30
<b>Short Rotation Ryegrasses</b>		
Delish Tetraploid - AR1	\$7.98	\$10.80
Delish Tetraploid - Lo Endo	\$6.42	\$9.25
Maverick G II	\$6.24	\$9.05
Winter Star II	\$4.08	\$6.90
<b>Italian Ryegrass</b>		
Cordura	\$4.90	\$7.75
Feast II Tetraploid	\$5.70	\$8.50
Agricom proprietary		
<b>Perennial Ryegrasses</b>	<b>Bare</b>	<b>Super Strike</b>
One50 - AR37	\$11.25	\$14.60
One50 - AR1	\$9.45	\$12.80
One50 - Lo Endo	\$7.80	\$11.20
Prospect AR37	\$10.75	\$14.10
Commando - AR37	\$10.65	\$14.00
Commando - AR1	\$8.90	\$12.20
Commando - Lo Endo	\$7.20	\$10.60
Halo Tetraploid - AR37	\$10.60	\$13.95
Hillary - AR1	\$7.80	\$11.20
Kingston - Hi Endo	\$6.20	
Kingston - Lo Endo	\$6.20	
Samson - AR37	\$10.20	\$13.50
Samson - AR1	\$8.40	\$11.75
Samson - Hi Endo	\$7.00	
Samson - Lo Endo	\$6.75	

Source: New Zealand Grain and Seed Trade Association.

		\$/kg	
<b>Long Rotation Ryegrasses</b>	Bare		Super Strike
Sterling - Lo Endo	\$6.40		
Supreme Plus - AR1	\$7.90		
Supreme Plus - Lo Endo	\$6.60		
Ohau Tetraploid - AR37	\$9.70		\$13.05
Ohau Tetraploid - AR1	\$7.95		\$11.30
Ohau Tetraploid - Lo Endo	\$6.29		
<b>Short Rotation</b>			
Progrow Annual	\$4.00		
<b>Italian</b>			
Crusader	\$5.65		\$9.00
Warrior	\$5.65		\$9.00
Agriseeds proprietary			
<b>Perennial Ryegrass</b>			
Alto AR37	\$11.70		\$14.90
Alto AR1	\$9.10		\$12.30
Alto LE	\$7.60		
Arrow AR1	\$9.10		\$12.30
Arrow LE	\$7.60		
Bealey NEA2	\$10.35		\$13.50
<b>Long Rotation ryegrass</b>			
Harper AR1	\$7.40		\$10.60
Harper LE	\$6.25		
<b>Short Rotation ryegrass</b>			
Archie	\$3.60		\$6.75
Tabu	\$5.60		\$8.75
Cropmark proprietary			
<b>Perennial ryegrass</b>			
Matrix - Hi Endo	\$7.40		
Matrix - Lo Endo	\$7.35		
Revolution - AR1	\$8.65		
Ultra - AR1	\$8.75		
Other varieties			
<b>Perennial Ryegrasses</b>	Bare		Super Strike
Nui - 1 Gen	\$3.15		\$6.50
Nui - 1 Gen - Lo Endo	\$3.75		
Ruanui	\$3.15		
Uncertified	\$2.90		
<b>Short Term</b>			
Manawa - 1 Gen	\$3.20		
Moata - Certified	\$2.90		
- Uncertified	\$3.05		
Tama - 1 Gen	\$2.95		
<b>Italian</b>			
Uncertified	\$3.05		
Cropmark Sonik	\$5.35		\$8.65

Source: New Zealand Grain and Seed Trade Association.



*Agriseeds:*

Bag Size - 25kg	Perennial & Long Rotation Endophyte	Price / kg Bare	Price / kg Agricote
Alto	WE	\$7.68	\$12.46
	AR1	\$9.24	\$14.33
	AR37	\$11.88	\$17.50
Trojan	NEA2	\$10.50	\$15.84
Arrow	WE	\$7.68	\$12.46
	AR1	\$9.24	\$14.33
Bealey	WE	\$7.92	\$12.74
	NEA2	\$9.18	\$14.26
Bag Size - 25kg	Annual, Italian & Hybrid	Price / kg Bare	Price / kg Agricote
Archie	Tetraploid Annual	\$3.60	\$7.56
Tabu	Italian	\$5.64	\$10.01
Shogun	Short Term -NEA	\$7.80	\$12.60

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

**White Clover**

	Price per kg	
PGG Wrightson Seeds proprietary	Bare	Super Strike
Bounty	\$15.00	\$12.95
Kopu II	\$18.10	\$14.60
Tahora II	\$10.60	\$10.40
Agricom proprietary		
Grasslands Emerald	\$15.70	\$13.35
Grasslands Nomad	\$11.10	\$11.00
Prestige	\$12.60	\$11.60
Grasslands Tribute	\$15.00	\$12.95
Agriseeds proprietary		
Apex	\$12.30	\$11.40
Kotare	\$15.80	\$16.80
Weka	\$14.35	\$12.60
Other varieties		
Huia - Basic	POA	
Huia - 1 Gen	\$6.50	\$8.05
Uncertified	\$5.60	
Cropmark proprietary		
Demand	\$13.10	\$11.80

*Source: New Zealand Grain and Seed Trade Association*

*Agriseeds*

Bag Size - 25kg	Bare \$/kg	Agricote \$/kg
Apex Small leaved	\$12.48	\$15.12
Weka Med - Lge leaved	\$14.58	\$16.68
Kotare Large leaved	\$16.08	\$17.76

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

**Red Clover**

Agricom proprietary

	Bare	Super Strike
Colenso	\$14.50	\$12.65
Sensation	\$14.45	\$12.65

Agriseeds proprietary

Tuscan	\$13.65	\$12.15
Other varieties		
Pawera - 1 Gen	\$11.20	\$10.70
Mont - uncertified	\$10.20	
Uncertified	\$8.20	

Source: New Zealand Grain and Seed Trade Association.

*Agriseeds:*

Bag Size - 25kg	Bare \$/kg	Agricote \$/kg
Tuscan Large leaved	\$13.86	\$16.20

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

**Subterranean Clover**

PGG Wrightson Seeds proprietary prices

	Bare	Super Strike
Leura		\$10.00

Agricom proprietary

	Bare	Super Strike
Denmark	\$9.35	
Goulburn	\$8.90	
Other varieties		
Wooenellup	\$8.20	\$9.05
Dalkeith	\$8.20	\$9.05

Source: New Zealand Grain and Seed Trade Association.

**Annual Clover**

Agricom Bolta Balansa	\$9.95	\$10.20	-
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Source: New Zealand Grain and Seed Trade Association.

## Cocksfoot

PGG Wrightson Seeds proprietary

	Bare	Prillcote	Superstrike
Tekapo		\$6.45	
Agricom proprietary			
Kara		\$5.80	
Cropmark proprietary			
Vision	\$8.20	\$6.05	\$11.00
Wana	\$7.80		
Agriseeds proprietary			
Ella	\$8.00		\$11.20

*Source: New Zealand Grain and Seed Trade Association.*

*Agriseeds:*

Bag Size - 25kg	Bare \$/kg	Agricote \$/kg
Ella	\$8.10	\$12.96
Safin	\$8.10	\$12.96

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

## Tall Fescue

PGG Wrightson Seeds proprietary prices

Quantum II Max P		-	\$16.80
Agricom varieties			
Advance - Max P	\$13.40	-	\$16.75

*Source: New Zealand Grain and Seed Trade Association.*

## Bromes

Agriseeds proprietary

Bareno pasture brome 5.15

PGG Wrightson Seeds proprietary

Atom prairie grass 5.45

Agricom proprietary

Gala grazing brome 5.50

*Source: New Zealand Grain and Seed Trade Association.*

## Herbs

PGG Wrightson Seeds proprietary prices

Puna II Chicory	\$18.60	\$21.40
Cropmark proprietary prices		
Chico chicory	\$16.75	
Agricom proprietary prices		
Choice chicory	\$18.90	\$21.70
Grouse Chicory	\$17.40	\$20.30
Tonic Plantain	\$12.80	\$15.70

Other varieties		\$/kg
Timothy uncertified	\$7.30	
Dogtail uncertified	\$7.05	
Matua Prairie Grass - easydrill	\$6.00	

*Source: New Zealand Grain and Seed Trade Association.*

*Agriseeds:*

Pasture Brome Bareno – 25kg Bag	\$5.16
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NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

### **Lucerne**

PGG Wrightson Seeds proprietary prices

Kaituna	\$19.20	\$19.40
Stamina 5	\$19.20	\$19.40
WL325 HQ	\$19.20	\$19.40

Other varieties

Agricom Torlesse	\$19.05	\$19.35
Wairau - uncertified	\$14.10	\$14.50

*Source: New Zealand Grain and Seed Trade Association.*

## **2.8.2 Seeds – Forage Cultivars**

### **Cereals**

Agricom Hokonui Oats incl freight	\$1.61
Agricom Milton Oats incl freight	\$1.63

*Source: New Zealand Grain and Seed Trade Association.*

*Agriseeds:*

Hattrick Greenfeed Oats – 50kg bags	\$1.20
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NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

### **Rape**

PGG Wrightson Seeds proprietary prices

	Bare	Prillcote	Super Strike	Gaucho	Ultra Strike
Bonar per kg, (10kg packs)		-	\$16.46		
Goliath per kg, (10kg packs)			\$17.70		
Maxima Plus per kg, (10kg packs)			\$16.88		
Titan per kg, (10kg packs)			\$17.88		
<b>Agricom</b>					
Winfrid per kg, (10kg pks)	\$8.47		\$17.11		

*Source: New Zealand Grain and Seed Trade Association.*

*Agriseeds:*

Interval	Agricote Brassica 5kg/10kg/25kg (\$/kg)	\$16.26 / \$16.20 / \$17.52
	Bare 5kg/10kg/25kg (\$/kg)	\$8.34 / \$8.28 / \$7.80

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

## Forage Brassica

PGG Wrightson Seeds proprietary prices

	Bare	Super Strike
Pasja per kg (10kg packs)	\$10.11	\$18.70
Wairoa per kg (10kg packs)	\$9.47	\$18.11
Agricom varieties		
Hunter per kg (10kg packs)	\$10.11	\$18.76

Source: New Zealand Grain and Seed Trade Association.

## Swedes

PGG Wrightson Seeds proprietary prices

Highlander per 1 kg pack	\$12.82	\$21.29
Aparima Gold per 1 kg pack		\$28.17
Keystone per 1 kg pack		\$33.05
Major Plus per 1 kg pack	\$13.76	\$22.23
Winton per 1 kg pack		\$27.17
Agricom varieties		
Dominion per 1 kg pack	\$13.35	\$21.81

Source: New Zealand Grain and Seed Trade Association.

## Agriseeds:

Invitation	Agricote Brassica	1 kg / 5 kg / 25 kg	(\$/kg)	\$21.96 / \$21.72 / \$21.12
	Bare	1 kg / 5 kg / 25 kg	(\$/kg)	\$14.04 / \$13.80 / \$13.20

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

## Turnips

PGG Wrightson Seeds proprietary prices

	Bare	Super Strike
Appin per 1 kg pack	\$12.41	\$20.99
Barkant per 1 kg pack		\$25.75
Green Globe per 1 kg pack	\$11.82	\$20.40
Green Resistant per 1 kg pack	\$11.82	\$20.40
Manga per 1 kg pack	\$11.82	\$20.40
York Globe per 1 kg pack	\$11.76	\$20.52
Agricom varieties		
New York per 1 kg pack	\$12.11	\$20.76
Rival per 1 kg pack	\$12.11	\$20.76

Source: New Zealand Grain and Seed Trade Association.

## Agriseeds:

Dynamo	Agricote Brassica	1 kg / 5 kg / 25 kg	(\$/kg)	\$17.64 / \$17.40 / \$16.80
	Bare	1 kg / 5 kg / 25 kg	(\$/kg)	\$9.72 / \$9.48 / \$8.88

NB. Prices are delivered to reseller store in the South Island, please add \$0.13/kg for North Island pricing.

**Kales:**

PGG Wrightson Seeds proprietary prices

	Bare	Super Strike
Regal per kg (10kg packs)		\$23.52
Kestrel per kg (10kg packs)	\$14.35	\$22.70
Gruner per kg (10kg packs)	\$14.35	\$22.70
Agricom varieties		
Sovereign per kg (10kg packs)	\$14.70	\$23.34

*Source: New Zealand Grain and Seed Trade Association.**Agriseeds:*

Caledonian Kale	Agricote Brassica 5kg/10kg/25kg (\$/kg)	\$21.54 / \$21.48 / \$21.00
	Bare 5kg/10kg/25kg (\$/kg)	\$13.62 / \$13.56 / \$13.08

NB. Prices are delivered to reseller store in the South Island; please add \$0.13/kg for North Island pricing.

**2.8.3 Seeds - Arable Crops**

<b>Cereals:</b>	White Oats	- uncertified	\$650 / tonne
	Black Oats	- uncertified	\$700 / tonne
	Sage Wheat (milling)	- certified, Raxil treated	\$1,220 / tonne
	All Feed Wheats (eg. Savannah)	- Raxil treated	\$1,110 / tonne
	Barley – Dash	- Raxil treated	\$1,180 / tonne
	Barley – Taven	- Raxil treated	\$1,180 / tonne
	Ryecorn MD Amilo	- Raxil Galmano	\$1,130 / tonne
	<b>Peas:</b>	Marrowfat	
White			\$950 / tonne
Blue			\$950 / tonne
Prussian			\$950 / tonne
Maple			\$950 / tonne

*Source: New Zealand Grain and Seed Trade Association.***2.8.4 Seeds - Process Crops**

Peas	\$630 / ha
Broad Beans	\$490 / ha
Green Beans	\$715 / ha

Charging rates are now set according to sowing rate, and equate to a set cost / ha.

**2.8.5 Seeds - Turf Grasses**

<b>Ryegrass:</b>		Bare
	Arena	\$5.80
	Tambour	\$5.80
<b>Fescue:</b>	Red	\$19.40
	Chewings	\$7.90
<b>Browntop:</b>	Egmont	\$25.00

*Source: New Zealand Grain and Seed Trade Association.*

## 2.8.6 Coated Seed

See *Section 2.8.1* for coated seed prices

The section on seed coating has been removed as it is covered in the previous sections. Very few farmers ask for seed treatment directly from seed companies for their own seed.

## 2.8.7 Vegetable Seeds

Vegetable seeds vary quite markedly in price depending on cultivar and quantity ordered.

In the majority of cases, the huge range in price for a particular vegetable is due to the high cost of hybrid species. The following are estimates only.

*South Pacific Seeds*  
www.spsnz.com

Basil		\$27 per 100g	
Beans	- Runner	\$407 per 25kg	
Beetroot		\$120 to \$143 per 500g	\$1,216 to \$1,020 per 5kg
Broccoli			\$916 to \$1,418 per 100,000s
Brussels			\$1,563 to \$2,590 per 50 000
Cabbage	- Savoy	\$147 per 50g	\$2,443 per 100,000s
	- Red	\$150 per 50g	\$1,238 per 100,000s
	-Green	\$116 per 50g	\$807 to \$1,569 per 100,000s
Carrot			\$113 to \$150 per million s
Cauliflower	-White	\$132 per 2,500s	\$496 per 10,000s
	-Purple	\$275 per 2,500s	\$1,040 per 10,000s
Celery	- Hybrid	\$156 per 10g/\$722 per 50g	\$1,000 per 100,000s
Chives		\$45 per 100g	\$238 per 1kg
Coriander		\$24 per 100g	\$907 per 5kg
Cucumber	-Field	\$40 to \$60 per 1,000 s	\$359 to \$592 per 10,000s
Cucumber	-Greenhouse	\$25 to \$92 per 100 s	\$225 to \$831 per 1,000s
Egg Plant		\$26 per 1,000s	\$233 per 10,000s
Endive		\$173 per 5000s	\$3,008 per 100,000s
Leek	-Hybrid	\$379 per 10,000s	\$1,753 per 50,000s
Lettuce	-Iceberg	\$295 to \$328 per 10,000s	\$2,670 -\$2,967 per 100,000s
	-Butterhead	\$260 per 5,000s	\$4,523 per 100,000s
	-Cos var	\$182 to \$283 per 5,000s	\$3,166 -\$4,922 per 100,000s
	Frill Gr/Red	\$299 per 5,000s	\$5,200 per 100,000s
	-Gr/Red Oak	\$182 to \$299 per 5,000s	\$3,166 - \$5,200 per 100,000s
Melon	-Honey Dew	\$119 per 1,000s	\$4,681 per 50,000s
	-Rock	\$215 per 1,000s	\$8,455 per 50,000s
	Water Seeded	\$57 to \$136 per 1,000s	\$2,243- \$5,347 per 50,000s
	-Seedless	\$556 per 1,000s	\$22,500 per 50,000s
Onion	Bunching	\$130 per 500g	\$1,105 per 5kg
hybrid	- Brown / Red	\$250 / \$405 per 100,000s	\$2,125 / \$3,698 per 100,000s

Parsley	-Flatleaf	\$17 per 100g	\$145 per 1kg
Parsnip		\$125 per 500g	\$1,085 per 5kg
	-Hybrid	\$327 to \$385 per 100,000s	\$2,950-\$3,455 per million s
Peas	-Green	\$37 per 5kg	\$148 per 25kg
	-Snow Pea	\$70 per 5kg	\$325 per 25kg
Pumpkin	-Butternut	\$62 per 500g	\$2,437 per 25kg
	-Grey	\$102 per 1,000s	\$2,125 per 25,000s
Radish	-varieties	\$30 to \$95 per 100g	\$1,377 to \$3,740 per 5kg
Silver Beet		\$62 to \$68 per 500g	\$555 to \$611 per 5kg
Spinach	-varieties	\$78 per 100 000s	\$361 per 500,000s
Squash	-varieties	\$20 to \$90 per 100g	\$93 to \$416 per 500g
Sweet Corn		\$102 per 1kg	\$2,183 per 25kg
Tomato	-Field	\$88 to \$140 per 1,000s	\$790 to \$1,257 per 10,000s
	-Greenhouse		\$35 to \$199 per 100 s
Turnip		\$20 per 25g	\$320 per 500g
Zucchini	-Scallopini	\$45 to \$85 per 100g	\$1,768 to \$3,341 per 5kg
	-Zucchini Gr yellow	\$73 to \$95 per 1,000s \$85 per 1,000s	\$1,524 to \$1,983 per 25,000s \$1,779 per 25,000s

### *Terranova Seeds*

		Standard	Hybrid
Babyleaf			
-Beetroot	- Red leaf	\$380 per 10kg	
-Chard	- Red stem	\$380 per 10kg	
- Roquet	- Gemini	\$1,760 per 10kg, \$95 per 500g	
Beans	- Dwarf	\$298 to \$375 per 25 kg	
	- Butter	\$230 per 25 kg	
Beetroot		\$46 per 500g, \$46.25 per 25,000s	
Broccoli			\$260 to \$310 per 25,000s
Cabbage	- Green		\$135 to \$182 per 100g \$165 to \$190 per 25,000s
	- Red		\$290 per 100g
	- Pak Choi	\$40 per 500g	\$130 per 25,000s
	- Chinese		\$90 to \$110 per 100g
	- Savoy		\$250 to \$295 per 100g
Capsicum	-Green-Red	\$25 to \$35 per 100g	
Capsicum- Glasshouse	Red pointed		\$298 per 1,000s
Carrot		\$72 per 500g, \$88 per 250,000s	\$839 to \$1,049 per 500,000s
Cauliflower			\$350 to \$395 per 10,000s
Celery		\$220 per 25g	\$172 per 5,000 pellets
Chives		\$98 per 100g	
Coriander		\$16.40 per 100g	



Cucumber	- Slicer	\$14 per 100g	\$28 per 500s, \$125per100g
Cucumber	- Telegraph		\$75 per 100s
Egg Plant		\$22.50 per 100g	
Endive		\$194.80 per 5,000 split pills	
Leek		\$395 per 250,000s	
Lettuce	-Iceberg	\$133 to \$135.90 per 5000 split pill, \$105 to \$132.50 10,000 pellets	
	-Batavia	\$201.60 per 5,000 split pill	
	-Butterhead	\$229.50 per 5,000 split pill	
	-Coral Red / Green	\$259.20 per 5,000 split pill / \$220.50 to \$268.20 per 5,000 split pill	
	-Oakleaf Red &Green	\$259.20 per 5,000 split pill	
	-Salanova	\$288.80 per 5,000 split pill	
Melon	-Honey Dew		\$115 per 1,000s
	-Rock		\$355 per 5,000s
	-Water	\$40 to \$130 per 500g	\$210 to \$540 per 500g
Onion	-Brown	\$83 to \$97.50 per 500g	\$2,499 to \$2,670 per 1 millions
	-Red		\$950 per 250,000s
	-Bunching	\$138 per 500g, \$40 per 500,000s	
	-Japanese		\$398 per 500g
Parsley		\$48 to \$72 per 100g	
Peas		\$135 to \$320 per 25kg	
Pumpkin		\$108 per 500g	\$165 to \$192.50 per 500g, \$871.20 to \$940 per 10,000s
Radish			\$260 to \$450 per 500g \$98 per 50,000s
Silver Beet		\$546 to \$628 per 6kg	
Spinach			\$47.60 to \$62.50 per 100,000s
Squash	-Butternut	\$52 per 500g	
	-Buttercup		\$100 to \$420 per 500g, \$365 per 5,000s
	-Gem		\$68 per 500 s
Swede		\$198 per 250,000s	
Sweet Corn			\$895 per 10kg
Tomato	Outdoor	\$360 to \$405 per 1,000s	
Turnip			\$358 per 500g
Zucchini			\$135 to \$205 per 3000s

## 2.8.8 Flower Seeds/Bulbs/Plants

### Seeds and Plants:

There can be a wide range in cost of flower seeds, depending on the variety of seed. The following are indicative prices only.

#### *Allenton Nurseries Ltd: (orchardists and trade suppliers only)*

Flowering trees/shrubs	Grade	\$/plant
Forsythia	80/100	\$9.90
Lilac (Syringa) varieties	80/100	\$10.00
Viburnum	30/40	\$8.00

#### *Green Harvest Pacific Ltd:*

Aconium napellus		\$15.00 per g
Amaranthus varieties	\$1.95 to \$2 per g, \$3.00 to \$26 per 1000 seeds	
Antirrhinum varieties	\$45 to \$135 per g, \$39.00 to \$53.50 per 1000 seeds	
Asclepias	\$25.00 per 1000s, \$1.95 per g	
Aster (Callistephus)	\$4.25 per g, \$5 to \$55 per 1000 seeds	
Bupleurem	\$7 per 1000s, \$2.50 per gram	
Calendula varieties	\$1.50 per gram, \$25.00 per 1000 seeds	
Campanula varieties	\$3 per g, \$45- \$100 per 1000 seeds	
Carthamus	\$15 to \$20 per 1000 seeds	
Celosia varieties	\$10.00 to \$140 per 1000 seeds	
Centaurea	\$1.50 per g	
Craspedia Globosa	\$95 per 1000 seeds	
Cucurbita	\$0.70 to \$1.80 per g	
Cynara cardunculus	\$1 per g	
Delphinium varieties	\$2.50 to \$7.50 per g	
Delphinium belladona	\$39.95 to \$45 per 1000 seeds	
Delphinium chinensis	\$155.00 per 1000 seeds	
Dianthus varieties	\$1.95 per g, \$29.00 to \$59.00 per 1000 seeds	
Echinacea (White, green cone)	\$7.00 per 1000s, \$3.30 per g	
Echinops	\$1.95 per g	
Eryngium	\$3.55 per g, \$15 to \$30 per 1000 seeds	
Eucalyptus	\$39 per g, \$25 to \$53.25 per 1000 seeds	
Helenium	\$5.95 per g, \$16 per 1000 seeds	
Helianthus (Sunflowers) varieties	\$0.50 to \$1.80 per g, \$55 to \$59 per 1000 seeds	
Hibiscus sabdariffa	\$70 per 1000 seeds	
Kale	\$25 to \$75 per 1000 seeds	
Larkspur	\$27.50 to \$30 per 1000 seeds	
Lisianthus (Eustoma) Doubles	\$55 to \$65 per 1000 seeds	
Papillion series	\$60 to \$65 per 1000 seeds	
Singles	\$30 to \$55 per 1000 seeds	
Lilium x formolongo	\$90 per 1000 seeds	
Marigold	\$90 per 1000 seeds	
Matricaria (Tanacetum)	\$25.00 per 1000 seeds	
Molucella laevis	\$1.00 per g	
Peppers Ornamental	\$55 per packet, approx 750 seeds	

Papaver somniferum	\$1.30 to \$1.95 per g
Papaver nudicaule	\$25 to \$65 per g
Rudbekia	\$45.00 per 1000s, \$1.50 per g
Statice	\$8 per 1000seeds, \$450 (First F1) per 1000seeds
Stock (Matthiola) varieties	\$25.00 to \$75.00 per 1000s
Sweet Pea (Lathyrus)	\$0.30 c -\$1.50 per g
Trachelium	\$30 per 1000 seeds
Zinnia	\$45.00 per 1000s, \$0.50 to \$0.95 per g

### **Bulbs:**

#### *Green Harvest Pacific Ltd:*

Anemone varieties	\$0.40 to \$0.60 each
Ranunculus varieties	\$0.40 each

#### *Fiesta Flower Bulbs: (Wholesale supply only)*

			Bulk
Allium	per 1 – per 5	\$4.25 to \$2.35	
Anemone	per 8 - per 25	\$3.50 to \$2.75	per 1000 \$39 to \$99
Bluebell	per 5	\$3.75	Per 100 \$65
Brodaiea	per 10	\$2.25	
Crocus varieties	per 5 / 10	\$2.00-\$2.50 / \$3.95	
Dutch Iris / Mini varieties	per 7	\$2.40 / \$2.50	
Freesia singles / doubles	per 10	\$2.25 / \$2.85	
Fritillaria	per 3	\$4.95	per 100 \$195 - \$220
Gladioli varieties	per 7	\$2.20 to \$2.75	\$38.21 to \$49.11
Hyacinths	per 3	\$3.85	\$95 to \$105
Ixia	per 10 / 15	\$2.35	
Lachenalia	per 5	\$2.95 - \$3.35	per 100 \$65 to \$195
Ranunculus	Per 20	\$2.85	Per 1000 \$65 to \$95 size dependent
Muscari	per 3 / 5 / 10	\$3.95/ \$3.20/ \$2.95	
Narcissus varieties	per 5	\$2.95 to \$4.95	per 100 \$30 to \$75
	per 10	\$4.25 to \$4.95	
	per 20	\$6.95 to \$9.55	
Narcissus, mini var	per 5 / per 15	\$3.25-\$4.75 / \$7.95	per 100 \$49.50
Nerines	per 1	\$2.95	per 100 \$185-\$195
Sparaxis	per 15	\$2.95	
Tritonia	per 10	\$3.95	
Tulip varieties	per 5	\$2.95 to \$3.85	per 100 \$45 to \$55
	per 10	\$3.75 to \$5.50	

Note: prices are exclusive of freight. Some bulk purchases have minimum quantity.

### **Plants for Cut Flowers:**

#### *Green Harvest Pacific Ltd:*

Gypsophila varieties	\$2.90 to \$3.75
Limonium Hybrids Indent Only	\$3.75
Statice Indent Only	\$2.95

*Green Harvest Pacific Ltd:*

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Contract growers of plug plants	
Gypsophila	\$2.95 to \$3.95 per plug plant
Limonium & Statice	\$2.95 to \$3.95 per plug plant
Gentian (New hybrid colours)	\$1.10 to \$2.75 per plug plant
Woody stemmed perennial plants for cut flower growers	
Hydrangea from Holland	\$4.95 per plant
Hypericum	\$2.20 per plant
Rose hip	\$4.95 per plant
Symphoricarpus	\$5.50 per plant
Ilex Winter Berry	\$4.95 per plant

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### **2.8.9 Fruit Trees and Plants**

(See also *Section 2.22.1* for shelter plants)

#### **Fruit Trees:**

*Allenton Nurseries Ltd:* (orchardists and trade suppliers only)

Discount available on orders over 1,000 trees (10%).

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	Grade	Price
Apples	80/150	\$14
Apricots	80/150	\$14.50
Nectarines	80/150	\$14
Peaches	80/150	\$14.50
Plums	80/150	\$14
Pears	80/150	\$14
Cherries	80/150	\$14
Quinces	80/150	\$14

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#### *Harrisons Trees:*

Prices are wholesale rates if a minimum of 5 of the same variety is purchased.

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	Grade	Price
Apples on MM106	120 to 160 cm	\$12.00
Apricots	90 to 120 cm	\$12.30
Cherries – compact Stella	120 to 160 cm	\$12.30
Figs	90 to 120 cm	\$8.90
Nectarines	120 to 160 cm	\$12.30
Peaches	120 to 160 cm	\$12.30
Pears on Quince rootstock	90 to 120 cm	\$13.30
Plums	120 to 160 cm	\$12.30
Quinces	120 to 160 cm	\$13.30

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#### *Waimea Nurseries:* (Nelson)

All prices based on commercial orders and may be dependent on grade and numbers.

Prices may not include all royalties.

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Feijoa varieties	\$8.50 to \$11.50 each
Fig varieties	\$8.90 each

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Apricots, Cherries, Nectarines, Peaches, Plums, Plumcots	\$12.50
Apples, Nashi, Quinces, Pears	\$12.50
Persimmon	\$22.90 each

*Tharfield Nursery Ltd (Katikati):*

Banana Mons Mari 4.7l	\$10.45
Casana 1.9l	\$5.50
Casimiroa varieties PB5S	\$16.25
Feijoa 3l	\$9.10
Fig varieties 3l	\$7.30
Guava varieties 3ls	\$6.50 to \$7.30
Loquat PB5S	\$14.25
Mountain Pawpaw 3l	\$8.95
Pepino 1.9l	\$6.25

**Citrus:**

*Waimea Nurseries: (Nelson)*

All prices based on commercial orders and may be dependent on grade and numbers.

Prices may not include all royalties.

Limes, Lemons, Mandarins, Oranges	Grafted	\$12.90 each
Grapefruit	Grafted	\$12.90 each
Kumquats, Limequats	Grafted	\$12.90 each

**Nut Trees:**

*Allenton Nurseries Ltd: (orchardists and trade suppliers only)*

	Grade	
Almonds – Burbank/Monovale/Fabrin	80/150	\$14.00
Sweet Chestnut (Castanea)	80/150	\$14.00
Hazelnut (Corylus)	80/150	\$14.00
Walnut (Juglans regia)	80/150	\$14.00
Pine Nuts	80/150	\$6.90

*Harrisons Trees:*

Prices are wholesale rates if a minimum of 5 of a variety is purchased.

	Grade	Prices
Almonds	120 to 160 cm	\$12.30
Chestnuts (grafted)	160 to 200 cm	\$15.50
Hazelnuts (from layers)	60 to 90 cm	\$7.70
Walnuts from seed	120 to 160 cm	\$12.90
Walnuts grafted	40 to 60 cm	\$32.50

*Waimea Nurseries: (Nelson)*

All prices based on commercial orders and may be dependent on grade and numbers.

Prices may not include all royalties.

Almond varieties	\$12.50
Chestnut varieties (grafted)	\$29.90
Hazelnut varieties	\$10.90

Macadamia varieties (grafted)	\$29.90
Pecan varieties (grafted)	\$29.90
Pine Nut	\$8.90
Walnut varieties (grafted)	\$29.90

*Tharfield Nursery Ltd: (Katikati)*

Pine Nut 3l	\$8.50
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**Olives:**

*Allenton Nurseries Ltd: (orchardists and trade suppliers only)*

Olive Allenton	Grade 60/70	\$5.95
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*Elliotts Wholesale Nursery:*

Frantoio / Verdale / Koroneiki / Leccino / Pandalino	\$8.50 each
10% discount applies to over 1000 mixed plants.	

*Tharfield Nursery Ltd: (Katikati)*

Frantoio, J2, J5, Koroneiki, Manzanillo, Picual varieties	1.9l	\$6.25
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*Waimea Nurseries: (Nelson)*

All prices based on commercial orders and may be dependent on grade and numbers.

Prices may not include all royalties.

Olive varieties	\$8.90 each
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**Vines:**

*Harrisons Trees:*

Grapes – on own cuttings	60 to 90 cm	\$9.60
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*Tharfield Nursery Ltd: (Katikati)*

Grape Albany Surprise	3l	\$6.85
Passiflora – ligularis, quadrangularis	3l	\$6.85
Tamarillo varieties	1.9 and 3L	\$4.75 / \$5.75

*Waimea Nurseries: (Nelson)*

Baby Kiwifruit – commercial selections	\$9.90 each
Table Grapes – bagged cutting grapes	\$9.90 each
– bagged grafted grapes	\$11.90 each

**Berryfruit:**

*Harrisons Trees:*

Prices are wholesale rates if a minimum of 5 of a variety is purchased.

	Grade	Prices
Currants – red and black	40 to 60 cm	\$6.10

*Tharfield Nursery Ltd: (Kaitiaki)*

	Variety	Price
Blackberry	Black Satin 3l	\$8.35
Blackcurrant	Magnus 3l	\$6.85
Blueberry	Blue Dawn, Blue Magic 3l	\$9.25
Boysenberry	3l	\$8.35
Cape Gooseberry	1.9 l	\$5.75
Cranberry	Bergman, Crowley 1.9 l	\$6.85
Hybridberry	3 l	\$8.35
Loganberry	Waimate 3 l	\$8.35
Raspberry	3 l	\$8.50

*Waimea Nurseries: (Nelson)*

All prices based on commercial orders and may be dependent on grade and numbers. Prices may not include all royalties.

Boysenberries	\$8.90 each
Blackberries	\$8.90 each
Raspberries	\$8.90 each
Gooseberries	\$8.90 each
Cranberry (True Cranberry & NZ Cranberry)	\$8.90 each
Currant (Black & Red)	\$8.90 each
Blueberries	\$8.90 each

**2.8.10 Planting/Propagating Expenses**

(See also *Section 2.11.5* for Packaging materials).

*Athco Industries: (Auckland)*

Standard planters	1.3 to 13.0 litre – pack size 400 to 40	\$0.18 to \$3.00
SV house plant pots	0.5 to 1.5 litre – pack size 1,150 to 400	\$0.12 to \$0.25
Square ‘Spacesaver’ pots	9 to 15 cm – pack size 1,150 to 300	\$0.12 to \$0.30
Plant labels	125mm, pack size 2000	\$120 per 2,000
Propagation tubes	5.5 / 7 cm – pack size 1575 / 1848	\$0.07 to \$0.09
Propagation Trays	holds 72 to 32 propagation tubes	\$5.40 to \$6.00
Nursery trays:		
32 / 50 / 72 / 128 cell	pack size 60 / 70 / 80 / 80	\$1.50
	Tube Tray (var combinations / pack sizes	\$0.30 to \$1.50
	Tube tray stacking legs –150mm / 250mm	\$0.40 to \$0.60
EnviroPots - Tubes	4cm to 9cm pack size 2350 to 400	\$0.06 to \$0.25

*Egmont Commercial:*

Rigid propagation pad 28cm <sup>2</sup> producing 10w	\$29.80
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*Cosio Industries Ltd:*

Planter bags	Price / 100
PB ¾ to PB2	\$4.00 - \$6.00
PB3 to PB6.5	\$6.50 - \$12.00
PB8	\$18.00
PB10/PB12	\$16.00 / \$23.00
PB18/PB28	\$25.00 / \$31.00

*NFT Group Ltd:*

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Cell trays:		
16/25/45 ml square, 198 / 144 / 60 cells per tray		\$6.00 each (50 trays)
Planter bags – PB ¾ to PB 95 (per 1000)		\$49.00 to \$1,552.00
Hydroponic growing pots		\$0.06 to \$0.24 each
Misting controllers		from \$280.00
Misting nozzles		from \$5.00
Solenoid valves 24 volt x 20mm		\$55.00
24 volt transformer		\$41.25
Thermostats ET 0 to 40 standard		\$95.00
ET 0 to 40 with phase interruption plug		\$140.00

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*Transplant Systems Ltd: (prices ex-Auckland)*

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Transplant Systems seedling trays	25 to 256 cells per tray	\$7.72 to \$10.50 / tray
Bumnong	50 to 512 plug tray	\$1.40 to \$2.00 each (cartons of 100)
Water absorbent polymers	25 kg bag	\$315
	5/ 10 kg pail	\$94.50 / \$147
	1 kg pack	\$23.10
Transplant Systems planting tubes	49 to 68mm	\$194.25 to \$226.80
Kidney-shaped plant holder		\$114.45
Plastic growing trays for Paperpots		\$6.60 to \$7.00 / tray
Thermoformed plastic pots	7 to 15 cm	From \$0.04 / pot
Dosmatic proportional injector – range of flow rates		From \$934.50

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*Egmont Commercial Ltd:*

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Planter bags	PB 0.75 to PB 6.5	\$27.90 to \$84.80 per 1000
	PB 8 to PB 40	\$122.30 to \$282.20 per 1000
	PB 60 / PB 95	\$488.90 / \$938.80 per 1000
Computer labels (unprinted)	White or coloured	\$55.70 per 1000

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*Flight Group Ltd:*

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Seedling trays	T1686	485 x 350 x 70mm	\$6.63 to \$4.98 per tray
	T1685	485 x 326 x 50mm	\$6.21 to \$5.14 per tray
Ace pots	T1203	75 x 75 x 63mm	\$73.50 to \$51.85 per thousand
	T1204	100 x 100 x 83mm	\$111.11 to \$92.31 per thousand
Propagation	T2642	45ml round cell 60	\$3.99 to \$3.25 per tray
Cell trays	T2643	30ml sq. cell 144	\$3.99 to \$3.25 per tray
	T2644	16ml sq. cell 198	\$3.99 to \$3.25 per tray

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## 2.8.11 Growing Medium

### *Canterbury Landscape Supplies:*

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		Price per cubic metre
<b>Bark</b>		
Premium Chip / Premium Nuggets		\$65.74 / \$61.04
Standard Nuggets		\$56.35
Chunky Nuggets		\$75.13
Canterbury Bark		\$46.96
<b>Compost/Medium</b>		
Bio-Blend		\$58.70
Vege Gro Compost		\$61.04
Garden Gro (Organic Compost)		\$51.65
Garden Soil Blend		\$58.70
Organic Earth Turf Mix		\$70.43
Screened Soil		\$49.30
Potting Mix		\$122.09
Sawdust / Manured Sawdust		\$15.00 / \$46.96

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### *NFT Group Ltd:*

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Pumice (kiln sterilized)		
(50 litre sack)	Grades 1 to 5mm (fine) to 3 to 8mm, coarse,	\$37.80
Pumice (kiln sterilized)	Grades fine, 1 to 5mm, 1700 litre bulk bag	\$600.00
Perlite (100 litre sack)	Grades medium, coarse.	\$37.80
Vermiculite (100 litre sack)	Grades fine, medium and coarse	\$37.80
Hydroton (expanded clay)		
(50 litre sacks)	Grades 4 to 8mm, 8 to 16mm	\$37
Rockwool	Range of plug /cube sizes, slab of 200	from \$17.00

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### *Egmont Commercial Ltd:*

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Vermiculite medium	100 litre	\$35.00
Perlite Propogating Media	100 litre	\$35.95

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## 2.9 WEED, PEST AND DISEASE CONTROL

### 2.9.1 Weed and Pest Control – Budget Figures

Depending on farm type, location and other factors, typical weed and pest control costs are:

<b>Sheep and Beef</b>	(per su)
Northland	\$1.60
Waikato/Bay of Plenty Intensive	\$1.28
Central North Island Hill Country	\$1.11
Gisborne Hill Country	\$0.81
Hawkes Bay/Wairarapa Hill Country	\$0.71
Eastern Lower North Island Intensive	\$1.41
Western Lower North Island Intensive	\$1.46
South Island High Country	\$1.40
Canterbury/Marlborough Hill Country	\$2.00
Canterbury/Marlborough Breeding and Finishing	\$2.97
Otago Dry Hill	\$1.91
Southland/South Otago Hill Country	\$1.80
Southland/South Otago Intensive	\$0.86
<b>National</b>	<b>\$1.43</b>
<b>Dairy</b>	(per cow)
Northland	\$13
Waikato/Bay of Plenty	\$9
Taranaki	\$10
Lower North Island	\$9
Canterbury	\$9
Southland	\$12
<b>National</b>	<b>\$10</b>
<b>Deer</b>	(per su)
North Island	\$0.87
South Island	\$1.45
<b>Arable</b>	(per ha)
Canterbury	\$283
<b>Horticulture</b>	(per ha)
Kiwifruit	\$1,800
Hawkes Bay Pipfruit	\$2,855
Nelson Pipfruit	\$2,793
<b>Viticulture</b>	
Marlborough	\$770
Hawkes Bay	\$928

Source: MAF Horticulture and Pastoral Monitoring Reports - 2011.

For further examples see *Section 3*, Gross Margins.

See individual items in this section for accurate budgeting.

### 2.9.2 Weed, Pest and Disease Control – General

Some herbicides, fungicides, and insecticides are produced by more than one chemical company and come in a range of strengths. Hence the trade names shown are to serve only as examples of the chemical concerned.

No preferential endorsement by Lincoln University is implied, nor is any criticism implied of any chemical that does not appear in this Manual.

The following coding has been employed to distinguish between the various Agrochemical companies:

AG	Agmax	M	Merial
AV	Aventis	MO	Monsanto
B	BASF	N	Nu Farm
BY	Bayer	NO	Novartis
CC	CropCare	O	Orion
CW	Crop Watch	PGGW	PGG Wrightson
CY	Cyanamid	PM	Pest Management Services
D	Du Pont	RA	Ravensdown
DO	Dow AgriScience	S	Syngenta
FF	Fruitfed Supplies	T	Taranaki NuChem
K	Key Industries	Y	Yates

### 2.9.3 Herbicides

For detailed information on products, active ingredients, application and dilution rates and suitability of various chemicals for individual situations, farmers should consult their consultant/farm advisor, local chemical company representative or refer to publications such as the “N.Z. Agrichemical Manual” (obtainable from rural retailers).

Trade Name	Active Ingredient (%)	Code	Unit Size	Retail Price
Answer	metsulphuron (20)	D	4.5 kg	\$699.00
Asulox	asulam (40)	BY	5 litre	\$294.00
Avadex Xtra	triallate (50)	N	20 litre	\$368.00
Axall	bromoxynil (7.5), ioxynil(7.5), mecoprop (34.5)	BY	5 litre / 20 litre	\$216.00 / \$590.00
Banvel	dicamba	O	5 litre	\$176.00
Banvel 200	dicamba (20)	O	20 litre	\$483.00
Banvine	2,4-D (20)	DO	1 litre	\$65.00
Basagran	bentazone (48)	B	10 litre	\$467.00
Betanal Forte	phenmedipham (16), desmedipham (16)	BY	5 litre	\$636.00
Bladex 90WG	cyanazine (90)	B	5 g	\$289.00
Buster	glufosinate-ammonium (20)	BY	1 litre 5 litre 20 litre	\$80.60 \$244.00 \$746.00
Centurion Plus	clethodim (24)	N	5 litre	\$343.00
Combine	bromoxynil (20), ioxynil (20)	BY	10 litre	\$666.00
Cougar	diflufenican (10), isoproturon (50)	BY	5 litre	\$333.00

Duplosan Super	mecroprop-P (13), MCPA(16), dichlorprop-P(31)	B	10 litre	\$209.00
Duplosan KV	mecroprop-P (60)	B	10 litre	\$300.00
Escort	metasulfuron-methyl (60)	D	40 g	\$57.80
Flag Fl	chloridazon (43)		5 litre	\$131.30
Frontier P	dimethanamid-P (72)	B	10 litre	\$1,265.00
Fusilade Forte	fluazifop-P-butyl (15)	S	5 litre	\$482.00
Gallant Ultra	haloxyfop-P (52)	DO	1 litre / 5 litre	\$428.00 / \$1,567.00
Gardoprim500FW	terbuthylazine (50)	O	5 / 20 litre	\$130 / \$231
Gesaprim 500FW	atrazine (50)	O	5 / 20 litre	\$71.65 / \$119.13
Gesatop 500FW	simazine (50)	O	5 / 20 litre	\$102.61 / \$200.87
Glean	chlorsulfuron (75)	D	200 g	\$126.00
Glyphosate 540	glyphosate (54)	RA	20 litre	\$177.67
Gramoxone 250	paraquat (25)	S	5 / 20 litre	\$86.17 / \$260.87
Grazon	trichlopyr (60)	DO	5 / 20 litre	\$378.26 / \$640
Harmony SG	thifensulfuron methyl (75)	D	150 g	\$180.00
Jaguar	diflufenican (2.5), bromoxynil (25)	BY	10 litre	\$356.52
Kerb 500F	propyzamide (50)	DO	5 litre	\$437.39
Lasso MicroTech	alachlor (48)	MO	10 litre	\$220.00
Maestro	MCPA (75)	DO	20 litre	\$247.82
Met600	metsulfuron-methyl (60)	AG	500g /1kg	\$62.61 /\$97.39
Mossoff	benzalkonium chloride (50), copper sulphate (19.7)	T	180 ml	\$15.57
Mostox	dichlorophen (43.2)	BY	5 litre	\$245.22
Nortron	ethofumesate (50)	BY	5 litre	\$146.96
Preeglone	diquat (11.5), paraquat (13.5)	S	5 / 20 litre	\$163.48 / \$460
Prometryn 500SC	prometryn (50)		5 litre	\$233.91
Pulsar	bentazone (20) MCPB (20)	B	10 litre	\$123.48
Puma S	fenoxaprop-P-ethyl (6.9)	BY	10 litre	\$722.61
Radiate	picloram (15) clopyralid(22.5)	DO	5 litre	\$519.13
Reglone	diquat (20)	S	5 litre	\$162.61
Roundup Renew Xtra	glyphosate (49)	M	5 litre	\$62.70
Roundup Transorb	glyphosate (54)	MF	20 litre	\$224.35
Sencor 70 DF	metribuzin (70)	BY	2 kg	\$167.83
Soft Touch	MCPB (38.5)	O	20 litre	\$250.43
Stomp Xtra	pendimethalin (45.5)	B	10 litre	\$306.09
Surrender	benalkonium chloride (50)	Y	1 / 20 litre	\$24.52 / \$286.09
Tordon Brush- Killer	picloram (10), triclopyr (30), aminopyralid (0.8)	DO	1 litre / 5 litre	\$133.04 / \$356.52
Tordon 2G	picloram (2)	DO	5 kg	\$93.91
Totril Super	ioxynil (25)	BY	10 litre	\$388.70
Tribenuron	methylbenzoate complex (75)	D	200 g / 1kg	\$119.00 / \$461
Trifluralin 480	trifluralin (48)		20 litre	\$208.70
Trimec	mecoprop (60), MCPA (15),	CC	20 litre	\$266.96

Trophy NF	dicamba (1.87) acetochlor (84)	DO	20 litre	\$357.39
Tropotox Plus	MCPA (2.5), MCPB (37.5)	BY	20 litre / 200 litre	\$246.96 / \$2,282.61
Versatil	clopyralid (30)	DO	20 litre	\$1,037.39
Velpar DF	hexazinone (75)	D	10 kg	\$1,100.00

#### 2.9.4 Insecticides

Refer to *Section 2.9.2* for key to Company codes.

For detailed information on products, active ingredients, application and dilution rates and for suitability of various chemicals for individual situations, farmers should consult their local Chemical company representative or refer to publications such as the “N.Z. Agrichemical Manual”

Trade Name	Active Ingredient (%)	Code	Unit Size	Price
Actellic Dust	pirimiphos-methyl (20)	O	10 kg	\$202.61
Actellic	pirimiphos-methyl (50)	O	1 litre	\$92.17
Actellic SmokeGen	pirimiphos-methyl (20)	S	90 g	\$36.61
Altacor	chlorantraniliprole (35)	D	540g	\$388.80
Chlorpyrifos 500EC	chlorpyrifos (50)	N	1 litre	\$50.09
Coragen	chlorantraniliprole (20)	D	250ml	\$177.50
Counter 20 G	terbufos (20)	BY	15 kg	\$294.78
Decis Forte	deltamethrin (2.75)	BY	5 litre	\$238.26
Dimilin 2L	diflubenzuron (24)	C	500 ml	\$50.09
Gesapon 20G	diazinon (20)	BY	22 kg	\$312.17
Invict Cockroach Gel	abamectin (0.05)	PM	30g	\$25.00
Karate Zeon	lambda-cyhalothrin (25)	S	250 ml	\$172.17
Lannate	methomyl (20)	D	5 litre	\$220.48
Lorsban 750WG	chlorpyrifos (75)	DO	3 kg	\$357.39
Mavrik Aquaflo	tafluvalinate (24)	N	1 litre	\$150.43
Mesuroil Pro	methiocarb (2)	BY	25 kg	\$311.30
No Wasps Conc	5-8% carbaryl	PM	250 ml	\$19.04
Orthene	acephate (94.5 – 99.1)	AM	1 kg	\$173.04
Perfekthion S	dimethoate (50)	B	5 litre	\$164.35
Phorate Cropcare	phorate (20)	N	15 kg	\$176.52
Pirimor	pirimicarb (50)	S	1 kg	\$64.52
Diazinon 800 EC	diazinon (80)	RA	10 litre	\$195.65
Steward 150 SC	indoxacarb (150)	D	4 litre	\$657.00
Sumi-Alpha	esfenvalerate (5)	N	1 litre	\$90.43
SusCon Green	chlorpyrifos (10)	CC	15 kg	\$233.91
Vydate L	oxamyl (24)	D	3.8 litre	\$253.33
Wasp Zapper	allethrin (0.13), phenothrin (0.12)	PM	400 g	\$20.00

## 2.9.5 Fungicides

Refer to *Section 2.9.2* for key to Company Codes.

Trade Name	Active Ingredient (%)	Code	Unit Size	Price
Acanto	picoxystroblin (25)	D	5 litre	\$632.50
Acrobat MZ	dimethomorph (9) mancozeb (60)	CY	10 kg	\$439.13
Aliette WG	fosetyl-aluminium (80)	BY	1 kg	\$126.96
Aliette Super	fosetyl-aluminium (52.8), thiabendazole (12.9), thiram ( 17.2)	BY	2.9 kg	\$453.04
Alto 100 SL	cyproconazole (10)	N	5 litre	\$936.52
Amistar SC	azoxystrobin (25)	S	5 litre	\$504.35
Amistar WG	azoxystrobin (50)	S	3 kg	\$652.17
Cereous	triadimenol (25)	BY	5 litre	\$507.83
Exterm-an-ant	Boric acid	PM	100ml	\$9.50
Folicur 430SC	terbuconazole (43)	BY	5 litre	\$514.78
Kocide Opti	cupric hydroxide (30)	D	10 kg	\$310.00
Monceren DS	pencycuron (12.5)	BY	10 x 1 kg	\$408.70
Monceren IM DS	pencycuron (12.5) imazalil (0.6)	BY	10 x 1 kg	\$425.22
Octave	prochloraz (46.2)	BY	1 kg	\$381.74
Opus	epoxiconazole (12.5)	B	10 litre	\$346.09
Ridomil Gold MZ WG	metalaxyl-M (4), mancozeb (64)	S	5 kg	\$174.22
Rovral Flo	iprodione (25)	BY	5 litre	\$262.61
Rovral Gold 750WG	iprodione (75)	BY	1 kg	\$182.23
Scala	pyrimethanil (40)	BY	10 litre	\$525.52
Score 250 EC	difenoconazole (25), 2-pyrrolidinone, 1-methyl (12)	S	5 litre	\$531.30
Sportak EW	prochloraz (45)	BY	5 litre	\$300.00
Sumisclax 500SC	Procymidane (50)	N	1 litre	\$162.61
Tilt EC	propiconazole (25)	S	5 litre	\$403.48
Topas 200 EW	penconazole (20)	S	1 litre	\$267.83
Topsin M-4A	thiophanate methyl (40)	DO	5 litre	\$167.83
Vitaflo 200	carboxin (20) thiram (20)	N	20 litre	\$714.78

## 2.9.6 Algaecides

Coptrol Algaecide	1 litre	\$80.00
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## 2.9.7 Rabbit / Rodent / Opossum Control

### *Pest Management Services*

Trade Name	Pack size	Unit price
Pindone Rabbit Pellet	2 / 10 / 25kg	\$28 / \$57 / \$91
Possum/Rats Pellet	2 / 10 / 25kg	\$31 / \$61 / \$109
Racumin Paste	500g / 2.25kg	\$19.00 / \$61.00
Rabbit/Possum/Ferret/Cat Traps:		
Timms Possum Kill Trap		\$55.00

Victor #1 trap		\$22.00
Sleepy Creek #1 trap		\$16.50
Fenn trap Mk4 and Mk6		\$22.00/\$23.00
Non collapsible cage trap with Bait Hook		\$161.00
Fenn Trap Single / Double Tunnel		\$27.00 / \$28.00
DOC Kill traps and DOC Boxes		\$31.00 to \$61.00
Possum Bait Stations	varieties	\$1.70 to \$18.00
Rabbit Bait Stations		\$13.50 to \$17.50
Non collapsible cage trap with treadle		\$224.00
Rodent Bait Stations	varieties	\$2.50 to \$19.00
Ditrac Rodent Bait	1.8kg / 8.2kg	\$34.00 / \$86.00
Final Rodent Bait	1.8kg / 8kg	\$36.00/ \$108.00
Contra Rodent Bait	1.8kg / 8kg	\$36.00 / \$105.00
Rat / mouse traps	varieties	\$2.30 to \$16.00

*Bell-Booth Ltd:*

	Pack Size	Price
<b>Possum Control:</b>		
Possum bait	10kg	\$70.00
Possum bait without bait station	2.5kg	\$26.00
<b>Rodent Control:</b>		
Rodent pellets	350g /3kg / 10kg	\$8.65 / \$40.10 /\$103.50
Rodent pellets plus bait feeder	350g	\$13.40
Rodent blocks	500g /3kg /10kg	\$14.60 / \$58.80/\$154.00
Mouse trap(pr)/mouse bait station		\$2.75 / \$6.75
Treated grain - wheat	1.5kg / 4kg/10kg	\$32.80 /\$78.75 /\$192.75
Treated grain - barley	1.5kg / 3kg/10kg	\$32.80 /\$60.40 /\$192.75
Treated grain - peas	1.5kg / 4kg/10kg	\$32.80 /\$78.75 /\$192.75
<b>Ferret Control:</b>		
Ferret control paste	450g	\$20.50

*PGG Wrightson Ltd:*

Trade Name	Pack size	Unit price
Pindone Possum / Rat Pellets	2 kg	\$46.09
Rabbit Pellets	10 / 25kg	\$85.40 / \$148.70

**2.9.8 Bird Repellents**

*Pest Management Services*

Eaton's 4 the Birds repellent 300g / 3.8l	4/2	\$10.00 / \$41.00
Birdscare tape 1cm x 91m /2.5cm x 150m	4 / 4	\$4.50 / \$8.50
Birdscare predator balloon/octopus	4 / 4	\$12.50 / \$11.00
Magpie Cage Trap		\$340.00
Alphachloralose wheat 1.5kg / 4kg	4 / 2	\$42.00 / \$93.00
Alphachloralose paste 500g	4	\$49.00

*Bell-Booth Ltd:*

Pestoff Bird control paste	500g	\$39.40
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*PGG Wrightson Ltd:*

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Mesuroil SC	methiocarb (50), phenolmethoxy methanol (0.1)	BY	1 litre	\$180.00
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### 2.9.9 Bactericides

Refer to *Section 2.9.2* for key to Company Codes.

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Key Streptomycin	streptomycin (17)	K	1,2 kg	\$180.87
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### 2.9.10 Wetting, Spreading and Marking Agents

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Actiwett			5 litre	\$127.83
Been There		FF	1 litre	\$54.30
Sprayfast		K	5 litre	\$314.78
Latron		FF	5 litre	\$120.00
Nu Film 17		FF	4 litre	\$176.00

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### 2.9.11 Penetrants

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Boost		DO	5 litre / 10 litre	\$174.78 / \$499.13
Focus (for Glyphosate)		AG	5 litre / 20 litre	\$121.74 / \$404.35
Guardall Liquid		Y	200 ml	\$23.65
Pulse (for Roundup herbicide)		N	5 litre	\$162.61
Synergy Wetter Sticker		O	5 litre	\$86.17
Weta (for Glyphosate)		AG	5 litre / 20 litre	\$53.92 / \$189.96

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### 2.9.12 Growth Regulants

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Cycocel	chlomequat (75)	B	10 litre	\$92.17
Ethrel	chlorthethon (48)	BY	5 litre	\$200.00
Moddus250ME	trinexapac-ethyl (25)	S	5 litre	\$633.91
Terpal	mepiquat chloride (30.5), chlorthethon (15.5)	B	5 litre	\$266.09

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### 2.9.13 Adjuvants

*PGG Wrightson Ltd:*

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McGregor's Sprayoil			200ml	\$5.17
C-Dax Spraying oil			20 litre	\$281.74

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### 2.9.14 Soil Fumigants

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Basamid Granules	dazomet (99)	B	20 kg	\$442.61
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### 2.9.15 Root Forming Hormones

*Egmont Commercial Ltd:*

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Ibadex #2 Root Hormone			500 grams	\$15.50
Liba 10,000	gamma-indolylbutyric		200 mls	\$29.50
			1litre	\$88.00

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## 2.9.16 Spraying Costs - Aerial and Ground

### (i) Aerial Spraying by Helicopter and Fixed Wing

Each job is taken on its merits, as there are so many variables to consider. These include distance to and from airstrip, climb to treatment area, size and shape of treatment area (small difficult blocks cost more), and general terrain such as obstacle avoidance – trees, buildings and hills.

Canterbury: (helicopter)

Pasture and crop spraying	\$35 to \$85 / ha
Brushweed spraying	\$100 to \$350 / ha

Marlborough:

Gorse	\$240 to \$350 / ha
Pasture weed / bracken / matagouri spraying	\$80 to \$140 / ha

Otago:

Pasture weeds	\$45 to \$70 / ha
Gorse	\$250 to \$300 / ha

Auckland:

Pasture weeds	\$20 to \$25 / ha
Gorse	\$300 to \$400 / ha
Crop spraying at 100 l water / ha is approximately	\$65.00 / ha

Hawkes Bay:

Generally the cost works out at around \$52.50 / litre of water applied

### (ii) Ground spraying (crops)

Rates vary depending on chemical used, application rate and crop being sprayed.

Canterbury:

*Hamish Calder Contracting:*

Boom spraying – Pastoral	\$19 to \$23 per ha based on client volume and water rate required.
Specialist crops eg radish or carrot etc	approx \$25 / ha
Potatoes and row crops without headlands	\$27 / ha

Oamaru 2010 prices

Boom spraying costs on average	\$26 / ha
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Marlborough:

Gun and hose spraying with 2 people	\$110 / hr
Knapsack spraying	\$38 / hr

Hawkes Bay:

Ground spraying of squash	\$42.50 / ha at 300 l / ha
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## 2.10 SELLING, HANDLING, PROCESSING CHARGES, AND LEVIES

### 2.10.1 Yard Fees

These are usually charged on a per head basis, and vary between stock and station agents.

#### Canterbury

	Vendor	Purchaser
Sheep and lambs	\$0.55	\$0.25
Prime cattle	\$6.00	\$2.00
Store cattle	\$5.00	\$2.00
Prime pigs	\$3.00	\$1.50
Store pigs	\$1.65	\$1.00
Bobby calves	\$2.00	\$1.00
Dairy cattle	\$6.00	\$2.00
Deer	\$5.00	\$2.00

#### Central and Lower North Island:

Sale Yards	Feilding	Levin	Masterton
Sheep	\$0.30	\$0.50	\$0.30
Cattle	\$4.00	\$4.00	\$3.00
Calves	\$1.00	\$4.00	\$2.40
Pigs		\$0.50	

### 2.10.2 Commissions on Stock and Plant Sold Through a Stock and Station Agent

#### Canterbury:

Sale Yards	Clearing Sales	Percent Commission
Sheep	6%	6%
Prime/Store Cattle	6%	6%
Vealers	6%	6%
Bulls Stud	6%	6%
Dairy Cattle	6%	6%
Pigs	6%	6%
Deer	6%	6%
Goats	6%	6% to 10%
Bobby Calves	6%	6%
Stud Deer	6%	

The above commission rates are for auction sales only and these rates can change. Most rates for private selling are slightly higher. The rates for plant and machinery are a guide only as it depends on the quality of the items and the value. High value can be negotiable.

The schedule below outlines the maximum rates which will apply to auction and private sales.

#### Central North Island:

Sale Yards	Percent Commission
Sheep	6%
Cattle	6%

Bobby Calves	6%
Bulls Stud	9%
Deer - weaners	6%
Deer - breeding	6%
Deer - stud	9%
Sundry Plant and Machinery Auctions	10 - 12.5%

### 2.10.3 Wool Selling Charges

Brokers' Charges	13.0 to 17.0 cents per kg
Greasy Wool Testing – Yield, Mean Fibre Diameter and Colour	\$71.50 per test per lot

Brokers' charges cover receiving, warehousing, weighing, lotting, cataloguing and advertising. Reclassing, binning and inter-lotting are not included. The fee quoted here is an average for the whole country and is likely to vary between companies depending on the services provided and the quality of those services.

### 2.10.4 Wool Classing Charges

	Per Hour	Per Head
Cross Bred	\$35 - \$40	25c – 40c
Mid Micron and Fine Wool	\$40 - \$55	40c – 65c

Classing crossbred clips Q stencil grading		\$30 per hour
Mid micron and merino grading	From \$30 per hour, to contract rates	50 cents per head upwards

### 2.10.5 Goat Fibre Charges

*Mohair Pacific's* classing and handling charges are as follows. Levies are included.

All fibres attract the following in-store charges:

Classing	55 cents per minute	Max charge 1kg/minute over 20kg
Warehouse Fee	22 cents per kg	
Marketing	5% on net sold	

#### Mohair:

No levies are being deducted on behalf of *Mohair NZ* for fibre at present. However in 2012 there is discussion on maybe reintroducing a levy. Following the Meat & Wool NZ referendum held midway through 2009 the goat meat levy will not continue into 2010.

### 2.10.6 Velvet Charges



The *PGG Wrightson Velvet* charges for collection, grading, storage and sale costs are:

A handling fee of \$4.50 per kg & commission of 3.5%.

See also *Section 2.10.7* for *Deer Industry New Zealand* levies.

### 2.10.7 Meat Inspection Fees

These fees are payable by meat companies under a compulsory cost recovery contract negotiated with *AsureQuality* each year. The contract includes the recovery of the direct costs of front line meat inspection as well as off-plant programme costs and overheads. These charges are a matter of agreement between *Asure New Zealand* and its industry clients, and are not available for publication.

Meat inspection fees are usually treated as an internal cost by companies in the South Island and are not shown as a deduction on the killing sheet. In the North Island the fees are often treated as an external cost and are shown separately. Variation in rates may occur between plants because of the different nature and pattern of kill between plants.

As a guide only, the 2011/2012 levels of meat inspection costs are approximately:

Lamb	\$1.68 per head	Goats	\$1.82 per head
Sheep	\$1.79 per head	Deer	\$10.35 per head
Cattle	\$14.47 per head	Bobby calves	rate built into price

As of October 2009, there is no longer a Meat Board levy payable for goats.

### 2.10.8 Livestock Levies.

All levy rates shown below are GST inclusive. These are the rates of levy at which the Ministry for Primary Industries will invoice the licensees / operators of abattoirs, meat export slaughterhouses and other premises where livestock are slaughtered for the purposes of human consumption.

**Note:** The *Animal Health Board* levy applied from 1 February 2004.

Current Levies per head:	Vealers (40 - 60kg)	Adult cattle
Bovine - TB Cattle Levy ( <i>Animal Health Board Inc</i> )	\$13.22	\$12.22
<i>Beef + Lamb NZ Ltd</i>	\$4.83	\$4.83
<b>TOTAL LEVIES</b>	<b>\$18.05</b>	<b>\$17.05</b>

Levies per head:	Lambs	Sheep	Goats	Pigs
<i>Beef + Lamb NZ Ltd</i>	\$0.6325	\$0.6325	-	-
<i>NZ Pork Industry Board</i>	-	-	-	\$5.175
<b>TOTAL LEVIES</b>	<b>\$0.6325</b>	<b>\$0.6325</b>	<b>-</b>	<b>\$5.175</b>

**Note:** Adult cattle includes heifers, steers, cows and bulls.

Sheep includes hoggets and rams, and other adult sheep.

1. The *Beef + Lamb New Zealand Ltd* levy is imposed on meat from livestock slaughtered. Accordingly, the *B+LNZ* levy does not apply to any animal slaughtered where the carcass is entirely unfit for human consumption. That is, the levy does not apply to any animal slaughtered that is wholly condemned for any reason following slaughter up to the point of scales.

See also *Section 1.8.1*

2. The *Bovine TB-cattle levy (for the AHB)* applies only to slaughtered cattle, the carcasses of which are or exceed 40kg dressed weight at scales. As carcasses wholly condemned prior to scales are not weighed (nor arguably completely dressed), the AHB levy does not apply to any cattle slaughtered that is wholly condemned up to the point of scales.
3. The *Pork Industry Board* levy applies to all pigs slaughtered, notwithstanding that there may be carcasses wholly condemned as unfit for human consumption.

## NAIT Levies

National Animal Identification and Tracing (NAIT) Scheme

As of 1<sup>st</sup> July 2012 these levies will apply

- The cattle tag levy for 2012/13 will be \$1.10 (excl GST) per tag payable at point of purchase as part of the overall cost of the tag.
- The slaughter levy for 2012/13 will be \$1.35 per head (excl GST) per tag to be administered by meat processors.
- For the 2012/13 financial year the impractical to tag levy will be \$13 excluding GST per head. Animals will only be eligible for the levy if they are impractical to tag, being transported directly to meat processors, and have an official Animal Health Board primary barcode tag.

The impractical to tag levy:

- Recognises that tag costs and tag levies have not been paid if animals are untagged
- Covers the NAIT Ltd costs associated with manually processing an untagged animal
- Acts as an incentive to tag animals wherever practical.
- The impractical to tag levy was put forward in response to feedback from the sector, and recognises that some animals are just too dangerous to tag. This is a transitional measure and farmers must tag their animals wherever feasible to meet their NAIT obligations.

Deer will join the scheme 1<sup>st</sup> March 2013.

## Pork Industry Council Administration and Pork Marketing Stabilisation Levies

See previous page and also *Section 1.8.1*

**Wool Board Levy** - see *Section 2.10.3*

## Deer Industry New Zealand Levies

Levies effective from 1 October 2011:

	Velvet (per kg)		Venison (per kg)	
	Fallow	Other	Fallow	Other
DINZ	\$0.40	\$2.75	\$0.07	\$0.14
AHB	\$0.50	\$0.50	\$0.05	\$0.05
Total	\$0.90	\$3.25	\$0.12	\$0.19

The venison levy is paid on all farmed deer going through Deer Slaughter Premises. A nil levy is charged on all condemned animals, and the levy is waived for animals that are TB reactor positive.

### 2.10.9 Dairy Company Shares

All farmers who wish to supply milk to a co-operative dairy company need to become a Supplying Shareholder. For *Fonterra and Westland* suppliers this means purchase of shares in the company before milk can be sold, on the basis of one share per kg milk solids supplied. *Fonterra* shares are based on the “fair value” which is reviewed annually. The fair value share price for 2005/06 was \$5.44, in 2006/07 it was \$6.33, in 2007/08 it was \$6.79, for 2008/09 it was \$7.01 and for 2009/10 it was \$4.52. The *Fonterra* share price for the 2011/12 season was still \$4.52. *Westland's* shares are \$1.50 currently. For *Tatua* suppliers, five 50 cents shares must be owned for each kg of qualifying milk solids.

### 2.10.10 Herbage Seed Levy

The Commodity Levies (Non Proprietary and Uncertified Herbage Seeds) Order 1997 gives provision for a variable levy rate, which is adjusted annually. NPC levies are fixed under the Commodity Levies (Non Proprietary and Uncertified Herbage Seeds) Order 2009 and are used to pay *AgResearch* for the costs involved in maintaining the publicly owned common *Grasslands* cultivars.

Cultivar	<i>AgResearch</i> NPC Maintenance Rate	<i>FAR</i> Rate
Red Clover	Grasslands Pawera	3.50%
	Uncertified	0.50%
White Clover	Grasslands Huia	0.50%
	Grasslands Pitau	3.50%
	Uncertified White Clover	0.50%
All Proprietary Timothy		0.8%
Ryegrass	Grasslands Manawa	2.0%
	Grasslands Moata	2.0%
	Grasslands Nui	0.5%
	Grasslands Ruanui	2.5%
	Grasslands Tama	2.0%
	Uncertified Ryegrass	0.5%

### 2.10.11 Arable Crop Growers Levies

*United Wheatgrowers (NZ) Ltd*: Wheat insurance levy - \$4.35 per tonne, on wheat only. (Valid from 1<sup>st</sup> February 2011 – remained the same from 1<sup>st</sup> February 2012 – next insurance negotiations this year may affect tonnage price from 1<sup>st</sup> February 2013).

*Foundation for Arable Research (FAR)* levy is payable by the producers of any arable commodity grown in New Zealand. *Foundation for Arable Research Incorporated* has determined the levy for 2012 to be:

Herbage and amenity seed	0.8% of sale value
All other grain and seed crops (cereals, pulses etc)	0.8% of sale value
Open pollinated vegetable seed crops	0.8% of sale value
Hybrid vegetable seed crops	0.5% of sale value
Onion seed crops	zero rated

A levy has been imposed on maize grown in New Zealand for grain, seed or forage, and shall be payable by all maize growers. *Foundation for Arable Research Incorporated* has determined the rate of the levy from 1 July 2011 to the year ending 30 June 2012 to be: Maize - 90c per 10,000 seeds purchased.

It is compulsory for growers to pay the levy on all grain and seed grown (except maize), at the time that it is sold or used on farm (eg fed to stock, whether whole or processed).

### 2.10.12 Seed Royalties

Wheat, forage oats, forage triticales and forage barley royalties may be charged on either seed or end point tonnage. Seed tonnage royalties are \$65 to \$100 per tonne of seed. End point tonnage costs range from \$2.50 to \$4.00 per tonne.

Feed barley royalties are \$100 per tonne of seed.

Potato royalties are \$50 to \$65 per tonne of seed.

## 2.10.13 Horticultural Levies

### (i) Berryfruit

#### **Blackcurrants:**

This is levied at 4 cents per kg on all blackcurrants produced in New Zealand, under the Commodity Levies (Blackcurrants) Order 2007.

#### **Blueberries:**

These levies apply to all fruit, local market and export. However they are no longer compulsory, but if growers wish to be part of *Blueberries NZ Inc* and receive the advantages of new varieties, the levies need to be paid.

Levies are: 10 cents per kg for the first 30,000 kg  
7.5 cents per kg for the next 50,000 kg  
5 cents per kg for the next 100,000 kg  
3.5 cents per kg for the next 200,000 kg  
2 cents per kg over 380,000 kg

It is capped at \$25,000 per grower.

#### **Boysenberries:**

A voluntary levy of 2 cents per kilogram on local market sales (which entitles them to receive Council information and support). Export levies are through exporter contribution to industry expenses. There are no separate levies at this stage for strawberries, blackberries, raspberries or other berryfruit.

### (ii) Citrus

The *New Zealand Citrus Growers Inc.* imposes voluntary levies on all citrus fruit growers. The levy rates for 1 April 2012 to 31 March 2013 will be:

Mandarins (satsuma/other)	\$0.05 per kg
Lemons, limes, & grapefruit	\$0.02 per kg
Oranges (navel/other), tangelos	\$0.01 per kg
Processed citrus fruit (all varieties)	\$0.003 per kg

Note: Navel oranges and Satsuma mandarins have Commodity Levies in place, so growers are legally required to pay these levies on all fruit sold (except if sold for processing). All other levies are voluntary – these fund essential research and development work, but growers who are not members of NZCGI are not obliged to pay.

### (iii) Summerfruit

Levy on:	Local Market	Export Market
Nectarines	1.5%	1.5%
Apricots	1.5%	1.5%
Peaches	1.5%	1.5%
Plums	1.5%	1.5%
Cherries	0.75%	0.75%

*Summerfruit NZ* is a recognised product group under the *Horticultural Export Authority (HEA)*. Any export of summerfruit comes under the auspices of *HEA*, while the export programme is administered by *Summerfruit NZ*. Annual registration fees for all participants with *Summerfruit NZ* are listed over the page for the 2011/12 season, along with the applicable fees for all export programmes.

Programme:		Amount	
<b>Exporters</b>			
Annual Registration	Annual fee	\$1,780	
Australian Preclearance	Deposit	\$500	
	First shipment	\$1,500	
	Share of total cost	Apportioned by use	
	Western Australia	Annual Fee	\$430
Korea	Annual Fee	\$380	
	Sealing tape for Korea	\$15 each	
Japan	Inspector	Share of total cost	
	Annual Fee	\$1,780	
	Sealing tape for Japan	\$15 each	
	Inspector	Share of total cost	
EU and Switzerland	Annual Fee	\$480	
Exemptions	<100kgs	No fee	
	Annual registration	100 to 300kgs	\$120
		300 to 500kgs	\$270
		500 to 1000kgs	\$435
		1000kgs+	\$550
<b>Packhouses</b>			
Annual Registration	Annual Fee	\$150	
Western Australia	Annual Fee	\$225	
Japan	Annual Fee	\$290	
EU and Switzerland	Annual Fee	\$225	
<b>Growers</b>			
Annual Registration	Paid between 1 and 30 September	\$152.17	
	Paid between 1 and 31 October	\$228	
Western Australia	Annual Fee	\$145	
Japan	Annual Fee	\$120	
EU and Switzerland	Annual Fee	\$120	

All fees are non-refundable if exports do not occur. However, should *Summerfruit NZ* need to cancel a programme prior to fruit being shipped, any registration fees for that programme will be reimbursed.

#### **(iv) Other Fruits**

	Local market grower	Export market grower
Feijoas	3.0% at first point of sale	3.0% at first point of sale
Persimmons		1c per kg
Nashi Pears	1.5c per kg	1.5c per kg

*Pipfruit NZ* imposes a further levy on Nashi Pears of 1.25c per kg



*Avocado Industry Council:*

For export avocados:

20c per tray promotion plus 15c per tray export commodity levy

2.5c per tray to repay the costs of the ASBVd biosecurity scare in 2007 (finishes 2012)

A total levy 37.5c per tray, with a maximum of 50c per tray.

For fresh and processed local market avocados:

A maximum of 3% of the value at the first point of sale.

**(v) Orchard Levies**

*Horticulture New Zealand:*

Orchard Fruit Commodity levies apply to all fruit grown in orchard type conditions except berryfruits, e.g. kiwifruit, pip and stonefruit. The levy rate is 0.11% of the gross sales value (\$11.00 per \$10,000 of sales) of all orchard fruit.

**(vi) Vegetables**

Below are the rates under the commodity levy:

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Fresh vegetables (domestic sector)	\$0.45 per \$100 of sales
Fresh vegetables (export sector)	\$0.35 per \$100 of sales
Domestic onions	\$0.45 per \$100 of sales
Export onions	\$0.35 per \$100 of sales
Process vegetables	\$0.563 per \$100 of sales
Potatoes	\$0.75 per \$100 of sales
Fresh tomatoes	\$0.40 per \$100 of sales
Process tomatoes	\$0.15 per \$100 of sales
Asparagus	\$0.15 per \$100 of sales
Export squash	\$0.15 per \$100 of sales

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The *Asparagus Council* has an additional levy of \$100 + GST per planted hectare.

## 2.11 SUNDRY CROPPING AND HORTICULTURAL EXPENSES

### 2.11.1 Seed Certification Charges

*AsureQuality Ltd:*

The following fees comprise the total Seed Certification Charge:

- Grower fee - per paddock
- Plot testing fee - per line
- Per kilogram fee - per kg MD seed

#### Grower Fees:

Crops requiring one inspection (additional charges may apply to crops requiring more than one inspection):

Crop eligible 1st or 2 <sup>nd</sup> Generation	\$70.00 per entry
Crop eligible Breeders or Basic	\$140.00 per entry
Plus travel	\$6.00 to \$63.00 per entry
Late fee	\$56 per entry

#### Seed Testing Fees:

Purity, Germination and Bulk search – Jan-April	\$192.00 per line
Purity, Germination and Bulk search – May-Dec	\$152.00 per line
Endophyte test – seed	\$142.00 per line
Endophyte test – Grow out – 50 seed	\$284.00 per line
Plot Testing Fee:	\$13.00 per line

#### Per Kilogram Fee: (cleaned weight tested)

Certified Seed	cents / kg MD seed:
Cereals	\$0.0108
Grasses / Brassicas	\$0.0195
Herbage Legumes	\$0.0351
Redressing and downgrading	\$0.2730 / sack

#### Uncertified Seed:

Per line fee	\$48 / line
Per kilogram fee	kg MD Seed:
- Cereals	\$0.0057
- Grasses / Brassicas	\$0.0130
- Herbage legumes	\$0.0216

#### Example Calculation:

1st Generation crop of Perennial Ryegrass, Line size 6500kg MD seed

Grower fee	- Crop eligible 1st Generation	\$70.00
	- Travel	\$8.00
Seed testing fee – Jan-April		\$192.00
Plot Testing		\$13.00
Per kg fee - 6500 kg MD ryegrass x \$0.0195 / kg MD seed		\$126.75
Endophyte fee – if applicable - seed		\$142.00

## 2.11.2 Grain Drying Charges

### *Agri Pro Seeds: (Ashburton)*

All grain drying - up to 15% moisture	\$25.00 / tonne
- for every 1% moisture above 15%	plus \$1 / tonne
Seed sampling for certification	\$35.00 / sample

### *SGS New Zealand Ltd.: (Timaru) Grain Terminal charges 2012 Wheat/Barley/Oats: Drying*

% Moisture	Price / tonne
0 to 15.0%	\$19.00
15.1% to 16.5%	\$20.00
16.6. % to 18.0%	\$23.00
18.1% +	\$25.00

Pricing may change due to fluctuating fuel prices

### *Wheat and Barley: Mt Stewart – Gillespies Line (PGG Wrightson Grain)*

Moisture %	Price per tonne	Moisture %	Price per tonne
14.6 to 15.5	\$18.50	17.6 to 18.5	\$25.00
15.6 to 16.5	\$20.25	18.6 to 19.5	\$28.00
16.6 to 17.5	\$23.00	>19.6	\$3.25 per %

### *Maize: Mt Stewart – Gillespies Line (PGG Wrightson Grain)*

Moisture %	Price per tonne	Moisture %	Price per tonne
<20.0	\$29.90	25.1 to 26.0	\$43.20
20.1 to 21.0	\$32.10	26.1 to 27.0	\$45.40
21.1 to 22.0	\$34.30	27.1 to 28.0	\$47.60
22.1 to 23.0	\$36.50	28.1 to 29.0	\$49.80
23.1 to 24.0	\$38.70	29.1 to 30.0	\$52.00
24.1 to 25.0	\$41.00	30.1 to 31.0	\$54.20

NB Prices are yet to deduct \$1 per tonne off total maize drying

## 2.11.3 Consolidated Dressing and Store Handling Charges

These rates include receiving, delivering, sampling, weighing, dressing, brushing of sacks and disposal of offal (prices based on machine dressed weight).

Ryegrasses	Perennial and Italian	\$0.20 to \$0.21 / kg
Cocksfoot		\$0.50 / kg
Clovers	White, Red and Alsike	\$0.46 / kg
Grass seed (Fine)	Browntop, Dogstail and Timothy	\$0.55 / kg
Fescue		\$0.25 / kg

Field dressed ryegrasses, clovers and timothy usually dress out approximately 15% to 20% offal and field dressed cocksfoot from 25% to 35% offal.

Brassica	\$0.27 / kg
Chemical treating	\$50.00 / t plus materials

**Machine Dressing** (prices based on field dressed weight)

Wheat and Ryecorn	\$69.00 / t
Barley	\$69.00 / t
Field Peas and Lupins	\$65.00 / t
Garden Peas, Beans and Lentils	\$75.00 / t
Oats (dressing and clipping)	\$66.00 / t

Sampling is charged at \$45.00 per line and dumping of disposable offal is \$16.00 / t. Health certificates cost \$45.00 per line.

**Grading**

*SGS New Zealand Ltd.:* (Timaru) - Laboratory charges 2012

Grading service charges	Price
Pulses – (Peas, Lentils, etc)	\$5.50 / t
General purpose Wheat/Barley	\$1.50 / t
Opinion on samples – Pulses	\$60.00 per sample
Milling/Biscuit wheat	\$3.20 / t
Malting barley	P.O.A.

**Storage Charges**

*SGS New Zealand Ltd.:* (Timaru) - Grain Terminal charges

Standard storage charges are \$0.08 / t / day. Individual silage storage lease P.O.A.

**Receiving and delivery charges**

*SGS New Zealand Ltd.:*

	Grains
Receiving	\$3.40 / t
Delivery to road / ship	\$3.40 / t
Delivery to Pacifica / Toll, FCL	\$3.90 / t

*PGG Wrightson Grain* (Mt Stewart – Gillespies Line) – grain storage is based on around \$0.12 / t / day or \$3.60 / t / month.

A Canterbury company charges up to \$3.50 / t / week for small seeds and up to \$1.80 / t / week for pulses and cereals.

**2.11.4 Seed Testing Fees**

*AsureQuality Ltd.:* (New Zealand Seed Laboratories)

Purity and Germination Tests:	Cost per sample	
	*January-April	May-December
Purity and Germination combined (P&G)	\$192	\$152
Purity only	\$133	\$113
Germination only	\$136	\$117
Germination only, Field Dressed	\$76	\$77

\*Includes an industry agreed surcharge of \$40 for a P&G test to assist in meeting the costs of employing overseas seed analysts to work in NZ from January to April each year.

<b>Additional Tests or Services:</b>	
Endorsed certificate for export	\$91
Downgrading	\$63
Seed weight	\$20
Fluorescence	\$53
Moisture	\$105
Tetrazolium	\$130
Vigour	\$130
Buried clover seed content in soil sample	\$130
Seeds for identification	\$78
Heterogeneity tests	\$980

<b>Seed Health Testing:</b>	
Phyosanitary and Quarantine	
Tests for	- Fungal pathogens \$160
	- Bacteria \$160
	- Viruses \$160
	- Nematodes \$160
Combined Virus Tests	- PSbMV (direct seed ELISA) \$160
	-PSbMV (grow out test 450 seeds) \$1,600

<b>Endophyte Tests - Ryegrass and Fescue:</b>	
Grow out test, 50 seedlings	\$260
Grow out test, 100 seedlings	\$390

<b>Trees:</b>	
Germination and seed weight	\$124
Germination, seed weight and Tetrazolium	\$186
Germination, seed weight, Tetrazolium and moisture	\$211

*SGS New Zealand Ltd.: (Timaru) - Laboratory charges - per sample*

Moisture (NIR)	\$22
Moisture (air oven)	\$65
Moisture/Protein (NIR)	\$27
Germination (Aubrey method)	\$90
Germination (Aubrey method) - with certificate	\$125
Germination (Vitascope method)	\$60
Protein (NIR)	\$22
Admixture	\$25
Kernel weight	\$22
Screenings (Rotary)	\$22
Test weight	\$22
Falling number (meal and flour)	\$40
Black point	\$25
Skinnings	\$25
Full test (Wheat) - M%, P%, Scr%, B/P%, Kg/HI, K/w, F/n, Admix	\$55
Full GP Barley test – M%, Scr%, Kg/HI, Admix	\$40
Full Feed Wheat test - M%, Scr%, Kg/HI, Protein, Admix	\$40
Full Malting Barley test - M%, Scr%, Pro%, Kg/HI, Vitascope, Admix	\$70

## 2.11.5 Crates and Packaging

### Crate Hire

*Turners Logistics – Transport & Packaging:*

F75, F47, F35, D47, T47, F21/28	\$11 deposit plus \$1.10 hire fee + FRC \$0.09
Plastic Bin Folding 1200 x 1000 x 850mm	\$250 deposit plus \$15.75 hire fee + FRC \$1.33
BFG 9 per lift 700L capacity	
Pallet 18 per lift 1200 x 1000mm	\$25 deposit plus \$2.75 hire fee + FRC \$0.23

FRC = Freight Recovery Charge = 8.45%

### Trays

*Huhtamaki Moulded Fibre:*

	Price per 1000
Apple trays	\$180
Pear trays	\$250
Wine packaging	Price per 1000
Stand up wine dividers	\$260
Laydown wine bottle dividers	\$380
Egg Packaging	Price per 1000
Egg cartons - dozens, printed	\$260
Egg cartons - twin sixes	\$270
Egg trays 30 cell / 20 cell	\$195

### Punnets

*Flight Group Ltd:*

Punnets T3289	159 x 114mm Cavity, 900 per ctn	\$135.61 to \$108.26 per thousand
T2189	152 x 108 x 63mm	\$112.35 to \$93.44 per thousand
T1880	6 cavity punnet	\$168.10 to \$140.17 per thousand
T2346	6 cavity punnet	\$136.18 to \$123.05 per thousand
Punnets T1408	100 x 150 x 50mm	\$105.98 to \$95.72 per thousand

### Flower Packing

*NFT Group Ltd:*

Freesia sleeve	perforated 350 x 220 x 80mm	from \$81.00 per 1000
Carnation sleeve	perforated 450 x 270 x 120mm	from \$97.00 per 1000
Spray carnation sleeve	perforated 450 x 210 x 100mm	from \$83.00 per 1000
Chrysanthemum sleeve	perforated 450 x 350 x 150mm	from \$118.00 per 1000
Flower cartons	(extensive range)	from \$1.35
White carton liner	1120mm x 25m roll	\$93.00
Acid free tissue	500 x 750mm. Ream 1000 sheets	\$93.00
Tetron	200mm, 250, 400, 500, 800mm 50m roll	\$50.00 to \$67.00
Calla wrap	Widths: 150mm, 200, 250mm 75m roll	\$42.00
Jap hooks		\$111.00 per 1000
Jap band	Sizes 68W Bag 500	\$33.00
Ice pack, Q500	500gm pack	from \$0.86 each
Ice pack, Thermosorb	6 x 2 sheet	from \$0.78 each

Post harvest treatment for flowers:

Chrysal AVB	1 litre	\$210.00
Chrysal CVB	1000 tablets	\$100.00
Chrysal OVB	5 litres	\$110.00
Chrysal RVB	5 litres	\$230.00
Chrysal SVB	250 pills	\$189.00
Rogard Clear/Gold/Silgard	3.8 litre	\$79.50 / \$71 / \$103
Hydraboost	3.8 litre	\$78.00

*Pacific Growers Supplies Ltd.:*

Freesia sleeve	Plain / Perforated	\$40.13 / \$43.19 per 1000 (<5000)
Spray carnation sleeve	Plain / Perforated	\$47.25 / \$50.06 per 1000 (<2000)
Chrysanthemum sleeve	Plain, small / large	\$64.44 / \$72.00 per 1000 (<3000)
	Perforated, small / large	\$67.88 / \$75.38 per 1000 (<3000)
Orchid polyprop. sleeve	In a range of sizes	\$41.65 - \$70.32 per 1000 (<3000)
Lily sleeves	Plain	\$74.25 - \$84.63 per 1000 (<3000)
	Perforated 2 sides	\$76.94 - \$87.13 per 1000 (<3000)
General purpose sleeve	Plain / Perforated	\$56.81 / \$58.56 per 1000 (<2000)
Polypropylene long rolls	2500m length with varying widths	\$6.06 to \$6.88 per kg
Polypropylene short roll	Plain, 300 and 350 widths x 1000m	\$6.74 per kg
	Perf. 300, 350, 450 widths x 1000m	\$7.56 per kg
Acid free tissue		(5+ packs) \$57.47 per pack
Calla wrap sheets	440 x 250 mm sheets (in bundles of 100)	up to 9 bundles: \$25.25 each
		10 to 59 bundles: \$23.77 each
		60 plus bundles: \$22.28
Calla wrap rolls	200mm x 75m - 1 to 20 rolls	\$33.80 per roll
	200mm x 75m - 20 rolls plus	\$32.33 per roll
Flower boxes with a lid and base	Plain 1200x400x150mm	(up to 100) \$4.14 each
	Printed 200x195x120mm	(up to 100) \$2.56 each

**Kiwifruit Tray Component Prices**

*Zespri International Ltd.:*

Pack	\$1.55
Pallet	\$22.08
Pallet Cap Cardboard	\$2.92
Dust cover	\$1.18
Polyliner	\$0.043
Straps	\$0.042
Seals	\$0.054
EAN label	\$0.0077
Glue and assembly	\$0.57
Corner boards	\$0.94

## Twine

*Fruitfed Supplies: (Donaghys products)*

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No:16 Twine	\$31.20 per ball
No:32 Twine	\$34.40 per ball

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### 2.11.6 Packing Charges - Horticultural Produce

See also *Section 3*, Export Fruit Gross Margins.

#### Apples and Pears

South Island contract packing charges are \$70 for standard bin of apples and \$100 for pears.

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	\$ per TCE gross	\$ per TCE export
Hawkes Bay	\$2.82	\$4.59
Nelson	\$2.62	\$3.50

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*Source: MAF Horticulture and Arable Monitoring Report 2011.*

#### Avocado (*Avocado Industry Council Ltd.*)

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Export avocados	\$4.50 per tray
	\$9 per double layer box
Local market avocados	\$3.50 to \$4.00 per crate

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#### Kiwifruit (Note: These are average costs, which vary by pack type.)

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<i>Seeka Kiwifruit Industries:</i>	Pack and packaging
Hayward CK (Green)	\$1.54 per tray
Gold	\$2.80 per tray

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### 2.11.7 Cool Storage

One Canterbury company charges the following:

#### Blast Freezing (Fresh fruit, vegetables, meat, fish, etc)

Depending on volume and sorting requirements, up to 10 cents per kg.

#### Storage (Depending on volume involved and occupancy period)

- Chilled - up to \$20.00 per tonne per calendar month or part thereof
- Frozen Fresh Fruit - \$25.00 per tonne per calendar month or part thereof
- Vegetables - up to \$20.00 per tonne per calendar month or part thereof
- Meat – up to \$28.00 per tonne per calendar month or part thereof
- Fish – up to \$22.00 per tonne per calendar month or part thereof

#### Sorting/Picking Charges

These are extra, depending on requirements

### 2.11.8 Pollination

Also see *Section 1.15.5* Pollination and *1.15.6* Live Bees



## Hive Hire

One Hawkes Bay company charges the following:

Stone and pipfruit:	\$90 to \$100 per hive
Kiwifruit:	\$140 to \$160 per hive

### Canterbury:

Vegetable seeds i.e. Cabbage, Cauliflower and Radish	\$170 per hive
Clover	\$160 per hive
Carrot	\$180 per hive

	2008/2009	\$ per hive 2009/2010	2010/2011
Pipfruit, stonefruit, berries	\$55 to \$96	\$52.50 to \$96	\$60 to \$120
Kiwifruit:			
Hawkes Bay	\$140 to \$160	\$145 to \$170	\$104 to \$160
Auckland	\$115 to \$150	\$120 to \$150	\$120 to \$150
Bay of Plenty	\$110 to \$160	\$120 to \$175	\$110 to \$178
Nelson	\$125 to \$145	\$125 to \$145	\$120 to \$150
Canola & small seeds (carrots)	\$120 to \$180	\$100 to \$150	\$120 to \$150

Prices at lower end are for hives delivered to depot sites. Higher end prices include delivery to orchard and sugar for 3 to 4 one litre feeds to stimulate bees to collect pollen.

*Source: MAF Horticulture and Arable Monitoring Report 2011.*

## Hive Purchase

5 frame nucleus \$80.00

These contain 5 frames of bees and a queen. 1 frame of honey. NB. The box and lid is returned.

Single brood box hives. \$180.00

These do not have a lid or floor. Only two mats – one top and bottom to retain bees, 9 frames within, bees and queen. Two frames of honey included.

## Bumble Bees

*Zonda Beneficials*: per hive (freight not included)

Serves up to 1,500 square metres. Both indoor and outdoor. \$75 to \$131.25

### 2.11.9 Weighbridge Charges

*Fulton Hogan Quarries* (Canterbury) - \$12.00 per weigh. (2010 price)

*Parkside Quarries Ltd*: (Oamaru Stone)

Certified weighbridge available at \$6.50 per weigh for outside products eg logs, barley etc

## 2.12 REPAIRS AND MAINTENANCE

Expenditure on repairs and maintenance varies widely between farm types, districts and seasons. Farm profitability or otherwise is very often a major factor. The data below should be used as a guide only.

### 2.12.1 Total Repairs and Maintenance per Farm/Orchard

<b>Sheep and Beef</b>	(per su)
Northland	\$6.34
Waikato/Bay of Plenty Intensive	\$3.76
Central North Island Hill Country	\$3.72
Gisborne Hill Country	\$4.70
Hawkes Bay/Wairarapa Hill Country	\$4.17
Western Lower North Island Intensive	\$5.11
South Island High Country	\$3.41
Canterbury/Marlborough Hill Country	\$5.00
Canterbury/Marlborough Breeding and Finishing	\$5.12
Otago Dry Hill	\$3.68
Southland/South Otago Hill Country	\$5.47
Southland/South Otago Intensive	\$5.76
<b>National</b>	<b>\$4.66</b>
<b>Dairy</b>	(per cow)
Northland	\$108
Waikato/Bay of Plenty	\$96
Taranaki	\$100
Lower North Island	\$126
Canterbury	\$131
Southland	\$115
<b>National</b>	<b>\$114</b>
<b>Deer</b>	(per su)
North Island	\$5.16
South Island	\$5.01
<b>Arable</b>	(per ha)
Canterbury	\$119
<b>Horticulture</b>	(per ha)
Kiwifruit	\$1,980
Hawkes Bay Pipfruit	\$718
Nelson Pipfruit	\$819
<b>Viticulture</b>	
Marlborough	\$313
Hawkes Bay	\$480

Source: MAF Horticulture and Pastoral Monitoring Reports 2011.

### 2.12.2 Repairs and Maintenance - Farm Improvements, Plant and Machinery

Where precise information is unavailable, expenditure on repairs and maintenance of farm improvements and plant may be estimated by using the following rates:

% capital value per annum

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Dwellings	1 to 3%	depending upon the age of the building
Farm buildings	1 to 3%	
Piggeries	2 to 5%	
Water supply	Up to 5%	depending on water type
Implements and plant	5 to 15%	depending upon use
Roads, tracks and culverts	1 to 5%	depending on locality
Yards and dip	2.5 to 5%	
Fences	1%	

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#### Farm Vehicles

Where no other figures are available use 100% of cost over the economic life of the vehicle. See *Section 2.13.2* for tractor examples.

## 2.13 VEHICLE EXPENSES

### 2.13.1 Total Vehicle Running Expenses

The following figures can be used as estimates for budgeting purposes where details are not available for the farm or orchard. Depending on the locality and type of property, typical total vehicle running expenses (including, oil, repairs and maintenance, registration etc) but excluding fuel costs on all farm vehicles including private car use, are as follows:

<b>Sheep and Beef</b>	(per su)
Northland	\$2.71
Waikato/Bay of Plenty Intensive	\$1.65
Central North Island Hill Country	\$1.54
Gisborne Hill Country	\$1.92
Hawkes Bay/Wairarapa Hill Country	\$1.77
Western Lower North Island Intensive	\$2.65
South Island High Country	\$1.88
Canterbury/Marlborough Hill Country	\$1.95
Canterbury/Marlborough Breeding and Finishing	\$2.52
Otago Dry Hill	\$2.43
Southland/South Otago Hill Country	\$2.28
Southland/South Otago Intensive	\$2.24
National	\$2.06
<b>Dairy</b>	(per cow)
Northland	\$46
Waikato/Bay of Plenty	\$35
Taranaki	\$44
Lower North Island	\$36
Canterbury	\$33
Southland	\$45
National	\$38
<b>Deer</b>	(per su)
North Island	\$2.43
South Island	\$2.69
<b>Arable</b>	(per ha)
Canterbury	\$83
<b>Horticulture</b>	(per ha)
Kiwifruit (including fuel)	\$1,460
Hawkes Bay Pipfruit	\$573
Nelson Pipfruit	\$663
<b>Viticulture</b>	
Marlborough	\$130
Hawkes Bay	\$220

Source: MAF Horticulture and Pastoral Monitoring Reports 2011.

For details see individual items in this section.

See also *Section 2.12.2* for estimates of the repairs and maintenance component of expenditure on motor vehicles.

### 2.13.2 Tractor Running Costs

A useful calculation to determine the fuel requirements of a tractor is 0.2 litres per kilowatt hour but fuel usage varies widely depending on implement being used.

Guide to Tractor Fuel Requirements for Individual Field Operations.

Operation	(Approx) Fuel Consumption litre/ha
Subsoiling	15
Ploughing	21
Heavy cultivation	13
Light cultivation	8
Rotary cultivation	13
Fertiliser distribution	3
Grain drilling	4
Rolling	4
Mowing, tedding, baling	3
Forage harvesting	15
Spraying	1

Source: "Choosing and Using Farm Machines", B. Whitney, 1988. Note these data should be compared with – eg <http://tractortestlab.unl.edu/> Nebraska Tractor Test Laboratory, based at East Campus of the University of Nebraska, Lincoln, USA.

Guide for fuel consumption under minimum cultivation and normal cultivation conditions.

(This guide is based on 0.2 and 0.3 litres per kW hour and may differ significantly from your own tractor)

Tractor Power		Minimum Cultivation (0.2 l per kW hr)	Normal Cultivation (0.3 l per kW hr)
HP	kW		
16	11.5	2.3 l / hr	3.5 l / hr
30	22.0	4.4 l / hr	6.6 l / hr
40	30.0	6.0 l / hr	9.0 l / hr
50	37.0	7.4 l / hr	11.1 l / hr
64	48.0	9.6 l / hr	14.4 l / hr
75	55.7	11.1 l / hr	16.7 l / hr
80	60.0	12.0 l / hr	18.0 l / hr
103	77.2	15.4 l / hr	23.2 l / hr
160	119.0	23.8 l / hr	35.7 l / hr

Total Tractor Running Costs - Examples

#### (i) 67 kW (90 HP) 4WD Tractor

Replaced after 3,500 hours (6 years) Initial Cost \$80,000; Resale price \$44,000

Running: Average 585 hours per year

Fixed costs per annum:	
Opportunity cost \$80,000 at 5% (Real)	\$4,000.00
Replacement cost \$80,000 - \$44,000	
\$36,000 x sinking fund factor (5% for 6 years) 0.1470175	\$5,292.63
Annual licensing fee	\$37.79
Insurance (full replacement)	\$800.00
	\$10,130.42
Total fixed cost per hour (585 hours/year)	\$17.32

<b>Variable costs per hour:</b>		
Fuel usage - 14 litres at \$1.37 per litre - based on minimum cultivation conditions	\$19.18	
Oil and filters 15% of fuel cost	\$2.88	
Repairs and maintenance 100% of purchase price over 'economic life' of tractor (10,000 hrs)	\$8.00	
Total variable costs per hour excluding labour		\$30.06
<b>Total cost (fixed plus variable) per hour</b>		<b>\$47.38</b>

**(ii) 115 kW (150 HP) 4WD Tractor**

Replaced after 4,000 hours (6 years) Initial Cost \$140,000; Resale price \$75,000

Running: Average 670 hours per year

<b>Fixed costs per annum:</b>		
Opportunity cost \$140,000 at 5% (Real)	\$7,000.00	
Replacement Cost (\$140,000 to \$75,000)		
\$65,000 x Sinking fund factor (5% for 6 years) 0.1470175	\$9,556.14	
Annual licensing fee	\$37.79	
Insurance (full replacement)	\$1,400.00	
		\$17,993.93
Total fixed cost per hour assuming 670 hours per year		\$26.86

<b>Variable costs per hour:</b>		
Fuel usage - 23 litres at \$1.37 per litre - based on minimum cultivation conditions	\$31.51	
Oils and filters 15% of fuel cost	\$4.73	
Repairs and maintenance 100% of purchase price over 'economic life' of tractor (10,000 hrs)	\$14.00	
Total variable cost per hour excluding labour		\$50.24
<b>Total cost (fixed plus variable) per hour</b>		<b>\$77.10</b>

**(iii) 165 kW (215 HP) 4WD Tractor**

Replaced after 4,500 hrs (6 years) Initial Cost \$175,000; Resale price \$96,250

Running: Average 750 hours per year

<b>Fixed costs per annum:</b>		
Opportunity cost \$175,000 at 5% (Real)	\$8,750.00	
Replacement cost (\$175,000 - \$96,250)		
\$78,750 x Sinking fund factor (5% for 6 years) 0.1470175	\$11,577.63	
Annual licensing fee	\$37.79	
Insurance (full replacement)	\$1,750.00	
		\$22,115.42
Total fixed cost/hour assuming 750 hours per year		\$29.49
<b>Variable costs per hour:</b>		
Fuel usage - 33 litres at \$1.37 per litre - based on minimum cultivation conditions	\$45.21	
Oil and filters 15% of fuel cost	\$6.78	
Repairs and maintenance 100% of purchase price over 'economic life' of tractor (10,000 hrs)	\$17.50	
Total variable cost per hour excluding labour		\$69.49
<b>Total cost (fixed plus variable) per hour</b>		<b>\$98.98</b>

### 2.13.3 Car Operating Costs

#### Car Operating Costs

Petrol-driven vehicles estimated on 14,000km per year, first five years of ownership. Fluctuating fuel prices have minimal effect on overall costs.

Engine Capacity	Up to 1,500cc New RRP to \$34,000	1,501- 2,000cc New RRP to \$42,000	2,001 to 3,500cc New RRP to \$60,000	above 3,500cc New RRP to \$75,000
Avg value of vehicle surveyed	\$29,077	\$34,284	\$47,462	\$66,893
<b>Fixed Costs</b>				
Average value at start of third year	\$15,992	\$18,385	\$29,245	\$48,229
Annual relicensing	\$288	\$288	\$288	\$288
Insurance - Comprehensive, No Claim	\$677	\$750	\$761	\$1,089
Warrant of Fitness annually for the first six years	\$49	\$49	\$49	\$49
Total Outlay	\$17,006	\$19,472	\$30,383	\$39,654
Interest on outlay	\$799	\$915	\$1,428	\$1,864
Capital Cost (Outlay + Interest)	\$17,805	\$20,387	\$31,811	\$41,518
Depreciation at third year	\$2,719	\$3,635	\$4,725	\$7,078
Depreciation Value	\$13,273	\$14,750	\$24,560	\$31,151
Total Fixed Costs	\$4,532	\$5,637	\$7,251	\$10,367
Fixed Costs per Day	\$12.42	\$15.44	\$19.87	\$28.40
<b>Running Costs</b>				
Petrol - Litres used per 100km	6.40	7.54	8.95	11.17
Litres used over 14,000km	896	1,055.60	1,253	1,564
Cost of fuel annually at \$2.10/l	\$1,881.60	\$2,216.76	\$2,631.30	\$3,284.40
Cost of oil	\$79.33	\$79.33	\$79.33	\$79.33
Tyres annual cost	\$321.03	\$379.71	\$473.59	\$695.00
Repairs and Maintenance	\$596.84	\$633.82	\$635.35	\$650.47
Total Running Costs	\$2,878.80	\$3,309.62	\$3,819.57	\$4,709.20
Running Cost per km	20.6c	23.6c	27.3c	33.2c
<b>Fixed Costs Plus Running Costs</b>	<b>\$7,410.88</b>	<b>\$8,946.71</b>	<b>\$11,070.59</b>	<b>\$15,076.26</b>
Cost cents per km	52.9	63.9	79.1	107.7
Previous Year	52.7	63.1	78.1	106.3
Percentage difference over last year	0.4%	1.3%	1.25%	1.31%
Overall costs have decreased by -	1.1%			

Source: Automobile Association 2012 report

## Diesel Running and Operating Costs.

Figures based on 14,000km per year for the first five years of ownership.

	Up to 1500cc new RRP to \$37,000	1501 to 2,000cc new RRP to \$46,000	2,001 to 3,000cc new RRP to \$60,000	3,000+ cc new RRP to \$88,000
Average value of vehicle surveyed	\$32,093	\$39,768	\$50,443	\$73,810
Avg value at start of 3 <sup>rd</sup> year:	\$19,306	\$22,840	\$30,313	\$45,883
Annual relicensing	\$418	\$418	\$418	\$418
Insurance (Comprehensive, no claim)	\$779	\$797	\$949	\$1,095
WOF annually first 6 years	\$49	\$49	\$49	\$49
Total Outlay	\$20,552	\$24,103	\$33,219	\$47,445
Interest on outlay	\$966	\$1,133	\$1,491	\$2,230
Capital Cost (Outlay + Interest)	\$21,518	\$25,236	\$33,219	\$49,675
Depreciation at 3 <sup>rd</sup> year	\$3,282	\$4,137	\$4,625	\$6,896
Depreciation Value	\$16,024	\$18,703	\$25,687	\$38,987
Total Fixed Costs	\$5,494	\$6,533	\$7,532	\$10,688
Fixed costs per day	\$15.05	\$17.90	\$20.64	\$29.28
<b>Flexible Running Costs</b>				
Diesel litres used per 100km	4.43	6.08	8.91	9.92
Litres used over 14,000km	619.50	851.20	1,247.80	1,388.30
Cost of fuel annually at \$0.99	\$898.28	\$1,234.24	\$1,809.31	\$2,013.04
Road User Charges	\$672.00	\$672.00	\$672.00	\$672.00
Cost of oil	\$107.33	\$107.33	\$107.33	\$107.33
Tyres cost per year	\$325.76	\$337.93	\$506.36	\$606.35
Repairs & Maintenance	\$594.52	\$732.51	\$854.68	\$1,100.33
Total Running Costs	\$2,597.3	\$3,084.01	\$3,949.69	\$4,499.05
	6			
Running Cost per km	18.6c	22.0c	28.2c	32.1c
<b>Fixed Cost + Running Cost</b>	<b>\$8,091.3</b>	<b>\$9,617.20</b>	<b>\$11,481.60</b>	<b>\$15,187.45</b>
	5			
Cost cents per km	57.8	68.7	82.0	108.5
Previous year	56.1	65.3	80.9	106.4
Percent difference over last year	3%	5.2%	1.37%	1.95%
Overall costs have increased by	2.9%			

Source: Automobile Association 2012 report



### 2.13.4 Fuel, Oil and Grease

Petrol - Jan 2012	- Unleaded (91 octane)	\$1.86 to \$1.88 per litre
	- Unleaded (96 octane)	\$1.90 to \$1.92 per litre
Diesel - Jan 2012		\$1.35 to \$1.37 per litre

**Note:** Petrol and diesel prices are bulk delivered to farm. Prices are for deliveries to Zone 1 (0 to 65km from nearest bulk terminal.) Deliveries beyond Zone 1 are subject to additional freight charges.

Oil	Container size	Wholesale (delivered)
Super tractor oil 15W40	200 litre	\$1,149.86
Gear oil 80W90	200 litre	\$1,241.28
	20 litre	\$128.60
Two stroke oil	20 litre	\$114.91
Hydraulic fluid 46	200 litre	\$882.00
	20 litre	\$93.80
Antifreeze	20 litre	\$126.78
Grease		
Heavy duty grease	20kg	\$279.72
Multi-purpose grease cartridges	12 x 0.4 kg	\$54.60
Multi-purpose grease pail	20 kg	\$242.83

### 2.13.5 Tyres and Tubes

*Bridgestone New Zealand Ltd:*

	Price range
<b>Radial tractor tyres:</b>	
85 series 280/85R20 to 520/85R38 Firestone Performer 85	\$788 to \$2,988
70 series 320/70R24 to 580/70R38 Firestone Performer 70	\$1,041 to \$4,155
65 Series 440/65R24 to 650/65R42 Firestone R9000 Evolution	\$1,563 to \$5,231
<b>Bias ply tractor tyres:</b>	
8.3- 24 to 12.4- 36 Bridgestone Farm service Lug	\$376 to \$717
18.4-34 to 12.4-42 Firestone	\$1,637 to \$1,784
<b>Tractor rib tyres:</b>	
11L15 to 1100-16 Firestone Guide Grip 3 Rib	\$220 to \$497
<b>Implement tyres:</b>	
8.5L14 to 750-20 Firestone Farm Implement	\$273 to \$494
10.0/75-15.3 to 11.5/80-15.3 Firestone Farm Transport	\$336 to \$569
<b>Construction tyres:</b>	
14.9-24 to 16.9-28 Firestone All Traction Utility	\$1,236 to \$1,480
10-16.5 to 12-16.5 Firestone Duraforce	\$389 to \$575
<b>Forestry tyres:</b>	
18.4-26 to 35.5-32 Firestone Forestry Special	\$3,293 to \$10,605
<b>Tubes:</b>	
400-12 to 18.4-46 Tractor and Forestry tubes:	\$21 to \$611

### 2.13.6 Licensing/Road Charges

#### Re- Licensing Fees - (12 months) as at 1 May 2011 (including GST)

Type	Usage	Petrol	Diesel
Private Car/Van	Private Passenger Usage	\$287.75	\$417.61
Trailer	up to 3500kg	\$35.79	
Motorbike	Exempt class B	\$37.79	

6-month licences are available and are usually approximately 50% of the 12 month fees.

#### Road User Charges (RUC)

The cost of using New Zealand roads is recovered from road users via levies included in the price of some fuels or via Road User Charges (RUC).

A vehicle subject to RUC is any vehicle that is powered by a fuel not taxed at source or has a manufacturer's gross laden weight of more than 3.5 tonnes (3500kg). Where the manufacturer's gross laden weight is more than 3.5 tonnes (3500kg) an approved hubodometer must be fitted to a non-lifting axle on the left-hand side of the vehicle. A current RUC licence label must be displayed while operating the vehicle on public roads.

Fuels taxed at source are petrol, compressed natural gas (CNG) and liquified petroleum gas (LPG).

Rates for road user charges licences will no longer be set in a graduated scale with one-tonne increments. Instead, the charges are going to be set in weight bands that will simplify the scale of charges greatly. For example:

RUC Type	Description	Weight Band	\$ / 1,000km
1	Powered vehicles with 2 axles (except type 2 vehicles)	Not more than 3.5 tonnes	\$48.00
		More than 3.5 -not more than 6 tonnes	\$55.00
		Any RUC weight of more than 6 t	\$150.00

RUC Type	Description	Weight Band	\$ / 1,000km
2	Powered vehicles with 1 single-tyred spaced axle & 1 twin-tyred spaced axle	Not more than 6 tonnes	\$52.00
		More than 6 tonnes - not more than 9t	\$79.00
		More than 9 tonnes - not more than 12t	\$118.00
		Any RUC weight more than 12t	\$251.00

#### Main changes under the new system include

- heavy vehicle operators no longer nominating a licence weight. Each vehicle will instead have its own permanent RUC type and RUC weight assigned.
- removing supplementary licences - additional charges will apply for overweight loads on a one-off basis and high productivity vehicles.
- removal of the time licence system.
- changes to the current exemption regime.
- new record-keeping requirements.
- new approach to offences and penalties.
- new assessment procedures.

### Supplementary and time licences

Supplementary licences and time licences will not be part of the new RUC system. While supplementary licences will no longer exist, additional charges will apply for:

- overweight loads on a one-off basis (eg when moving heavy machinery)
- high-productivity vehicles. Vehicles that are currently subject to time licences will be exempt from the new Act, but will continue to contribute to road maintenance costs by paying annual licence fees. In some instances those fees will be increased.

There is also a **transaction fee** when you buy each licence, regardless of the distance you purchase. The fee is based on how you pay.

- Counter sale through a RUC agent or purchased online, \$9.78 per licence
- Phone or fax: \$7.13 per licence
- RUC card at BP shops and truckstops: \$5.18 per licence
- Direct connects (for fleet vehicles only): \$3.45 per licence

### 2.13.7 Combine Harvester Running Costs

**353 kW (473 HP) Header Harvester** - Total Running Costs:

Replaced after 3,000 hours (15 years) 200 hours per year

Initial Cost \$550,000; Trade in Value \$220,000

<b>Fixed costs per annum:</b>		
Opportunity cost \$550,000 at 5% (Real)	\$27,500.00	
Replacement cost (\$550,000 - \$220,000)		
\$330,000 x sinking fund factor		
(5% for 15 years) 0.0463423	\$15,292.95	
Annual licence (6 months)	\$21.70	
Insurance (estimate)	\$5,500.00	
<b>Total fixed costs</b>		<b>\$48,314.65</b>
<hr/>		
<b>Total fixed costs per hour assuming 200 hrs per year</b>		<b>\$241.57</b>
<b>Variable costs per hour:</b>		
Fuel 45 litres at \$1.37 per litre	\$61.65	
Oil and filters 15% of fuel cost	\$9.25	
Repairs and maintenance 100% of purchase price over economic life (5,000 hours)	\$110.00	
<b>Total variable costs per hour excluding labour</b>		<b>\$180.90</b>
<b>Total costs (fixed plus variable) per hour</b>		<b>\$422.47</b>

## 2.14 PROFESSIONAL FEES

### 2.14.1 Accountancy Fees

#### Accountancy Fees

Accountants base their fees on input of time taken in compiling financial statements, tax returns and other services. Some of the reasons why fees vary considerably (time being one of the most important factors) are:

- The adequacy of the presentation of farm records to the accountant by the farmer;
- The form of ownership – individual, company or partnership, and if there is a trust entity involved;
- The amount of information the farmer wants: advice on management, financial advice, trial balances, etc;
- The degree of intensification of the farming operations;
- The amount of administration undertaken by the accountant, ie GST returns, budgetary control, receiver/payee of all income/expenditure, budget/cashflow preparation for the farmer;
- **The accuracy, detail and consistency of information provided, is far more important than the method of presentation.**

Fees typically charged for pastoral, dairy and cropping farms are from \$3,500 to \$5,000 per annum, with clients doing their own GST processing, and providing reasonably tidy data on approved software.

If the entity is a company, which owns land, stock and plant, add \$600 for the extra compliance requirements. If a multiple entity ownership structure is adopted, eg a trust owning the land, and the stock and plant owned by a trading partnership, add \$500 to \$1,000. For specific one-off assignments, eg the restructuring of the ownership, a separate fee would be charged. Accountants can be asked for estimates of costs of various services after they have a complete awareness of the structures and business involved.

Due to the increase in technology, accountants staff input on your average job has decreased. Accountants' costs have increased, eg wages, electricity, etc but technology has to a certain extent offset this.

Also clients mindful of cost have put more effort into ensuring their records are of a better standard. Having said that, accountants' fees tend to increase each year.

Many dairy farmers are a special case. Due to the cost of entry and therefore quite often the complicated ownership structure, also the substantial wealth and income involved, dairy farmers now use their accountant much more. Many now see their accountant not just as a compliance requirement, but as someone who is part of the management team due to the amount of capital involved, and the high income and expense figures. Therefore the accountant is spending much more time on those clients' affairs, and this is reflected in the fee charged.

### **2.14.2 Farm Consultancy Charges**

Charge out rates are now \$135 to \$160 per hour with difficult and litigious projects at \$240 per hour.

Travelling expenses range between 80c and \$1.50 per km.

*Livestock Improvement Corporation* offers the *FarmWise* service which makes highly experienced advisors available to individual farmers. Half day visits, typically three hours, start at \$580. The frequency is customised for each individual, typically every four to eight weeks. Services cover all aspects of dairy farming.

### **2.14.3 Land Transfer Fees**

*Land Information New Zealand* charges this fee on all land transactions, such as transfers, mortgages, discharges and related documents. Registration of any instrument (transfer, mortgage, discharges and withdrawals) is \$176.00 over the counter but \$80.00 if electronic. An additional fee of \$20 per instrument applies for manual priority lodgements. A Title search costs \$15.00 manually and \$5 electronically. A New Title fee is \$135 (new computer registers -manual and electronic).

All fees are GST incl., as at July 2011. Sourced from LINZ. Crown Copyright reserved.

### **2.14.4 Legal Fees**

Fees take into account the nature of the job and expenses incurred by the solicitor or law firm. In general they are based on an hourly rate (in the region of \$200 to \$375 plus GST.) Lawyers are encouraged to give written estimates for the cost of a job. Anyone seeking a solicitor's help or advice should ask for an estimate (in writing) and both parties should have a clear understanding of what work that estimate is to cover. Lawyers are also required to charge in accordance with Law Society costing guidelines

### **Property Purchase**

Fees charged vary widely depending on circumstances and how much work is involved. They are generally around \$900 to \$1,700 for the average residential property sale/purchase situation, depending on whether finance is required. Lawyers should be able to provide accurate quotes or estimates for residential purchases. The Canterbury earthquakes have impacted on the level of fees charged for property transactions in those areas more badly affected.

Sales and Purchases of farms of whatever type are more difficult to accurately quote, due to the larger number of variables involved. They will generally range between \$3000 to \$25,000 plus GST but sometimes significantly more.

Where the vendor is registered for GST and there is a dwelling house on the property, there is deemed to be two supplies – exempt supply (dwelling and curtilage) and a taxable supply (balance of property). The two must be arrived at by an apportionment along IRD guidelines and definitions. This can be completed by a registered valuer, or by Darrochs at a cost of approximately \$300. An example of where a dwelling and curtilage is required is where a residential use is combined with commercial/industrial use, as in many lifestyle blocks and farms. The GST legislation was changed recently to enable most transactions to be zero rated where both the vendor and purchaser are registered for GST.

## **Family Trusts**

A trust is a legal arrangement between two parties where one party (the trustee) holds assets for the benefit of others (the beneficiaries). The trustee becomes the legal owner of the trust and all the assets contained in it.

Cost to set up a family trust depends on a range of factors such as property and other assets contributed, gifting and other complexities. Different lawyers also charge different rates.

Prices range from \$1,000 for just the trust document to \$3,000 and up when all costs of transferring assets and other costs are taken into account. There is no longer gift duty payable on gifts now which means assets of any value may be given to a trust.

### **2.14.5 Real Estate Charges**

There is no scale or recommended fee relating to any real estate transaction. However, most agents work on a commission basis. The most common fee structures are in the following approximate ranges:

#### Farm Sales:

\$375 base fee plus 3.75% of the consideration to \$350,000 and then 2% thereafter, plus G.S.T. Depending on the degree of exposure required marketing packages are tailored to a client's needs and budget, and high profile advertising is generally an investment by the vendor.

#### Auction Sales (Sales other than mortgagee sales):

In general these are levied at the same rate as residential sales. The auctioneer may, in addition and with the vendor's authority, charge to the vendor all auction advertising, flagging, other promotional costs and disbursements.

In addition, an auctioneer may levy an offering fee if the property is not sold at auction or, alternatively, seek a term of sole agency after the auction sale to enable a sale to be concluded.

### **2.14.6 Valuation Charges**

One Canterbury valuer's typical charges are:

There is a lot of competition for work so fees have a wide range.

High Country run \$2500 and up

Dairy farm \$3000 and up

Sheep farm \$1500 and up

Life style blocks \$650 to \$800

Residential Rural townships \$450

Residential Christchurch \$450 to \$600

All these plus GST

Charges include travel and disbursements

Hourly rate \$150 to \$250

A valuer in the Waikato region gave the following examples of likely charges plus disbursements such as title searches, mileage etc

For valuation of a 70ha dairy farm charges are usually around \$2,000.

For valuation of a rural residential property charges are \$500 to \$700.

### 2.14.7 Survey Fees

*Aurecon NZ Limited:*

Subdivision of rural property requires an application to Council in terms of the District Plan. In conjunction with the Subdivision Application additional applications may also be required for Land Use matters, Earthworks, Stormwater Discharge, etc. After Subdivision Consent has been granted and the subdivision conditions accepted a legal Land Transfer Survey is completed so that new Certificates of Titles can be issued.

Survey consultants fees for typical subdivisions are charged on a time and expense basis and will vary depending on the location, size and complexity of the property being subdivided. Detailed estimates would be provided, however as a guide the following survey fees are anticipated. Costs to comply with any subdivision consent conditions, such as the provision of access and services, would be additional to the following fees.

Smaller subdivision - typically 2 to 3 lots	\$6,000 to \$10,000
Medium size subdivision - typically 3 to 10 lots	\$10,000 to \$30,000
Large subdivisions	from \$30,000
Council processing fees	\$2,000 to \$5,000
Council Development Contributions (costs per allotment as assessed by Council)	

#### *Land Information New Zealand fees*

The base fee for a survey plan, not covered by Cadastral Survey is \$223 (no parcel fees). Issuing appellations by endorsement have a base fee of \$100 plus \$22 for additional parcels. Statutory certifications attract a standard fee of \$67.50 but for legal description only, \$22. In addition there are solicitor's fees and costs of complying with Council's subdivision conditions (eg water supply, access etc).

All fees are GST incl.

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## 2.15 ADMINISTRATION EXPENSES

Refer also to *Section 2.14*. Professional Fees

### 2.15.1 Average Administration Costs

Total annual administration expenses vary widely between farms and orchards.

The following are indicative costs:

<b>Sheep and Beef</b>	(per su)
Northland	\$7.37
Waikato/Bay of Plenty Intensive	\$8.20
Central North Island Hill Country	\$6.78
Gisborne Hill Country	\$7.63
Hawkes Bay/Wairarapa Hill Country	\$7.75
Western Lower North Island Intensive	\$9.59
South Island High Country	\$7.00
Canterbury/Marlborough Hill Country	\$7.36
Canterbury/Marlborough Breeding and Finishing	\$8.60
Otago Dry Hill	\$5.81
Southland/South Otago Hill Country	\$6.46
Southland/South Otago Intensive	\$8.54
<b>National</b>	<b>\$7.59</b>
<b>Dairy</b>	(per cow)
Northland	\$118
Waikato/Bay of Plenty	\$131
Taranaki	\$129
Lower North Island	\$141
Canterbury	\$132
Southland	\$108
<b>National</b>	<b>\$127</b>
<b>Deer</b>	(per su)
North Island	\$8.99
South Island	\$7.61
<b>Arable</b>	(per ha)
Canterbury	\$210
<b>Horticulture</b>	(per ha)
Kiwifruit	\$3,440
Hawkes Bay Pipfruit	\$2,236
Nelson Pipfruit	\$2,619
<b>Viticulture</b>	
Marlborough	\$927
Hawkes Bay	\$1,306

*Source: MAF Horticulture and Pastoral Monitoring Reports 2011.*



## 2.15.2 Telephone and Internet Costs

*Telecom: GST Inclusive*

Residential Home Packages		
Package	Features	Mthly Fee
Total Home	Landline, 120GB broadband, unlimited local calls.*	\$105.00
Total Home Lite	Landline, 30GB broadband, one favourite number - unlimited calling, (up to two more at \$6 each.)*	\$85.00
Total Home Starter -City	Landline, 5GB broadband, 31c/min national*	\$75.00
Outside Akl,Wgtn,Chch		\$80.00
Anytime Rates:		
Akl, Wgtn, Chch	18c natl, 39c telecom mob. 48c mob \$2.50 cap	\$46.00
Canterbury Regional	18c natl, 39c telecom mob. 48c mob \$2.50 cap	\$51.00
Standard RateWgtn, ChCh	31c natl, 49c telecom mob. 55c mob. \$3 cap	\$41.60
Akl	31c natl, 49c telecom mob. 55c mob. \$3 cap	\$45.75
Rest of NZ	31c natl, 49c telecom mob. 55c mob. \$3 cap	\$50.23

\* Terms and Conditions Apply. Extra fees for outside main centres.

Smartpack	Call minder, caller display, call waiting	\$12.95 or \$10 if calling is with Telecom
Call Plans:		
Talk it up Neighbouring area + mthly landline plan charges		\$5.00
Talk it up Down under + mthly Homeline/Anytime charges*		\$10 to \$25.00
Talk it up NZ & Overseas + mthly Homeline/Anytime charges*		\$39 to \$45.00

\* some discounts available with Total Home plans

*Ihug: (Subject to change)*

Dial up charges: Unlimited hours per month (needs phone line) \$20.45/month.

Broadband internet charges: (plus home phone and calling)

Plan	Data	Monthly cost
Basic	3GB	\$70.00
Easy	8GB	\$80.00
Ideal	40GB	\$90.00
Ultimate	80GB	\$100.00
Prepay Mobile Broadband	Vodem Stick + Other Plan	\$99.00
Homeline:		
Home phone Landline	\$40 / month	Wireless Home phone \$25 / month

*Slingshot:*

Dial up charges:

\$11 per month for the first 30 hours and then \$1.50 per hour.

\$14 per month (\$18 per month if you're not a Slingshot tolls customer) for unlimited dial-up access.

Dial-up is billed monthly if you have your dial-dial toll calling with Slingshot. Otherwise, it's billed quarterly.

**Broadband internet charges:**

High Speed Plans	Data Gb / mth	Cost per month
Broadband 10	10 Gb	\$30.00
Broadband 50	50 Gb	\$40.00
Broadband 100	100 Gb	\$50.00
Broadband Unlimited	Unlimited	\$60.00
Broadband Naked 30	30 Gb	\$80.00
Broadband Naked Unltd	Unlimited	\$90.00

Broadband 10, 50, 100 and UNLIMITED cost an additional \$10 per month if there is no with Slingshot OR an additional \$5 per month if you only have Slingshot tolls. Broadband NAKED uses your existing phone line but if you plug a normal phone into your phone jack you won't have a dial-tone or be able to use it to make calls incl. emergency calls (111). If you switch to Broadband NAKED you'll lose your existing telephone number. See other conditions.

**Mobile Phone Plans***Telecom:*

Plan	Mthly Fee	Included Minutes	Additional Minutes
Talk & Txt Anytime			
50 Anytime	\$30.00	50	\$0.79 / min
100 Anytime	\$40.00	100	\$0.69 / min
200 Anytime	\$60.00	200	\$0.59 / min
300 Anytime	\$80.00	300	\$0.49 / min
500 Anytime	\$120.00	500	\$0.49 / min
1000 Anytime	\$170.00	1,000	\$0.49 / min
Smartphone Plans			
	Mthly Fee	Incl Minutes + Data	Additional min+data
50 Anytime	\$40.00	50 + 500MB	\$0.79/min +10c/MB
100 Anytime	\$60.00	100 + 1GB	\$0.69/min +10c/MB
200 Anytime	\$80.00	200 + 1GB	\$0.59/min + 10c/MB
500 Anytime	\$140.00	500 + 3GB	\$0.49/min + 10c/MB
650 Anytime	\$170.00	650 + 3GB	\$0.49/min + 10c/MB

**Mobile Broadband Plans (via T-Stick)***Telecom:*

Postpaid Plan (+cost of T-Stick)	Mthly Fee	Mthly data allowance	Additional data
2GB	\$60.00	2GB	\$60.00 for another 2GB then 10c/MB
4GB	\$80.00	4GB	\$80.00 for another 4GB then 10c/MB
Prepaid Plan (+cost of T-Stick)			
Incl MB calendar month expiry			
500MB	\$25.00	500MB	\$1 / day up to 10MB then \$1 per MB when using over 10MB
2GB	\$50.00	2GB	\$1 / day up to 10MB then \$1 per MB when using over 10MB

**MetPhone** - *The New Zealand Meteorological Service* provides a telephone weather forecast service for the whole of the country. Forecasts can be accessed from any part of New Zealand through *Telecom* for a charge of \$1.30 a minute. Forecasts for each region can be obtained by phoning 0900 999 then the area code for your region e.g. 03 for the South Island or 09 for the Auckland, Northland region.

**MetPhone Mountain and Ski Info**

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Central North Island	0900 999 15
Nelson Lakes	0900 999 02
Canterbury Region	0900 999 26
Southern Lakes	0900 999 81

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**FarmInfo Forecasts**

Provides farmers with the most up-to-date seasonal weather forecasts available at a cost of \$2.00 per minute incl GST.

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Phone Number	Region	Frost forecast available for:
0900 998 05	Northland	Kerikeri
0900 998 55	Waikato	Hamilton, Pukekohe, Katikati
0900 998 30	Bay of Plenty	Te Puke, Katikati, Opotiki
0900 998 70	Gisborne	Gisborne
0900 998 19	Hawkes Bay	Havelock North, Roys Hill
0900 998 20	Wairarapa	Masterton, Martinborough
0900 998 39	Taranaki	
0900 998 16	Wanganui	
0900 998 10	Manawatu	
0900 988 01	Nelson	Nelson, Takaka
0900 998 23	Marlborough	Blenheim, Renwick, Riwaka
0900 998 25	Canterbury Plains	Waipara
0900 998 90	Otago	Alexandra, Cromwell
0900 998 79	Southland	

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**MetFax** forecasts extend out ten days.

Subscribe to MetFax\* for \$125.00 + GST per month (or part thereof) per region.

Direct Dial: 04 470 0713 Fax: 04 470 0836

\*Use of MetFax is subject to MetFax Terms & Conditions –

available by calling 0800 932 843.

### 2.15.3 Postage

*New Zealand Post Domestic Rates and Services: (Prices are GST inclusive)*

	130 x 235mm	165 x 235mm	230 x 325mm	260 x 385mm
Maximum size	130 x 235mm	165 x 235mm	230 x 325mm	260 x 385mm
Max Weight	500g	500g	750g	1kg
Max Thickness	6mm	10mm	20mm	20mm
Standard Post	\$0.70	\$1.40	\$2.10	\$2.80
FastPost	\$1.40	\$2.10	\$2.80	\$3.50

### Parcels:

*ParcelPost (New Zealand Post) July 2012*

Size	Max Dimensions Height x Length x Thickness	Max Weight	ParcelPost	ParcelPost Fast
DLE	130 x 235 x 70mm	1.5kg	\$2.60	\$3.30
C5	165 x 235 x 70mm	1.5kg	\$3.30	\$4.00
C4	260 x 325 x 70mm	1.5kg	\$4.60	\$5.30
Foolscap	260mm x 385mm x 70mm	1.5kg	\$5.20	\$5.90

*ParcelPost Tracked (New Zealand Post) July 2012*

Size	Max Dimensions Height x Length x Thickness	Max Weight	Standard Post
C5	165 x 235 x 70mm / 170mm	3kg / 5kg	\$4.40 / \$6.30
C4	260 x 325 x 70mm / 170mm	3kg / 5kg	\$5.70 / \$7.60
C4 valid for tubes up to 65mm x 70mm only		3kg / -	\$5.70 / -
FS	260 x 385 x 70mm / 170mm	3kg / 5kg	\$6.30 / \$8.30
LF	395 x 455 x 70mm / 170mm	3kg / 5kg	\$8.90 / \$10.70

### 2.15.4 Courier Charges

*New Zealand Couriers: Parcel Solutions excluding flexible fuel factor*

Ticket Type	Area Covered	Volumetric (1 ticket per)	Price per Book
Local	Chch metro incl Lyttleton, Belfast and Templeton	0.1m <sup>3</sup> / 25kg	\$4.22 per book – 20 tickets
Outer Area	South to Ashburton North to Amberley	0.025m <sup>3</sup> / 15kg	\$5.11 per book – 20 tickets
Shorthaul	South Island North of Dunedin	0.025m <sup>3</sup> / 15kg	\$7.40 per book – 20 tickets
Longhaul	South of Dunedin Central Otago	0.025m <sup>3</sup> / 5kg	\$11.11 per book – 20 tickets
Capital Link	Wellington Metro, Hutt At depot by 3pm	0.025m <sup>3</sup> / 5kg	\$13.39 per book – 20 tickets
Inter - Island	Rest of North Island	0.025m <sup>3</sup> / 5kg	\$22.68 per book – 10 tickets
Saturday Delivery	Check areas of send for Saturday delivery	1 per item Main centres*	\$4.22 per book – 20 tickets
Rural Delivery	Additional ticket required for all deliveries to a rural address. Up to 2 days.	1 per item	\$3.15 per book – 20 tickets

\* Saturday Delivery – Additional costs may apply, POA

Maximum length is 1.8m, maximum volume size is 0.125m<sup>3</sup> and maximum weight is 25kgs.

### Post Haste Couriers:

As Post Haste do not pick up from rural areas, it is up to the sender to ensure the items are delivered to the nearest agent. Phone 0800 106 828 to find out your nearest Post Haste agent. A Fuel Adjustment Factor (FAF) is to be added.

#### Auckland Rates

Code	Ticket Type – Description	Weight	Rate
LTR	Express Pak Letter - 150mm x 260mm (DLE)	Up to 25kg	\$2.78
SML	Express Pak Small - 210mm x 260mm (A5)	Up to 25kg	\$3.29
MED	Express Pak Medium - 280mm x 390mm	Up to 25kg	\$6.18
LGE	Express Pak Large - 360mm x 415mm	Up to 25kg	\$9.13
XL	Express Pak XL large 450mm x 540mm	Up to 25kg	\$19.60
		Volume	
MS	Localink - within local Auckland incl Orewa, Massey and Drury	0.125m <sup>3</sup> / 25kg	\$3.50
PE	Overnight delivery within the Island	0.025m <sup>3</sup> / 5kg	\$11.44
NE	Overnight delivery between Islands	0.025m <sup>3</sup> / 5kg	\$24.59
TD	2 Day delivery between Islands	0.025m <sup>3</sup> / 5kg	\$12.48
SD	Saturday Delivery (nationwide)	Per item + normal ticket charges	\$3.87
RZ	Rural Delivery	Per item + normal ticket charges	\$3.40

#### Christchurch Rates

Code	Ticket Type – Description	Weight	Rate
LTR	Express Pak Letter - 150mm x 260mm (DLE)	Up to 25kg	\$2.80
SML	Express Pak Small - 210mm x 260mm (A5)	Up to 25kg	\$3.25
MED	Express Pak Medium - 280mm x 390mm	Up to 25kg	\$6.10
LGE	Express Pak Large - 360mm x 415mm	Up to 25kg	\$8.10
XL	Express Pak XL large 450mm x 540mm	Up to 25kg	\$12.40
		Volume	
MS	Localink - within 10km of city limits	0.125m <sup>3</sup> / 25kg	\$3.55
PE	Overnight delivery within the Island	0.03m <sup>3</sup> / 8kg	\$9.80
NE	Overnight delivery between Islands	0.03m <sup>3</sup> / 8kg	\$20.60
TD	2 Day delivery between Islands	0.03m <sup>3</sup> / 8kg	\$12.60
SD	Saturday Delivery (nationwide)	Per item + normal ticket charges	\$3.90
RZ	Rural Delivery	Per item + normal ticket charges	\$3.55

### Express Pack Envelope

One price covers anywhere in the country (excluding rural deliveries where additional charges apply). Pre-Paid Express Packs have a generous weight allowance, though discretion should be used and items must not extrude from packs. *NZ Couriers* prices are subject to change and a Flexible Fuel Factor (FFF) price will be added.

#### New Zealand Couriers:

Pack Type	Size	Price excl FFF	Quantity per pkt
E11– DLE Plastic	225mm x 115mm	\$2.73	20
E20 – A5	260mm x 190mm	\$3.07	20
E40 – A4	325mm x 235mm	\$5.72	20
E50 – Foolscap	390mm x 280mm	\$7.40	10
E60 – A3	415mm x 360mm	\$10.59	10
Document Pack Card A4+	379mm x 260mm	\$5.09	10
PP Plastic A3 +	440mm x 450mm	\$15.51	10

*CourierPost: (New Zealand Post) (GST included)*

Pre-paid TrackPak	Dimensions	Non-Signature required	Signature required
DLE	130mm x 240mm	\$5.60	\$8.50
A5	190mm x 280mm	\$7.60	\$10.40
A5 Bubble	190mm x 280mm	\$8.40	\$11.30
A4	257mm x 325mm	\$9.60	\$12.50
A4 Bubble	257mm x 325mm	\$12.50	\$15.40
Line flow	400mm x 440mm	\$20.90	\$23.90

NB. These rates apply until 1<sup>st</sup> Oct 2012 when CPI changes will take effect.

*Pace (Urgent Courier Service) All prices exclude variable fuel- refer Pace updates.*

CBD Pushbike Services	Auckland	Wellington	Christchurch
Pace Bike Bullet	\$16.43	\$15.65	\$14.35
Pace Bike 30 mins	\$10.95	\$10.44	\$9.56
Pace Bike 60 mins	\$5.47	\$5.22	\$4.79

*Across Town Now - per zone*

Pace Bullet	\$24.98	\$23.12	\$16.21
Pace 30 mins	\$16.66	\$15.43	\$10.81
Pace 60/ 75/ 90/105 mins	\$8.32	\$7.72 (105 n/a)	\$5.40 (75 / 105 n/a)
Pace Direct Drive/km	\$2.17	\$2.17	\$2.17
Vehicle Hire / hr	\$83.58	\$83.58	\$83.58
Driver Hire / hr	\$66.87	\$66.87	\$66.87

*Additional Charges*

After Hrs collection / delivery	Auckland / Wellington / Christchurch	\$37.30
Public Hol collection / delivery	Auckland / Wellington / Christchurch	\$74.60
Hazardous goods land	Auckland / Wellington / Christchurch	\$12.46
Van Surcharge	Auckland / Wellington / -	\$53.46

	Auckland	Wellington	Christchurch
Extra piece / Extra weight / Extra size / Waiting time	\$8.32	\$7.72	\$5.40

**2.15.5 Subscriptions (Magazines/Farming Organisations)**

Some examples are:

**Magazines**

“Wine NZ”	\$34.43 per year
“Dairy Exporter”	\$65.22 per year
“Lifestyle Block”	\$60.87 per year
“Lifestyle Farmer”(incorp Horticulture News)	\$43.48 per year
“The Orchardist”	\$97.40 per year
“Straight Furrow”	\$106.52 per year
“NZ Farm Trader”	\$52.17 per year

## Organisations

### *Young Farmers:*

Full Year Membership 12 months from date of registration	\$60.87
Youth under 18 years (if entering YF Contest - full membership applies)	\$26.09
NZYF Supporter (31+ years includes Patrons and Advisory Members)	\$26.09

### *Federated Farmers:*

Business Owner/Director	\$500.00
Farm Manager	\$350.00
Rural Contractor	\$350.00
Farmlet	\$350.00
Rural Services	\$220.00
Farm Employee/Retired/Supporter/NZYFC	\$100.00

## 2.15.6 Aerial Photographs and Farm Maps

### **Aerial Photographs**

*New Zealand Aerial Mapping Ltd.:* Mapping and Land information

#### Photographic enlargements:

Contact Prints	23 x 23	\$68.00
A4 (21 x 29)	23 x 34	\$185.00
A3 (29 x 42)	34 x 46	\$220.00
A2 (42 x 59)	46 x 70	\$250.00
A1 (59 x 84)	70 x 95	\$320.00
Other sizes	\$0.05 per cm <sup>2</sup>	
Custom built orthophotos for Farm Management Packages start at \$550.00		

#### Scans for farm management packages:

Per frame or part there of	\$225.00
Processing Fee	\$36.50 per order
Archive fee (photography over 5 years old)	\$50.00 per run
Research fee	
First 15 minutes	no charge
Per 15 minutes	\$25.00
Over 2 hours	negotiated price
Urgent fee	\$100.00

## GPS Units

### *Tracmap:*

TM333	Entry unit, suited to fertilizer spreading and tractor work.	\$3,495
TM334	Able to download job maps to USB stick for printing/uploading.	\$3,995
TM334	Same as above plus glide antenna with 30cm accuracy pass to	\$4,995
Glide	pass.	
TM335n	Powerful processor, exporting abilities, uses mapping software.	\$5,495
TM465 Pro	Instant farm display on the move. Useful for irrigation shifts.	\$5,995
TM465 Pro	Same as above plus glide antenna with 30cm accuracy pass to	\$6,495
Glide	pass.	

TM465c	Contractors' model, same as TM465 Pro plus cellular modem & access to TracLink at an additional cost + glide antenna as above.	\$6,995
TM465u	As above, does not incl glide, comes standard with Garmin antenna KMi20 - radio coverage - simple shut off system - K Line.	\$3,995
TMi20	Radio coverage – simple shut off system entry level.	\$3,995
TMi20gps	Radio coverage provides full shut off and GPS data – manual download of data required.	\$4,385
TMi28	GSM network.	\$4,495
TMi30	Enables monitoring & control of effluent pump from inside milking shed.	\$5,799
TMi30gps	Same as TMi30 but records GPS position.	\$6,189

### 2.15.7 Travelling

Cost of travel is fully tax-deductible when the purpose is farm business. This can represent a large expenditure item with some systems of management or some types of farms, e.g. stud farms. For information on costs of travel see *Section 2.13.3* car operating costs.

### 2.15.8 Payroll Outsourcing

*Your Payroll (a division of Tradestaff Ltd)*

Providing full payroll service throughout NZ including PAYE, Kiwisaver, Holiday pay etc. \$4.50 per person per pay.

### 2.15.9 Bank Fees and Stock Company Charges

(See *Section 2.17* Financial Charges)



## 2.16 STANDING CHARGES

### 2.16.1 Insurances

*PGG Wrightson Ltd (Vero):*

Cover C: Death, including theft, escape, infertility and maternity.

	Minimum premium of \$100
Bull Insurance	11.0% of value for 12 months
Stud Rams	11.0% of value for 12 months
Deer- Stags	14.0% of value for 12 months
Deer- Hinds	11.5% of value for 12 months
Farmplan Livestock Cover:	
Livestock on farm (fire and lightning only)	Rate 0.185%, minimum premium of \$100

### Crop Insurance

*PGG Wrightson Ltd (Vero):*

Cover A: Full Combined Perils including company earthquake No rates were given as  
Cover B: Fire, Lightning or Explosion this is too sensitive.

Please refer to Crop policy wording for full details of cover and exclusions.

There is no cover for any loss or damage that occurs within first 48 hrs after acceptance by Vero Insurance;

There is no cover for loss or damage caused by frost unless occurring:

- on or after 15<sup>th</sup> November; or
- on or after 7<sup>th</sup> December for crops south of Canterbury/Otago boundary or in McKenzie District area.

### *NZI Rural Insurance*

(The premium and excess amounts shown on this table represent standard pricing as at the date of this publication and should be used as a guide only)

Policy	Item	Sum Insured	Excess	Premium
Material Damage	Dairy Shed	\$1,000,000	\$500	\$2,910
	Milk Contamination	\$20,000	\$1,000	\$850
	Woolshed	\$500,000	\$500	\$2,175
	Glasshouse	\$400,000	\$1,000/\$2,500	\$2,752
	Hay Barn	\$50,000	\$500	\$217.50
Liability	Public and Products	\$1,000,000 (incl \$250,000 FRFA)	\$500	\$150
	Public and Products	\$5,000,000 (incl \$250,000 FRFA)	\$500	\$325
	Employer's Liability	\$500,000	\$500	\$125
Commercial Motor	Statutory	\$500,000	\$500	\$125
	Tractor	\$80,000	\$800	\$800
	Harvester	\$250,000	\$2,500	\$2,250
	Quad Bike	\$5,000	\$400	\$138.50
	Ute	\$15,000	\$400	\$330
Machinery Breakdown	Submersible Pump	\$5,000	\$500	\$250

Livestock	Herd on Farm- Mortality only	\$100,000	\$500	\$153
	Working Dog	\$4,000	nil	\$200
	Working Dog – incl illness cover	\$4,000	nil	\$320
Income Protection	Farmer age 40 – injury and illness	\$500 pw	1 week	\$667
	Farmer age 55 – injury and illness	\$500 pw	1 week	\$1,020
	Death Cover	\$100,000	nil	\$150

Premium Notes:

1. Premiums exclude Fire Service Levies and GST.
2. Property premiums exclude natural disaster cover – this is rated regionally from areas of low risk such as Northland to areas of high risk such as Canterbury.
3. Premiums assume standard excesses are chosen – premiums may be discounted up to 30% for higher excesses.
4. Premiums assume standard loss records – premiums may be loaded for poorly performing accounts.
5. Income protection premiums presume the farmer is fit and healthy.

***Farmers' Mutual Group (FMG)***

An average Farm Insurance Package in the Canterbury region is around \$5,000 to \$6,000.

This includes insurance for farm vehicles, house, farm and personal contents, farm buildings, public liability, personal disability and medical cover.

Insurances are very much individual to each farm, so *FMG* tailors each policy to suit specific client needs. An example is given below of some policies that a farmer may require depending on their situation. All premiums can vary with the nature of the risk and the value of items. There are also a number of ways to reduce premiums, such as voluntary excesses and a good claims history based on good risk management practices.

An example of a Farm Insurance Package quote (annual premiums):

***FMG: Note these are 2010 prices before the earthquakes.***

Item	Policy Type	Sum Insured	Excess	Premium
House	Replacement	\$374,400	\$150	\$610
Household contents	Nominated replacement	\$100,000	\$150	\$341
Private car	Full cover – market value	\$5,000	\$300	\$250*
Medical	Family includes children under 20	\$60,000	\$250	\$1,787
Personal Disability	Male farmer – actively engaged	\$400	14 day stand down period	\$1,225
Woolshed	Full replacement	\$99,000	\$100	\$584
Hayshed	Full replacement	\$7,770	\$100	\$128
Sundry farm buildings	Max. \$5,000 per bldg	\$10,000	\$100	\$99
General farm contents	Nominated replacement	\$30,000	\$100	\$324
Baled hay/silage	Nominated	\$15,000	\$100	\$83

Tractor	replacement Full cover – market value	\$50,000	\$300	\$576
4 wheel farm bike	Full cover – market value	\$5,000	\$300	\$151
Toyota Hilux	Full cover – market value	\$10,000	\$300	\$297*
Liability	Incl. automatic \$250,000 cover for Forest & Rural Fires Act	\$1,000,000	\$250	\$225
Forest & Rural Fires Act	For cover over automatic inclusion above	\$500,000	\$250	\$100
Employers Liability		\$100,000	\$500	\$68
Statutory Liability		\$100,000	\$500	\$55
Farm dogs	Heading dog - aged 5	\$3,000	Nil	\$198

\* includes No Claims Bonus

*FMG* offers comprehensive cover for many other requirements including livestock, horses, farm dogs, engineering and mechanical breakdown. *FMG* also offers specialist cover for fresh & processed fruit, nut and arable crops as well as fruiting trees & vines.

## **Forestry**

See *Section 2.22.2*

### **2.16.2 Accident Compensation Commission Levy**

See *Section 4.15.8 and 4.15.9* for details of Employer and Self-Employed levy rates.

### 2.16.3 Rates

See *Section 2.18.9* for stock and rural domestic water supply charges.

In New Zealand rates are charged by District and Regional Councils. District Councils administer the local district plan while Regional Councils deal with region wide issues and administer the regional plan.

The main classes of rates are as follows:

- General rates set by both District and Regional Councils.
- Uniform Annual Charges set by Regional and District Councils on all rateable property.
- Targeted Rates set by District and Regional Councils, categories dependent on whether District or Regional Council.
- Special rates for repayment of loans for various purposes, eg water treatment works, raised by any local body.
- Water supply charges where stock water is supplied by a local body, e.g. water races, district water schemes.
- Pest Destruction (weed/plant/animal) rates set by the Regional Council where applicable.
- Flood protection and drainage rates set by the Regional Council where applicable.
- Rates can be set on capital, land value or annual value system. Water and pest destruction rates may be assessed on either per hectare, capital value or land value basis.

The examples that follow are based on a 200-hectare rural property with a rateable value of:

Improvements	\$500,000
Land Value	<u>\$1,000,000 to \$2,300,000</u> depending on usage and location.
Capital Value	<u>\$1,500,000 to \$2,800,000</u>

Total rates are approximate only and reflect the district wide rates not specific community rates. This excludes water supply, flood protection, drainage, region specific animal and plant rates eg Bovine TB, sewage disposal, and specific services eg libraries and reserves. Rates are reflected as a cents per dollar of Capital Value or Land Value or alternatively by the area of the property. Some District Councils charge a uniform annual charge. Rates include GST.

Regional Council	District Council	Uniform Annual Charge /Council Services Rate	General Purposes Rate	Works & Services Rate / Land Mgmt Rate
Northland	Far North	\$84.39	These are regional council charges, \$478 is Whangarei District council.	\$0.0002684(LV)
	Kaipara	\$103.43		\$0.0002941(LV)
	Whangarei	\$103.28		\$0.0002825(LV)
Northland	Whangarei	\$478	\$0.0019866 (LV)	
Hawkes Bay	Tararua	\$437	\$0.00073681 (LV)	
	Hastings	\$180	\$0.003003 (LV)	
Wairarapa	South Wairarapa	\$530	\$0.002075 (LV)	
Waikato	Waikato District	\$487	\$487/\$100k (CV)	
	Former Franklin	\$422.30	\$150/\$100k (CV)	
	Ruapehu	\$439	\$0.002314 (CV)	
	Waitomo	\$650	\$0.0010939 /\$100CV	

Taranaki		\$60.95	\$0.0217197 (CV)	
	New Plymouth	\$370.55	\$0.002069 (LV)	
	South Taranaki	\$472.43	\$0.00087 (CV)	
Tasman	Tasman District	\$288.78	\$0.002519 (CV)	
Marlborough		\$398	\$0.00251793(LV)	
West Coast Reg			\$0.00033147 (CV)	Westland
			\$0.00034427 (CV)	Grey
			\$0.00029892 (CV)	<u>Buller</u>
	Westland	\$420.80	\$0.0009722 (LV)	\$0.0000695 (CV)
	Buller District	\$495	\$0.00178 (LV)	
Canterbury		\$10.55	\$0.00038940(CV)	\$0.00003951(CV)
	Kaikoura District	\$398.98	\$0.00086618 (CV)	
	Selwyn District	\$154.27	\$0.0008168 (CV)	
	Timaru District	\$450	\$0.00051 (LV)	
	Waimate District	\$402.79	\$0.0009465(CV)	
	Mackenzie	\$35.78	\$0.00042709(CV)	
Southland	Gore	\$633.49	\$0.0001656 (CV)	

Targeted Rates can include water schemes, swimming pools, roading development and many other issues.

#### 2.16.4 Rent on Leased Land

##### Pastoral/Arable Land

Rents are set by comparison with other leases in the district, often analysed per hectare or per stock unit. They can be checked by assessing the cash returns from farming the property and also by looking at the return on capital. Rules of thumb have been 50% to 70% of EBIT (Gross income less farm working expenses) or 2.5%-4% of the capital value paid in rent. Both methods evolve with changes in the market. Return on capital was reduced in recent years when property values rose out of proportion to any improvement in farm incomes. However, return on capital has improved recently with a modest reduction in rents and an improvement in farming incomes.

Generally the lessee will pay for rates and insurance, repairs and maintenance, fertiliser, weed and pest. The intention is that the property should be returned in the same condition as at the start of the lease.

The lessor may need to budget up to 10% of the rent for expenditure on improvements such as shelter trees, new fencing, tracks and water supply which are not the responsibility of the lessee. This will maintain the value of the asset. The term of the lease before a rent review can vary from one year to over five. The lessor may agree to pay for rates and water charges, or to maintain shelter and fencing in which case the cash rent payment will be higher. Some leases allow for the lessee to carry out development work eg conversion to spray irrigation, with compensation at termination.

Rents are often set by negotiation between the lessor and lessee and properties are often not publicly advertised. The rent paid for similar farms may vary significantly depending on the conditions of the lease and the relationship between the lessor and lessee. Rent paid by a trusted neighbour who can be relied on to maintain the property may be less than that paid by a corporate farmer in an open tender.

Demand for leased properties in Canterbury is strong with competition for good properties. Farms suitable for intensive dairy support will fetch a premium over properties with limitations such as steeper contour or heavy wet soils. Rents appeared to peak in 2008 with

a fall in market rent mirroring the fall in market values.

Rents have recovered since and may be back to pre-global financial crisis highs. Any further increase will be moderated by a softer outlook for farm product prices in 2012/13.

### **Canterbury:**

#### Pastoral Land

Sheep and cattle rents vary significantly depending on the carrying capacity of the land and the farm programme possible. Better breeding and finishing: \$20-\$25 per stock unit. Harder store country: \$15-\$20/stock unit. Non-irrigated rolling land and upper plains not suited to intensive dairy support have examples of \$450 – \$550/ha.

#### Dairy and Dairy Support

Land for dairy support will be of good contour, high rainfall or irrigated with good pastures. Rents seen range from \$400/ha for light soils with lower rainfall to a peak of \$750/ha for good scale properties.

Land leased for milking will be within walking distance of the dairy shed, flat, generally irrigated or high rainfall and good fertility. Canterbury rents depend on productivity and can be \$1,200 - \$1,400/ha based on steady state production at a long term milksolids price.

Variation in rent is subject to soils, rainfall and standard of irrigation.

#### Paddock Lease

Potato lease - \$2,000 to \$2,200/ha plus \$1.50 per mm of irrigation water applied.

Larger areas of cultivatable and irrigable land are in the range of \$500 to \$1,000 per hectare per year depending on the quality of irrigation.

### **Southland:**

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Dairy milking only	\$1,000 to \$1,250 per hectare
Dairy run-off blocks	\$700 to \$900 per hectare
Sheep and Beef	\$30 per stock unit
Cropping	\$750 to \$900 per hectare

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### **Waikato:**

Dairy support ranges from rolling hills suitable for grazing only, up to blocks where feed is cut and carried back to the dairy unit. Rentals would be from \$500 to \$1,500 per ha.

Dairy milking rentals are in the range of \$1,000 to \$1,500 per ha.

Dry stock farms: Dry stock ranges from traditional sheep and cattle with limited finishing ability up to beef production units. Hill \$150 to \$300, Easy \$300 to \$750

Cropping Rentals: For maize land. \$1,000 to \$1,300.

Vegetable Field Crops: \$1,700 to \$2,200/ha (Premiums paid by some specialist growers).

### **Taranaki:**

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Dairy Farms (generally without <i>Fonterra</i> shareholding)	\$1,300 to \$1,600 / ha
Cropping	\$1,300 to \$1,600 / ha
Dry stock - flat - hard hill depending on the quality	\$300 to \$500 / ha

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**Hawkes Bay:**

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Orchard – typically apples, land and trees only	\$2,000 to \$2,500 per ha
Cropping	\$500 to \$2,000 per ha
Good average land 30km from Napier/Hastings, generally require access to water, esp at \$1,400+	(\$1,200 to \$1,800 per ha)
Grazing for medium steep / easy hill (Lower rents for stand alone trad. sheep/beef hill country)	\$150 / \$350 per ha
Dairy - Large range and & up to high end for easy run off	\$800 up to \$1,000

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**Crown Land**

Where they still exist, rents on Crown Renewable Leases have been at 4.5% of rental value (reduced to 4% for prompt payment).

Pastoral Leases - 2.25% of Rental Value, as from 1979, (reducible to 2% for prompt payment).

July 2012 Land information NZ and the Valuer General have developed a draft set of rules to implement a new rent setting regime for crown pastoral leases. Submissions closed July 19<sup>th</sup>, 2012. New rules will be published when finally formulated.

## 2.17 FINANCIAL CHARGES

### 2.17.1 Bank Charges

#### (i) Trading Banks

##### *The National Bank of New Zealand:*

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##### **Term Lending**

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Uses: To purchase land, stock, plant, machinery and other capital expenditure, or to refinance existing debt.

Security: A registered First Charge Mortgage. Livestock security may also be required.

Loan Type: The Bank provides the following term lending options:

Floating Rate Loan

Fixed Rate loans\* 6 months, 1 to 5 year fixed terms.

Forward fixed rates for future draw down available.

BKBM Rural 1, 2, 3 and 4 month rate terms.

A margin is applied to the BKBM and is transparent to the customer.

Repayment: The following repayment options are available:

Table: Repayments of interest and principal in equal monthly instalments.

Straightline: Monthly repayments of a set principal amount plus the full monthly interest cost.

Interest Only: Payments of interest only.

Interest Rate: Floating rate

Fixed interest rate – Extensive choice of Fixed interest Rate Terms available (maximum 5 year term).

Forward fixed interest rates for future drawdown available.

Interest rate management:

Uses: As an alternative to fixed rates, interest rate swaps can be used to manage interest rates.

Currency Risk Management Solutions

Uses: Currency Risk Management products to manage the exchange rate risk farmers are exposed to.

Currency Cover – a forward exchange contract specifically for rural customers. Currency Cover effectively hedges farmers' income against movements in the exchange rate.

Currency Option – an option may be likened to insurance, where the holder pays an up front premium and receives insurance in the form of a guaranteed exchange rate.

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##### **FreePlan**

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Uses: A revolving credit account designed to bring together all farm finance requirements into one simple to use account that pays credit interest.

Credit Interest: Credit balances earn competitive interest, paid monthly.

Account Fees: The following account fees apply to FreePlan Accounts:

Business Freeplan: Fixed monthly fee of \$12.50, which covers all standard transactions.



Personal FreePlan: Fixed monthly fee of \$5, which covers all standard transactions.

Account Access: Easy account access through a variety of channels, including:

Cashpoint card – for use in ATM and EFTPOS facilities.

Chequebook.

Rural Freephone – dedicated, operator assisted freephone for day to day banking requirements.

Internet Banking.

DirectLink – PC Banking compatible with many farm accounting software applications.

Payments: Electronic payment services such as automatic payments, direct debits, direct credits and bill payments.

Information: The following information is required to support applications:

Budget and cash-flow forecasts.

Financial statements for the previous years.

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### ***Rabobank New Zealand Limited:***

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#### **All in One Account:**

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Uses: Combines long term funding with short term working capital and transactional access. Available for land purchase, stock purchase, financing existing debt, diversification, development, plant and machinery purchase. Combines internet banking, debit Mastercard and chequebook.

Term: 1 to 15 years interest only. No penalty for permanent repayments made during the term of the loan at the end of a fixed interest option or at any time if on the variable rate. No minimum repayment requirement within the loan limits.

Interest Rates: Range of interest rates can be fixed online or by phone, including forward booking (without a fee and with no further documentation).

Security: Land, livestock, plant or dairy company shares.

Equipment Finance: Equipment finance is available for a broad range of agricultural related plant and equipment that is used predominantly in a farming enterprise, from tractors through to grape harvesting equipment, spraying machinery and motor vehicles. Up to 100% finance to approved applicants. Payments can be structured relative to the decrease in the equipment's value over its estimated useful life.

Deposit: Call deposits and term deposits of 30 days to 5 years.

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### ***ANZ Bank:***

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#### **Farm Finance Loans**

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Description: To purchase land, stock or plant, capital expenditure and to refinance existing debt.

Terms: Terms of up to 5 years are available, consisting of fixed and/or variable interest rate options. Interest-only terms are also available. "Forward Start" allows the client to pre-book a fixed interest rate in advance.

Fixed Interest: ANZ Fixed Rate Farm Loans allow the client to lock in an interest rate.

Variable Interest Repayments:	ANZ Variable Rate Farm Loan allows clients to repay the principle ahead of schedule when cash flow allows, minimising interest rate cost. Can be varied to suit individual requirements, eg. fortnightly, monthly, quarterly or yearly.
Pricing:	Each client is priced individually to reflect their unique situation.
Security	Registered first mortgage over land. Livestock security may also be required.

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### **Farm Equity Credit Line**

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Description	A working capital account that has no fixed repayment arrangements. Drawings are allowed up to an approved limit in line with the farm's cash flow position.
Account Access	Easy account access through a variety of channels, including:  Night and Day Card for cash and EFTPOS facilities. Cheque books ANZ Phone-Direct access to the client's account to transfer funds, pay bills and make other account inquiries, 24 hours a day. ANZ Direct. A computer based banking package for managing daily financial requirements on a personal computer.
Security	Registered first mortgage over land. Livestock security may also be required

General Information: Electronic payment facilities such as direct debit, automatic payments and direct credits are available. A monthly management fee may also be payable. A range of personal accounts, credit cards and term deposits are available if required. ANZ lending criteria and charges will apply.

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### **(ii) Stock and Station Agencies**

The finance departments of most Stock and Station Agencies have both seasonal and term lending facilities available. Loan facilities are offered to all new and existing farmers.

#### ***PGG Wrightson Finance Ltd:***

*PGG Wrightson Finance Ltd* provides a comprehensive range of financial services designed to assist farmers with their day-to-day farm financing requirements. Products and services include:

#### **Term Loans**

Long term finance option to cover everything from land purchases to capital development.

#### **Current Account**

A flexible line of credit to cover working capital and seasonal requirements.

#### **Transactional banking\***

Full transactional banking services including:

- 24/7 access via internet banking
- Debit cards (EFTPOS, ATM)
- Cheque book
- Automatic payments
- Direct debits
- Cheque and deposit narration on statements
- Interest paid on credit balances

\**PGG Wrightson Finance* is not a registered bank.

**Livestock Trading Scheme**

A tailored livestock trading solution that provides flexibility to defer payment until resale.

**Flexi Pay**

A revolving facility providing the ability to defer payment of purchases with *PGG Wrightson Ltd* to match farm cash flow.

**Equipment Lease**

Loans for the purchase of plant and machinery.

**Payroll Services**

A convenient way to manage day-to-day staffing, including wage and salary management and IRD reconciliations.

**Investment options** are available.

**(iv) Other Institutions**

Under certain circumstances several other institutions will lend money for land, stock and plant purchase, development or other agricultural and related projects. These include Building Societies, Life Insurance Companies and solicitors. Interest rates and terms are usually negotiated for individual situations.

## 2.17.2 Cost of Table Mortgages

Monthly/Quarterly/Annual Payments

### (i) Monthly Payments

(Monthly Payments on Amortised Loans).

The monthly payment (interest and principal combined) per \$1,000 borrowed on a table mortgage, is set out below:

### Repayments of Principal and Interest Per \$1,000 Borrowed

Terms of Loan:

Years (Mortgage Term)

Interest Rate	5 \$ / mth	10 \$ / mth	15 \$ / mth	20 \$ / mth	25 \$ / mth
6%	19.33	11.10	8.44	7.16	6.44
6.5%	19.57	11.35	8.71	7.46	6.75
7%	19.80	11.61	8.99	7.75	7.07
7.5%	20.04	11.87	9.27	8.06	7.39
8%	20.28	12.13	9.56	8.36	7.72
8.5%	20.52	12.40	9.85	8.68	8.05
9%	20.76	12.67	10.14	9.00	8.39
9.5%	21.00	12.94	10.44	9.32	8.74
10%	21.25	13.22	10.75	9.65	9.09
10.5%	21.49	13.49	11.05	9.98	9.44
11%	21.75	13.77	11.37	10.32	9.80
11.5%	22.00	14.06	11.68	10.66	10.16
12%	22.24	14.35	12.00	11.01	10.53
12.5%	22.50	14.64	12.33	11.36	10.90
13%	22.75	14.93	12.65	11.72	11.28
13.5%	23.01	15.23	12.98	12.07	11.66
14%	23.27	15.53	13.32	12.44	12.04
14.5%	23.53	15.83	13.66	12.80	12.42
15%	23.79	16.13	14.00	13.17	12.81
15.5%	24.05	16.44	14.34	13.54	13.20
16%	24.32	16.75	14.69	13.91	13.59
16.5%	24.58	17.06	15.04	14.28	13.98
17%	24.85	17.38	15.39	14.67	14.38
17.5%	25.12	17.70	15.75	15.05	14.78
18%	25.39	18.02	16.10	15.43	15.17
18.5%	25.67	18.34	16.47	15.82	15.57
19%	25.94	18.67	16.83	16.21	15.98

## (ii) Quarterly Payments

(Quarterly Payments on Amortised Loans).

The quarterly payment (interest and principal combined) per \$1,000 borrowed on a table mortgage, is set out below:

### Repayments of Principal and Interest Per \$1,000 Borrowed

Terms of Loan:

Years (mortgage Term)

Interest Rate	5 \$ / qtr	10 \$ / qtr	15 \$ / qtr	20 \$ / qtr	25 \$ / qtr
6%	58.25	33.43	25.40	21.55	19.38
6.5%	58.97	34.20	26.22	22.43	20.30
7%	59.70	34.98	27.06	23.33	21.25
7.5%	60.43	35.76	27.91	24.24	22.22
8%	61.16	36.56	28.77	25.17	23.21
8.5%	61.90	37.37	29.65	26.11	24.21
9%	62.65	38.18	30.54	27.07	25.23
9.5%	63.40	39.01	31.44	28.04	26.27
10%	64.15	39.84	32.36	29.03	27.32
10.5%	64.91	40.68	33.28	30.03	28.38
11%	65.68	41.54	34.23	31.05	29.46
11.5%	66.45	42.40	35.18	32.08	30.55
12%	67.22	43.27	36.14	33.12	31.65
12.5%	68.00	44.15	37.11	34.17	32.76
13%	68.78	45.03	38.09	35.23	33.89
13.5%	69.57	45.93	39.09	36.31	35.02
14%	70.37	46.83	40.09	37.39	36.16
14.5%	71.16	47.74	41.11	38.48	37.32
15%	71.97	48.66	42.13	39.59	38.47
15.5%	72.77	49.59	43.16	40.70	39.64
16%	73.59	50.53	44.21	41.82	40.81
16.5%	74.40	51.47	45.26	42.95	41.99
17%	75.22	52.42	46.32	44.08	43.18
17.5%	76.05	53.38	47.38	45.23	44.37
18%	76.88	54.35	48.46	46.38	45.56
18.5	77.72	55.32	49.54	47.53	46.76
19%	78.56	56.30	50.63	48.69	47.97

**(iii) Annual Payments**

(Annual Payments on Amortised Loans).

The annual payment (interest and principal combined) per \$1,000 borrowed on a table mortgage, is set out below:

**Repayments of Principal and Interest Per \$1,000 Borrowed**

Terms of Loan:

Years (Mortgage Term)

Interest Rate	5 \$ / annum	10 \$ / annum	15 \$ / annum	20 \$ / annum	25 \$ / annum
6%	237.40	135.87	102.96	87.18	78.23
6.5%	240.64	139.11	106.36	90.76	81.99
7%	243.89	142.38	109.79	94.39	85.81
7.5%	247.17	145.69	113.29	98.10	89.72
8%	250.46	149.03	116.83	101.85	93.68
8.5%	253.77	152.41	120.43	105.68	97.72
9%	257.09	155.82	124.06	109.55	101.81
9.5%	260.44	159.27	127.75	113.48	105.96
10%	263.80	162.75	131.47	117.46	110.17
10.5%	267.18	166.26	135.25	121.49	114.43
11%	270.57	169.80	139.07	125.58	118.74
11.5%	273.98	173.38	142.92	129.70	123.10
12%	277.41	176.98	146.82	133.88	127.50
12.5%	280.85	180.62	150.76	138.10	131.94
13%	284.31	184.29	154.74	142.35	136.43
13.5%	287.79	187.99	157.76	146.65	140.95
14%	291.28	191.71	162.81	150.99	145.50
14.5%	294.79	195.47	166.90	155.36	150.08
15%	298.32	199.25	171.02	159.76	154.70
15.5%	301.85	203.06	175.17	164.20	159.34
16%	305.41	206.90	179.36	168.67	164.01
16.5%	308.98	210.77	183.57	173.16	168.71
17%	312.56	214.66	187.82	177.69	173.42
17.5%	316.16	218.57	192.10	182.24	178.16
18%	319.78	222.51	196.40	186.82	182.92
18.5%	323.41	226.48	200.73	191.42	187.69
19%	327.05	230.47	205.09	196.05	192.49

## 2.18 WATER SUPPLY, IRRIGATION AND DRAINAGE

Some manufacturers continue to express capacity in gallons and pump pressure in gallons per hour (gph). The conversion figure to obtain the metric rate is 1 (imperial) gallon = 4.546 litres.

### 2.18.1 Water Supply Development Costs

(2012)

Type	Typical Cost	Cost Range
Surface (direct) pumping systems	\$750/ha	\$600 to \$1,000 / ha
Wells (submersible pumps)	\$1,400/ha	\$1,000 to \$3,300 / ha

### On-Farm Irrigation Development Capital Costs (2012)

System Type	Typical Cost	Cost Range
Rotary boom	\$2,900 / ha	\$2,400 to \$3,200 / ha
Fixed boom	\$3,100 / ha	\$2,600 to \$3,200 / ha
Centre-pivot	\$3,400 / ha	\$3,000 to \$3,800 / ha
Lateral move	\$3,700 / ha	\$3,000 to \$4,000 / ha
K Line	\$2,000 / ha	\$1,800 to \$2,200 / ha
Long lateral	\$2,000 / ha	\$1,800 to \$2,200 / ha
Guns	\$2,800 / ha	\$2,200 to \$3,000 / ha
New borders	\$2,500 / ha	\$2,000 to \$3,800 / ha
Renovating borders	\$1,300 / ha	\$1,200 to \$2,500 / ha

Source: Aqualinc Research Ltd

Refer to *Section 2.18.9* for supply charges.

### 2.18.2 Water Troughs

*Hynds Rural*: Precast Concrete Water Troughs (Freight not included)

Product Code	Description	Retail Price
TC130SI	500litre sheep/beef concrete trough & lid	\$279.65
TC200SI	500litre sheep/beef concrete trough & lid	\$421.80
TC200WVP	900litre sheep/beef concrete trough & lid	\$380.08
TC350WVP	1365 litre dairy concrete trough & lid	\$420.30
TC350WVP	1500 litre dairy concrete trough & lid	\$440.30
TD040SI	180 litre deer/horse concrete trough & lid	\$188.83
TCALFMC	Calf trough 585mmx380mmx230mm	\$57.32
TD020SI	90litre concrete trough & lid	\$173.90
TPIGCMC	Pig trough cover	\$46.40
TPIGSMC	Small pig trough	\$90.64
TPIGMMC	Medium pig trough	\$112.35
TPIGLMC	Large pig trough	\$127.36
TR200SI	200 gal (900 litre ) cattle, high side & lid	\$351.82
TR350SI	350 gal (1500 litre) cattle, high side & lid	\$430.71
DOG BOWL	Concrete dog bowl	\$25.63

Hynds advt?



*Humes:*

Round troughs: (includes cover)		
CB 100 / 150 / 500	240kg / 300kg / 580kg	\$132 / \$155 / \$270
CB 750 / 1,000	680kg / 1000kg	\$285 / \$358
CB 1,500	1230kg	\$414
Fittings Required:		
Trough Valve	20mm / 25mm	\$29.00 / \$30.24
Lateral Tube Elbow M&F	19mm / 25mm	\$4.50 / \$5.05
Ball Float Plastic	115mm / 150mm	\$6.02 / \$7.02

\*All troughs come complete with concrete ball valve cover.

**Plastic Troughs**

*Mouldings Unlimited Ltd:*

Size c/w ball valve	
110 l / 360 l / 750 l	\$134.78 / \$152.17 / \$239.13

**2.18.3 Tanks**

**Concrete**

*Hynds Pipe Systems:* (Prices ex yard in Whangarei – freight extra)

Litres	Gallons	Diameter (m)	Height (m)	Price
4,500 / 9,000	1,000 / 2,000	1.95 / 2.82	1.75 / 1.75	\$1,511.11 / \$1,955.55
13,600	3,000	2.82	2.5	\$2,311.11
22,700 / 27,000	5,000 / 6,000	3.6 / 3.6	2.5 / 2.97	\$2,933.33 / \$3,304.35

*Hynds Rural:* Pre-cast concrete tanks (Freight not included)

Product Code	Description	Retail Price
WT1000AM	4,500 l concrete water tank	\$1973.53
WT2500AM	11,000 l concrete water tank	\$2976.10
WT5000AM	22,000 l concrete water tank	\$4632.81
WT5000LIDCH	Lid for 22,000 l water tank	\$803.29

**Plastic**

*Devan:* (see advertisement beside their septic tanks in section 2.18.18)

Volume (l)	Height (m)	Width (m)	Price (any std colour)
30,000	3.1	3.7	\$3,171.30
25,000	3	3.5	\$2,649.57
15,000	2	3.5	\$2,084.35
5,500	2.3	1.9	\$1,301.74
1,000	Slimline		\$475.65
750	Handi		\$345.22

\*Prices include delivery charges for the South Island.

*Mouldings Unlimited Ltd:*

Product	Comment	Price
200 l Barrel	c/w Tap only	\$113.04
200 l Barrel	c/w Lid, Strainer & Tap	\$129.57
200 l Barrel	c/w Diverter & Tap	\$155.65

1,100 l / 2,000 l		\$369.57 / \$606.09
5,500 l / 15,000 l	Includes Delivery	\$1,127.83 / \$2,084.35
25,000 l / 30,000 l	Includes Delivery	\$2,649.57 / \$3,171.30

*Humes: Skellerup Rotomould*

Size	Price
500 litre	\$277.00
1,100 litre	\$429.85
2,000 litre	\$647.50
3,200 litre	\$946.76
5,250 litre	\$1,295.00
7,500 litre	\$1,801.03
10,000 litre	\$2,159.48

## 2.18.4 Pumps and Windmills

### (i) Pumps

*Williamson Hi-Flo Rampumps (trading as Kevin Smith Steelworkers Ltd):*

Rampump Model 150	4,500 litres/day	\$4,500.00
Rampump Model 250	20,500 litres/day	\$6,500.00
Rampump Model 400	55,000 litres/day	\$10,500.00
Rampump Model 600	135,000 litres/day	\$15,000.00

*Makita Outdoor Power Equipment:*

Pump 130 l/min 1"with hoses -4 stroke	\$825.22
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*Bertolini (Diaphragm Pumps)*

Medium to high Pressure models	Maximum continuous working pressure	litres per minute	Price
PA 330	40 Bar (580 psi)	34	\$1,075 to \$1,532
PA 430	40 Bar (580 psi)	40	\$1,116 to \$1,625
PA 530	40 Bar (580 psi)	54	\$1,480 to \$2,222
PA 730	40 Bar (580 psi)	70	\$1,753 to \$2,530
PA 908	50 Bar (725 psi)	90	\$2,253
PA 144	50 Bar (725 psi)	140	\$3,334
PA 154	50 Bar (725 psi)	150	\$3,610

*Onga (NZ) Ltd - Davies and Onga Pumps:*

Prices for various pressure systems vary according to tank size.

Farm Pressure Systems. Shallow well jet pumps.

JJ400	750 W	20 to 40 psi	APP 24 tank	\$1,247.50
JJ600 (1ph)	1100 W	20 to 50 psi	APP 24 tank	\$1,657.50
OJ700 (1ph)	1500 W	20 to 70 psi	APP 80 tank	\$2,526.25
OJ800 (3ph)	2400 W	30 to 75 psi	A-PSC 60 tank	\$3,821.25

Prices include a shallow well injector.

General Purpose Water Transfer - Hi Flow Self Priming Moulded Centrifugal Pumps

Models	415	750 W	31psi	240v	\$652.31
	112	1100 W	37psi	240v	\$1,051.31
	143	2400 W	60psi	240v	\$1,402.13

## Irrigation

Blazemaster Single Impeller B55BS Briggs & Stratton 5.0hp 200l/min at 37m head	\$1,150.00
Blazemaster Twin Impeller BM65BS Briggs & Stratton 6.0hp 200l/min at 41m head	\$1,342.50
Blazemaster Twin Impeller BM10YE Yanmar HODAE ES 10hp Diesel, Electric Start 200l/min at 54m head, 100l/min at 64m Head	\$7,383.75

## Hydra-Cell Pumps Ltd.:

Hydra-Cell G20 Brass Head	up to 4 litre / min up to 1000 psi	\$1605
Hydra-Cell G03 Brass Head	up to 9 litre / min up to 1200 psi	\$2385
Hydra-Cell G10 Cast Iron Head	up to 30 litre / min up to 1200 psi	\$3280
Hydra-Cell G25 Cast Iron Head	up to 76 litre / min up to 1000 psi	\$8980
Hydra-Cell G35 Cast Iron Head	up to 140 litre / min up to 1200 psi	\$13,560

## McNeill Drilling Co Ltd:

(Grundfos Pumps)

### High Pressure Multi Stage – Farm Reticulation

Bare Pumps	kW	Pressure	Flow, litres/minute	Price
CR 5-8	1.1	45psi	120	\$1,808
CR 5-15	2.2	100psi	120	\$2,765
CR 10-9	3.0	85psi	200	\$2,967
CR 15-5	4.0	75psi	330	\$3,396

### Variable Speed Pressure Systems

Hydro Solo E 5-8	1.1	45psi	120	\$6,675
Hydro Solo E 5-16	2.2	100psi	120	\$8,253
Hydro Solo E 10-9	3.0	85psi	200	\$9,360
Hydro Solo E 15-5	4.0	75psi	330	\$10,403

### Domestic Pumps

MQ3-35	0.67	35psi	55	\$893
JP6 PC15	0.92	40psi	65	\$1,098
JPB2 PT08	0.44	35psi	30	\$571
JPB4 PT18	0.75	40psi	50	\$815

### Submersible Bore Hole Pumps

SQE 3-65	1.0	90psi	60	\$2,275
SQE 5-70	1.6	90psi	100	\$3,425
SQE 7-40	1.3	55psi	120	\$3,079
SP8 A-15	2.2	75psi	140	\$3,810
SP 17-10	5.5	100psi	310	\$6,596
SP 60-12	22	130psi	1000	\$15,241
SP 125 – 5A	45	130psi	2250	\$21,975

## McNeill Drilling Co Ltd:

### Drainage Waste Pumps

KPb 300a	0.22	5.8psi	120	\$403
KP250 A1	0.25	5.8psi	125	\$587

AP12-40-06 A1	0.40	8.7psi	230	\$998
AP 50-50-11-A1 Vortex	1.1	12.3psi	265	\$1,636

### Waste Water Heavy Duty Pumps

DP 10-65-26	2.6	24psi	533	\$3,724
EF 30-50-06	0.6	9psi	265	\$2,014
SEV 65-65-30	3.0	11.5psi	630	\$4,682
SEV 65-65-40	4.0	20.3psi	630	\$5,589

### Pressure Tanks

Tank	Capacity (litres)	Maximum working pressure	Price
PTF18	18	1000	\$166
PTF80	80	1000 free standing	\$600
PTF130	130	1000 free standing	\$915
PT450	450	1000 free standing	\$2,058

### (ii) Windmills

#### *Ferguson Windmills Company*

1.8m complete windmill (incl. fan, standard mast, pump and accessories)	\$2,643.48
Extension mast and accessories	\$760

### 2.18.5 Effluent Pumps, Sumps and Irrigators

#### *Ecostream Irrigation:*

#### Dairy Shed Effluent Irrigation Equipment

#### **Ecostream Stone Trap & Effluent Sumps**

Stone Trap 3450 x 2450 x 900 mm	\$1,750
Effluent Sump 3,000 litre includes sump, mesh cover, pump mounting brackets and debris basket	\$3,900
Effluent Sump 10,000 litre includes sump, conical internal base, pontoon, discharge pipework & pump switching system (excludes assembly)	\$7,200
Effluent Sump 25,000 litre includes sump, conical internal base, pontoon & discharge pipework & sump pump switch (excludes assembly)	\$9,900

#### **Ecostream Pontoons for Storage Ponds**

Pontoon 2 Drum c/w 6.5m Discharge Pipe (for Pump only)	\$1,900
Pontoon 4 Drum c/w 8.0m Discharge Pipe (for Pump only)	\$3,300
Pontoon 6 Drum c/w 8.0m Discharge Pipe & Legs (for Pump & Stirrer)	\$4,000
Pontoon 8 Drum c/w 8.0m Discharge Pipe & Legs (for Pump & Stirrer)	\$5,000

#### **Ecostream Pumps & Stirrers**

Electric Effluent Pump & Motor 10 hp 2800 rpm	\$4,600
Electric Effluent Pump & Motor 15 hp 2800 rpm	\$5,900
Electric Effluent Pump & Motor 20 hp 2800 rpm	\$6,400
Ecostream PTO Trailer Pump 285	\$7,000
Ecostream PTO Trailer Pump 380	\$8,000
Electric Stirrer 5 hp (suitable for sumps)	\$5,300
Electric Stirrer 10 hp (suitable for ponds)	\$6,400
Tractor Pond Stirrer 4.5m long	\$6,000
Tractor Pond Stirrer 6.0m long	\$7,400
Ecostream Sump Pump Switches	\$450 - \$1,000
Ecostream Electric Pump Controllers 2.2 – 22 kW (for sumps & ponds)	\$1,700 - \$5,000

*Numedic Ltd: Pumps – New Generation Grease Model*

Motor Size (3 phase and 2800 rpm)	Motor and pump price
5.5 kW	\$4,621.00
7.5 kW	\$5,080.00
11 kW	\$6,327.00
15 kW	\$6,878.00
18.5 kW	\$7,340.00

Effluent Pump price includes motor cover, mounting bracket, lifting bracket, 50mm non-return valve and galvanised pipe fittings. Chopper pumps in the above sizes add \$555.00

**Dairy Shed Effluent Disposal Equipment**

*Ecostream Irrigation:*

**Effluent Pump Mainlines**

MDPE Pipe 75 mm dia. 8 bar	\$8.00/m
MDPE Pipe 90 mm dia. 8 bar	\$9.50/m
PVC Pipe 65 mm dia. 6 bar	\$7.50/m
PVC Pipe 80 mm dia. 6 bar	\$9.00/m

**Ecostream No Block Effluent Hydrants.**

Fits all common pipe sizes and types. PVC Rubber Ring Joint, MDPE

Hose Tail or BSPT Fittings

Effluent Hydrant 1 way (end of pipeline)	\$145
Effluent Hydrant 2 way (connection within a pipeline)	\$400
Effluent Hydrant 3 way (tee in a pipeline)	\$550
Effluent Hydrant 4 way (cross in a pipeline)	\$650
Hydrant Take Off c/w camlock	\$150

**Ecostream Effluent Irrigators**

Travelling Irrigator - low pressure, continuous drive (many optional extras available at an additional cost)	\$5,000
Stationary Irrigator – for steep contours and smaller herds	\$1,600
Raingun on Skid	\$3,000
Travelling Irrigator Draghose x 50 m c/w camlock couplings and hose clamps (typical effluent system uses 3 or 4 sections)	\$380

All prices exclude GST & Freight

*Source: Grant Titchiner, Ecostream Irrigation, July 2012.*

*Numedic Ltd:*

EVENSREAD ADCAM®750 Travelling Irrigator. Unique short & long arm boom design for improved spread. Adjustable cam with 7 different speeds enabling 7 different application depths. Wire rope winder ensures even layering of wire rope back on to the drum.	\$5,290.00
Stationary Irrigator. Ideal for steeper farms, adjustable riser pipe.	\$2,189.00

*McNeill Drilling Co Ltd:*

Yardmaster RH7	11kW	65psi	840 litres / min	\$5,185
Yardmaster RH8	15kW	88psi	840 litres / min	\$5,649
Yardmaster RH9	18.5kW	97psi	840 litres / min	\$6,000
Yardmaster RH10	22kW	108psi	840 litres / min	\$9,637

*AgRural:*

Travelling Irrigators - Effluent or fresh water irrigation

Williams Greenback	Runs 50m wide 250m - 400m long down to 5mm Application Rate 20-60mtr Head	From \$5,570 - \$6,274
Williams In-Line Filter	Galvanised or Stainless Steel	From \$1,492 - \$1,610

### 2.18.6 Well Drilling

*McMillan Water Wells Ltd:*

Price for drilling wells	Price per metre
4 inch (100mm) / 5 inch (125mm)	\$136.25 / \$149.00
6 inch (150mm) / 8 inch (200mm)	\$159.50 / \$286.00
10 inch (250mm) / 12 inch (300mm)	\$397.00 / \$468.00
14 inch (350mm)	\$550.00

Developing charged at \$164.50 per hour for a 100 to 150 mm well and \$183 for a 200 to 300 mm well. Compressing and test pumping for a 150 mm well charged at approximately \$164.50 per hour. Compressing and test pumping for a 200 mm well and larger is charged at \$201.25 per hour and \$189.75 per hour respectively. Install telescoped casing for 250mm or 300mm well charged at \$225 per hour if applicable. All prices include drilling and steel pipe. Stainless steel screens are normally fitted, and range in price from \$396 per metre for 100 mm to \$932 per metre for 300 mm. However, prices will vary depending on location and depth.

Price for screens	Price per metre
4 inch (100mm) / 5 inch (125mm)	\$396 / \$443
6 inch (150mm) / 8 inch (200mm)	\$475 / \$602
10 inch (250mm) / 12 inch (300mm)	\$851/ \$932
14 inch (350mm)	\$POA

### 2.18.7 Dam Liners

*Permathene Ltd:* (Permaliner range)

300 micron	\$3.85 per m <sup>2</sup>
500 micron	\$6.60 per m <sup>2</sup>
750 micron	\$10.00 per m <sup>2</sup>
1000 micron	\$13.20 per m <sup>2</sup>

## 2.18.8 Pipes, Valves and Fittings

*Hansen Products:*

Polythene Pipe Fittings:

Straight coupling (HS)	15mm to 50mm	\$4.55 to \$24.88
Reducing straight coupling (HRS)	20x15mm - 50x40mm	\$5.92 to \$24.88
Long straight coupling (HLS)	15mm to 25mm	\$5.86 to \$8.97
Female straight coupling (HFS)	15mm to 40mm	\$5.09 to \$18.50
Reducing female straight coupling (HRFS)	20x15mm - 50x40mm	\$5.92 to \$18.50
Male straight couplings (HMS)	15mm to 50mm	\$4.03 to \$18.31
Reducing male straight couplings (HRMS)	20x15mm - 25x20mm	\$5.47 to \$6.01
Bends (HB)	15 to 50mm	\$9.73 to \$38.89
Male Bend (HMB)	15mm to 50mm	\$9.85 to \$26.25
Female bends (HFB)	15mm to 50mm	\$10.84 to \$26.65
Reducing female bends (HRFB)	15x20mm - 25x20mm	\$10.84 to \$26.65
Reducing male bends (HRMB)	15x20mm - 20x25mm	\$11.99 to \$14.28
Tees (HT)	15mm to 50mm	\$8.76 to \$47.37
Reducing tees (HRT)	15x20mm - 50x40mm	\$10.36 to \$47.37
Female tees (HFT)	15mm to 50mm	\$11.02 to \$47.22
Male tees (HMT)	15x20mm - 20x20mm	\$8.41 to \$9.69
Bracket elbow (HBE)	15mm to 20mm	\$9.55 to \$12.72
Plug (HSP)	6mm to 100mm	\$0.82 to \$24.58
Reducing bush (HRB)	15x6mm to 100x80mm	\$2.12 to \$25.29
Hex nipple (HSN)	6mm to 100mm	\$0.96 to \$31.00
Reducing hex nipple (HRHN)	8x6mm to 100x80mm	\$0.96 to \$31.00
Sockets (HSS)	15mm to 50mm	\$1.75 to \$52.25
Reducing Socket (HSRS)	20x15mm - 100x80mm	\$2.38 to \$52.13
Caps (HCP)	15mm to 100mm	\$1.37 to \$26.15
Threaded Tees (HTT)	15mm to 100mm	\$3.00 to \$106.62
Female Tank Fittings (HTFFTB)	15mm to 100mm	\$6.90 to \$147.69
Male Tank Fitting (HTFB)	15mm to 50mm	\$3.73 to \$12.54
Dual Level Tank Valve (HLEVELLERS)	32/40/50	\$139.13
Tank Level Indicator (LEVELALERT)		\$191.30
Hansen Ball Valve (HBV)	15mm to 50mm	\$26.13 to \$65.26
Check Valve (HCV)	25mm to 50mm	\$30.61 to \$158.91
Foot Valve (HFV)	25mm to 50mm	\$30.61 to \$158.91
Superflo Piston Trough Valve (HSFPV2520)	20/25mm	\$26.17
Maxflo Diaphragm Trough Valve	20/25mm	\$54.00
Superflo Brass Piston Trough Valve (HSFPV2520B)	20/25mm	\$48.48
Ballfloat – Blue (HFLOAT140B)	140mm	\$5.65
Ballfloat – Hi Vis (HFLOAT140HI)	140mm	\$6.26

*MICO Pipelines: PVC Pressure pipe, metric pipe series (available in 6m lengths).*

PN 6 - Red print			
Diameter (mm)	Socketed one end	Size (mm)	Rubber ring joint
40 to 65	\$81.55 to \$169.32	100 to 175	\$298.47 to \$836.31

80 to 100	\$216.49 to \$1,258	200 to 375	\$1,037.00 to \$3,311.00
PN 9 – Blue print			
50 to 65	\$134.03 to \$216.49	50 to 125	\$145.58 to \$1,448.00
80 to 100	\$124.82 to \$440.01	150 to 300	\$335.48 to \$7,102.00
PN 12 – Green print			
32 to 50	\$108.73 to \$164.97	50 to 125	\$178.26 to \$1,872.00
65 to 100	\$270.84 to \$485.78	150 to 225	\$1,058.00 to \$6,384.00
PN 15– Brown print			
15 to 40	\$55.71 to \$133.53	50 to 100	\$207.04 to \$716.82
50 to 100	\$193.37 to \$571.42	125 to 200	\$2,266.00 to \$2,362.00

**PVC Pressure Pipe Fittings**

Size	Plain 90° Elbow	Formed 90° Bend
15 mm to 32 mm	\$2.68 to \$8.42	\$6.50 to \$17.97
40 mm to 80 mm	\$10.77 to \$44.82	\$19.39 to \$61.20
100 mm	\$67.88	\$92.67

**Alkathene Low Density Polyethylene Pipe**

Coil Length	Pipe size and Price					
	PN12.5 15mm	PN11 20mm	PN11&8.5 25mm	PN7 32mm	PN6 40mm	PN5 50mm
25m	\$27.49	\$47.24	\$65.99	\$82.52	\$102.43	\$132.89
50m	\$54.99	\$104.99	\$131.99	\$165.04	\$204.85	\$265.78
100m	\$109.98	\$209.97	\$263.97	\$330.08	\$409.70	\$531.56
200m	\$219.95	\$377.96	\$527.94	\$660.15	\$819.41	-

**Medium Density Polyethylene Pipe (9 Bar)**

Coil Length	Pipe size and Price					
	20mm	25mm	32mm	40mm	50mm	63mm
50m	\$127.99	\$157.55	\$208.35	\$305.60	\$468.03	-
100m	\$255.85	\$315.23	\$416.57	\$610.93	\$935.66	\$532.00
200m	\$511.31	\$630.46	\$833.40	\$886.38	\$1,395.00	\$1,064.00

**Medium Density Polyethylene Pipe (Greenline)**

Coil Length	Pipe size and Price					
	20mm	25mm	32mm	40mm	50mm	63mm
50m	\$78.61	\$102.40	\$95.15	\$153.61	\$237.77	\$359.42
100m	\$157.23	\$204.80	\$190.22	\$307.22	\$475.54	\$718.85
200m	\$314.45	\$409.60	\$380.43	\$614.44	\$951.08	\$1,438.00

**Horticultural Lateral Tube.**

Coil Length	Pipe size and Price			
	13mm	16mm	19mm	25mm
25m / 50m	\$34.34/ \$66.34	\$35.0 /\$115.23	\$33.45 \$63.66	-
100m	\$82.01	\$107.91	\$127.16	\$220.91
200m	\$164.02	\$343.79	\$254.24	\$382.70
300m	\$245.06	\$422.69	\$446.86	-
400m	\$363.48	\$462.64	-	-

**Effluent Pipe - medium density polyethylene pipe.**

Coil Length	Pipe size and Price		
	63mm	75mm	90mm
50m	\$359.42	\$622.13	\$862.46
100m	\$718.85	\$1,244.00	\$1,725.00



*NFT Group Ltd:*

Low density black polythene pipe	Price per 100 m
15 / 20 / 25 / 32 / 40 / 50mm	\$70/\$133/\$167/\$207/\$254/\$335
Low pressure lateral tube	
13mm / 16mm / 19mm / 25mm	\$36/\$45/\$56/\$84
PVC Pipe Class E 6m lengths - 15/20/25/32/40/50mm	\$11/\$16/\$23/\$35/\$45/\$71
Valves	
Solenoid valves	from \$55.00
Polypropylene ball valves	from \$16.00
PVC ball valves	from \$13.10
Check valves	from \$22.08
Pressure reducing valves	from \$27.55
Trough valves	from \$24.00

*Steel & Tube N.Z. Ltd.:*

Galvanised wrought steel pipe fittings:	10 mm	20 mm	40 mm
Tee	-	\$19.29	\$63.95
M & F Bend	\$9.68	\$21.53	\$43.42
90° Elbow	\$8.72	\$14.56	\$43.38
Plug	\$2.17	\$4.49	\$13.53
Barrel Piece	\$4.76	\$2.37	\$5.07

Galvanised and black malleable fittings:	10mm	20mm	40mm
Elbows - banded equal	\$1.77	\$2.19	\$7.84
- banded reducing	-	\$2.45	\$8.12
- banded 45°	-	\$2.33	\$7.29
Tees - banded equal	\$2.33	\$2.99	\$8.76
- banded reducing	-	\$3.06	\$10.22
Plugs	\$1.01	\$1.24	\$3.14
Ball Valves chrome on brass, lever handle (1710)	\$8.03	\$13.99	\$45.02
chrome on brass, T handle (male/ female)	\$9.45	\$15.81	-

*Jobe Valves Ltd:*

Reservoir Valves – Differential Valves						
	15mm	20 mm	25 mm	32 mm	40mm	50mm
Topaz	\$144.11	\$144.11	\$145.97	\$168.05	-	-
Vortex	-	-	-	\$201.45	\$208.10	\$214.75
Trough valve – Megaflow						
Side and bottom entry				20 mm	25 mm	32 mm
Topaz Megaflow top, side or bottom entry				\$39.97	\$40.83	\$46.42
Tank water level indicator				\$47.95	\$49.54	\$56.33
						\$152.88
Trough valve – Rojo float						
Side, bottom and top mounting					15 mm	20 mm
					\$25.67	\$25.67

### **2.18.9 Rural Domestic and Supply Charges**

Stock water is charged for in a number of different ways. Some examples only are quoted here. Note: These prices are all inclusive of GST.

#### ***Whangarei District Council***

Water charges are a flat rate to all properties of \$2.02 per cubic metre.

#### ***Waikato District Council***

Water supply charges vary, depending on location. Metered water charges vary from \$1.84 to \$3.26 per m<sup>3</sup>.

#### ***Waitomo District Council***

Extraordinary water charged per community per cubic metre: Te Kuiti \$1.57, Piopio \$2.05, Benneydale \$4.71, Mokau \$8.97

#### ***Tararua District Council***

Minimum charge per quarter of \$79.50 for extraordinary users, plus a charge of \$1.17 per cubic metre for consumption over 100m<sup>3</sup> during that three-month period

#### ***South Taranaki District Council***

Targeted rates for rural water supplies vary from \$0.70 to \$1.19 per m<sup>3</sup>.

#### ***Buller District Council***

Rural stock water is charged at 63 cents per cubic metre.

Rural domestic water costs \$621 for the first 550 cubic metres and \$1.71 per cubic metre thereafter.

#### ***Kaikoura District Council***

East Coast Rural Water is \$367.40 per water unit (1800l /day / unit).

Kincaid Rural Water is \$120.18 per water unit (1000l / day / unit).

Oaro Rural Water is \$251.84 per water unit (1000l / day / unit).

Peketa Rural Water is \$245.16 per water unit (1000l / day / unit).

#### ***Selwyn District Council***

Stock water supply charges range from \$5.80 to \$13 per hectare or part thereof. Minimum charges range from \$10 to \$187.70, depending on location.

#### ***Gore District Council***

Gore and Mataura: \$253.18 is charged for each separately used or inhabited part of a rating unit that is connected to either the Gore or Mataura water schemes.

Otama Water Scheme: Water costs \$200 per water unit, plus \$215 per water connection.

## 2.18.10 Resource Consents, Water and Discharge Permits

### **Consent Application Deposits** from two North Island Regional Councils (GST inclusive)

Costs	
Non-notified consent, farm dairy discharge	\$600
Non-notified consent other	\$900
Notified consents (limited and public)	\$6,000
Consent renewal, change or review	
Non-notified consent	\$600
Notified (limited and public)	\$6,000
Extension of a consent lapsed due to non-exercise	\$400
Certificate of compliance	\$500
Transfer of consent	\$80

	Non-notified	Notified
Take water/dam water/divert groundwater	\$784.50	\$2,942.50
Land use consent for earthworks and / or vegetation clearance incl mining, quarrying, forestry, bridging, gravel extraction. Fee incl stormwater diversion and discharge applications where required.	\$784.50	\$2,942.50
Coastal permits excl moorings		\$2,942.50
Coastal permits incl moorings and offsite marine farms	\$539.00	\$1,471.00
Bore Drilling Permits	\$272.50	n/a
Plus per additional bore	\$33.00	n/a
Domestic On-site Sewage Discharge <3m <sup>3</sup> / day	\$490.50	n/a
Discharge of sewage > 3m <sup>3</sup> / day	n/a	n/a
Discharge Permit to land, water or air incl farm waste and air discharges to the coastal marine area	\$784.50	\$2,942.50
Diversion and discharge of stormwater to land and / or water	\$784.50	\$2,942.50
Transfer a consent to another person	\$54.50	n/a
<b>Other Deposit Charges</b>		
Certificate of compliance		deposit \$441.50
Transfer existing water permit between sites within catchment		Notified \$686.50 Non-notified \$272.50

### **Consent Applications Charges** from *Hawkes Bay Regional Council*

Fixed Charges for Resource Consent Application Requiring Notification				
Application Type	Type of Fixed Fee			Additional Charge
	Initial	on notification	5 days pre hearing	
Individual	\$1000	\$5000	\$5000	actual + reasonable
catchment wide	\$1000	\$1500	\$1500	actual + reasonable
Fixed Charges payable for processing Resource Consent Application				
Item	Initial fixed fee		Additional Charge	
Certificate of Compliance - Bore Sealing	-		N/A	
- Other	\$300		actual+ reasonable	
Land use application for bore permit	\$350		N/A	
Other where 3 or more bores same site	\$1,000		+deposit \$1,000	

Minor admin changes or cancellations	\$200	N/A
Other changes or cancellations	\$500	actual + reasonable
Transfer consent to another site	\$400	actual + reasonable
Extensions to lapsed dates	\$200	actual + reasonable

### **Resource Consent Deposits for West Coast (*West Coast Regional Council*) (GST incl)**

Humping and hollowing of farm land	\$862.50
River protection works	\$632.50
Gravel extraction	\$460
Discharge Permits for dairy effluent discharges	\$632.50
Dairy effluent inspection	\$287.50

### **2.18.11 Irrigation Equipment - Pastoral and Horticultural**

#### **(i) Low Pressure Systems**

##### *CRT Farmcentre:*

32mm or 40mm Irripod with Naan 5022 sprinkler head	\$74.22
32mm or 40mm K Line Skid Complete Naan Sprinkler	\$91.12
32mm / 40mm / 45mm Irripod pipe x 200m	\$532.17 / \$660.87 / \$782.61

##### *Ecostream Irrigation Ltd:*

#### **Irrigation Equipment – Pastoral & Horticultural**

##### **Ecostream Irrigators**

Travelling Irrigator - low pressure, continuous drive (many optional extras available at an additional cost)	\$5,000
Raingun on Skid	\$3,000

All prices exclude GST & Freight

Source: Grant Titchiner, *Ecostream Irrigation*, July 2012

##### *IrriPod Ltd:*

Irripod Irrigation System, available in LDPE 32mm, 40mm and 45mm.  
Indicative costs / ha include Irripod fittings, mainline and pump.  
Average cost / ha of flat terrain is \$900 to \$1,400.  
Average cost / ha of rolling terrain is \$1,400 to \$2,000.

#### **(ii) Travelling Irrigators**

##### *Rainer Irrigation Ltd:*

Briggs Model 200 Roto Rainer and Hose Trailer (Standard)	\$50,963.00
Briggs Model 250 Roto Rainer and Hose Trailer (Standard)	\$60,412.00
Briggs Model 250 Linear Rain Turbine Drive and Hose Trailer (Std)	\$74,261.00
Briggs Model 125 Roto Rainer and Hose Trailer (Standard)	\$48,213.00
Briggs Model 100 Roto Rainer and Hose Trailer (Standard)	\$36,443.00
Briggs Model 25 Roto Rainer and Hose Trailer (Standard)	\$25,883.00
Briggs Model 25 Trailer	\$6,501.00
Briggs Model 10 Roto Rainer Standard (Effluent Irrigator)	\$4,378.00
Briggs Model 15 Roto Rainer Standard (Effluent Irrigator)	\$6,578.00
Briggs hose trailer	\$6,501.00 to \$10,714.00

### Hoses (Angus)

65mm to 75mm	\$24.00 to \$31.00 per metre
89mm to 100mm	\$38.75 to \$49.00 per metre
114mm to 125mm	\$55.00 to \$59.50 per metre

Underground Mainline (PVC pipes)	Class B (per metre)
80 / 100 / 125 / 150 / 175 / 200mm	\$6.45 / \$8.58 / \$13.27 / \$16.35 / \$25.59 / \$30.86

Hydrant outlets cost \$162 to \$780 each. Trenching and laying costs \$2.50 to \$4.50 / metre.

### *PGG Wrightson Irrigation and Pumping:*

#### Ocmis Hard Hose Irrigator

R2/1 90mm x 300m / R3/1 110mm x 300m	\$29,900 / \$35,500
R4/1 110mm x 450m / VR6 125mm x 400m	\$48,500 / \$53,000

### (iii) Centre Pivots

#### *PGG Wrightson Irrigation and Pumping*

Centre Pivot Length	Price
400m	\$160,000
500m	\$200,000
600m	\$240,000
700m	\$280,000

#### *KB Irrigation Ltd) January 2010: Pierce Range*

Length (all plus end gun)	Irrigated Area	Cost per hectare	Price
167m	10.98ha	\$4,371	\$48,000
172m	11.58ha	\$4,274	\$49,500
244m	21.89ha	\$3,113	\$68,150
300m	28.27ha	\$3,215	\$90,900
416m	59.72ha	\$1,930	\$115,300
450m	72.38ha	\$1,722	\$124,700
540m	102.07ha	\$1,443	\$147,300
630m	136.85ha	\$1,233	\$168,800
670m	153.93ha	\$1,166	\$179,500
800m	216.42ha	\$990	\$214,300

Price includes the machine, freight to New Zealand, delivery to farm, unloading of containers, concrete pivot pad, erection and commissioning of machine, wiring and connection to the power source. Prices do not include pipe work or the power cable to the pivot point, pumps, intakes or bore drilling.

### Soft Hose Irrigators

#### *(KB Irrigation Ltd) January 2010: Trailco Range*

Trailco Model	Approx Irrigated Area	Cost per hectare	Price
T50	2.7 ha	\$1,224	\$3,266
T100	4.9 ha	\$1,031	\$5,021
T150-2	11.1 ha	\$974	\$10,793
T250-2	32.5 ha	\$826	\$26,827
T300-2	36.2 ha	\$805	\$29,158
T450-2	57.56ha	\$1009	\$58,138

Price includes the irrigator and hose, cable and sprinkler. Prices do not include pipe work,

hydrants, pumps, intakes or bore drilling.

## 2.18.12 Irrigation Equipment - Horticultural

### *NFT Group Ltd:*

Drippers For Lateral Pipe	
Button dripper 2 / 4 / 8 litres per hour	\$0.56
Dropper Naandan Clicktif – pressure compensating 2 / 4 / 8 litres/hour	\$0.56
Regulated button dripper – pressure compensating 2 / 4 / 8 litres/hour	\$0.56
Driptape T –Tape	
10cm drip spacing 455m roll / 2300m roll	\$125 / \$550
20cm drip spacing 455m roll / 2300m roll	\$125 / \$550
30cm drip spacing 455m roll / 2300m roll	\$125 / \$550

Low Pressure Lateral Tube per 100m	Price
13mm / 16mm / 19mm / 25mm	\$36 / \$45 / \$56 / \$84
Fertiliser Injectors c/w tube / strainer and valve	\$205 to \$1,082
Dosematic Proportional Feeder	from \$1,650

### *Egmont Commercial Ltd:*

Dutch water spikes	Price per spike quantity 1-999	\$0.16ea
Whisker micro tube - 1.27mm bore size. 200m coil		\$63.30
Watering wand		\$21.95
Lateral tube 13mm /16mm / 19mm / 25mm -per 20m coil	\$72.52/\$20.15/\$25/55/\$38.21	
Sprinkler tube PVC 4mm internal diameter - 50m roll		\$53.53
Elbow barbed fitting 13mm /16mm /19mm / 25mm	\$1.07 / \$1.13 / \$1.13 / \$1.54	
Joiner barbed -13mm / 16mm / 19mm / 25mm	\$0.67 / \$0.76 / \$0.93 / \$1.02	
Tee barbed -13mm / 16mm / 19mm / 25mm	\$1.28 / \$1.28 / \$1.28 / \$1.54	
Cray Clip -13mm / 16mm / 19mm / 25mm	\$0.31 / \$0.67 / \$0.31 / \$0.67	
Quick action shut off valve- 13mm /16mm /19mm/25mm	\$3.13 / \$5.00 / \$6.45 / \$8.67	
End Plug -13mm / 16mm / 19mm / 25mm	\$0.52 / \$1.02 / \$1.02 / \$1.21	
Nut & Tail 20mm x 13mm / 16mm / 19mm Tail	\$2.05 / \$2.31 / \$2.42	
Nut & Tail 25mm x 13mm / 19mm / 25mm Tail	\$2.05 / \$2.42 / \$2.65	
Inline Filter 13mm / 16mm / 19mm / 25mm	\$7.22 / \$13.06 / \$8.06 / \$9.04	
Increasing Tee 13-16 / 13-19 / 16-19 / 19-25mm	\$1.80 / \$1.80 / \$1.97 / \$2.05	
Threaded Tee13-15 / 19-15 / 25-20mm Male Bsp & Female	\$1.78 / \$1.78 / \$2.53 & \$3.20	
Reducing Tee16-13/19-13/19-16&25-13/25-16/25-19mm	\$1.02 / \$1.21 / \$1.36 & \$1.88	
Reduce Joiner16-13/19-13/19-16&25-13/25-16/25-19mm	\$1.36 & \$1.54	
Threaded Elbow Female 13 / 19mm & Male 19 / 25mm	\$2.83 & \$1.71 / \$2.05	
Threaded director13-15/16-15/19-15/19-20/25-25mm bsp	\$1.04/\$1.12/\$1.35/\$1.69\$1.57	
Takeoff Conn & Grommet 13 / 16 / 19mm	\$1.21 / \$1.36 / \$1.64	
Takeoff 16mm / Goof plug / Lateral pipe hole punch	\$0.93 / \$0.11 / \$2.42	
Grommet Top Hat13 / 16mm - Dble flange 13/16/19mm	\$0.86 / \$1.06 - \$0.76 / \$1.16	
Self Comp Drippers 2Lph / 4Lph	\$0.60	
Rigid Riser 200 / 300mm / 1½m long / 1m / 200mm / 2m long	\$0.34 / \$0.52 / \$1.21 / \$0.89 / \$0.34 / \$1.71	

Microjet 90° / 180° / 360° - Stake Sprinkler black / red	\$0.52 - \$1.28 / \$1.25
Micro Sprinkler 55/90 - Flow Sprinkler 35/42/75/120 l/h	\$2.98 - \$1.10
Stake threaded complete 5mm / threaded only 5mm	\$5.13 / \$2.25

### 2.18.13 Irrigation Water Supply Charges

#### Farm Charges

Charges for irrigation vary depending on the length of time the scheme has been in operation, the size of the scheme, the source of water and the number of farmers participating in the scheme.

Some examples of water charges for the 2011/2012 season for community irrigation schemes in the South Island are as follows:

Scheme	Charges
<i>Amuri Irrigation Co</i>	
- Borderdyke: entitled to one day for every 31 ha owned	\$1,767 per day's water
- Spray Irrigation annual fee	\$84.44 x (pump capacity in litres/second)
<i>Ashburton Lyndhurst Irrigation Ltd</i>	
	\$51 / ha / year + \$85 admin charge
	Stage 1 Pressurised pipe supply = \$145 / ha / year + base water charges
<i>Mayfield Hinds Irrigation Ltd</i>	
	\$60 / ha / year
<i>Morven, Glenavy and Ikawai Irrigation Co</i>	
- Borderdyke 1,000mm (10 waterings)	\$60.00 per ha for 14 day roster
810mm (8 waterings)	\$48.60 per ha for 17 day roster
Additional water	\$10.00 per hour
- Spray 610mm	152 days (4mm) \$36.60 per ha
770mm	154 days (5mm) \$45.75 per ha
610mm	North Extn Pressure \$46.00 per ha
(Additional water)	\$10.00 per 1800 m <sup>3</sup> or part thereof
<i>Lower Waitaki Irrigation Co.</i>	
	\$33.00 / ha spray irrigation (on demand)
	\$50.00 / ha for borderdyke irrigation (16 day rotation)

### 2.18.14 Irrigation Scheduling Service

#### HydroServices:

Provides agricultural and horticultural properties with irrigation management advice, based on weekly soil moisture measurements in selected paddocks / blocks / crops on the property. Canterbury / Otago:

Fees per site depend on the number of sites per property / farm.

Dairy Pasture	\$1,100.00 for 1 site to \$770.00 for more than 7 sites
Arable - short rotation	\$490.00 for 1 site to \$340.00 for more than 7 sites
Arable - long rotation	\$830.00 for 1 site to \$620.00 for more than 7 sites
Vineyards	\$910.00 for 1 site to \$680.00 for more than 7 sites

#### North Island

Fees per site depend on the number of sites per property / farm.

Pasture	\$1,140.00 for 1 site to \$910.00 for more than 7 sites
Arable	\$800.00 for 1 site to \$540.00 for more than 7 sites
Vineyards	\$1,240.00 for 1 site to \$890.00 for more than 7 sites

## System Evaluation

Provides irrigation system evaluation, measuring system pressure, flow and distribution uniformly. The report identifies whether the system meets design specifications and / or remedial work to improve efficiency.

Canterbury / Otago / North Island

Fee per system evaluation

Single -centre pivot, no cnr arm, linear move, travelling irrigator	\$1,500 to \$2,000
Centre pivot with corner arm	\$2,000 to \$2,500

## Field Calibration

Provides field calibration of telemetered soil moisture sensors to provide field capacity and refill points based on soil type

Fee per Soil Moisture Sensor \$300 to \$400

### 2.18.15 Border Dyke Irrigation

*Rooney Earthmoving:*

#### (i) Earthworks

Earthworks only - \$1,417.50 per hectare or \$3,517.50 per hectare which includes the borders, headraces etc. This cost includes: All levelling, construction of levees, construction of supply and headraces.

#### (ii) Structures

##### Concrete Dams

Depends on flow rate of water and will vary depending on water flow but average \$425.25

##### Sills

Standard sills cost on average \$105 each.

There are various other designs, which would generally be more expensive.

Cutting out grass sills costs \$105 per group of borders.

##### Weirs

2.5m - \$525 each.

##### Access Crossings

For a 6 metre crossing, cost including installation and pipes:

300mm diameter pipe	\$315 / m
4.8m crossing, including headwalls	\$2,520
Concrete bridge crossing	\$3,675

### 2.18.16 Drainage and Subsoiling Costs

The cost of intensive pipe/tile and mole drainage depends on a very large number of variables. *Blackley Construction Ltd* of Manawatu quoted typical flatland costs for intensive (20 to 25mm drainage coefficient) systems:

Clay soils, metal backfill with mole drainage	\$5,297 / ha
Clay soils, mole drainage, no metal backfill	\$3,959 / ha
Silts (no moling), metal backfill	\$4,815 / ha
Silts (no moling or metal backfilling)	\$3,638 / ha
Mole drainage	\$247 / ha
Difficult sites with poor outlet conditions or flat country may range up to	\$5,671 / ha



*Hynds Rural: Land Drainage Coils (Freight not included)*

Corrugated PE Coiled pipe	110mm x 30m	\$121.81
Corrugated PE Coiled pipe	110mm x 100m	\$406.00
<b>FarmBoss Culvert Pipe (6 m lengths)</b>		
Polypropylene, Twin wall, Smooth Bore, Corrugated Pipe	225mm	\$172.00
Polypropylene, Twin wall, Smooth Bore, Corrugated Pipe	300mm	\$ 332.00
Polypropylene, Twin wall, Smooth Bore, Corrugated Pipe	375mm	\$560.00
Polypropylene, Twin wall, Smooth Bore, Corrugated Pipe	450mm	\$944.00

*Southtile Ltd: Field Tiles*

Code	Diameter (mm)	Length (mm)	Per unit for 100	Per unit for 500
FT41	100	300	\$1.73	\$1.58
FT61	150	300	\$4.08	\$3.70
FT91	225	300	\$12.67	\$11.51
FT42	100	600	\$4.24	\$3.86
FT62	150	600	\$8.96	\$8.15
FT95	225	600	\$19.60	\$17.82

\* Orders smaller than 100 units are at higher rates.

*MICO Pipelines:*

PVC culvert pipe, available in 3 and 5 metre lengths

Pipe Length	Pipe Size					
	160mm	200mm	250mm	315mm	400mm	500mm
3m	-	\$117.71	\$140.23	\$295.09	\$462.78	\$790.31
5m	\$146.80	\$193.59	\$225.82	\$477.34	\$741.96	\$1,250.00

**Nexus Novaflow - land drainage system and Nexus Novacoil - unpunched, slotted/unslotted.**

	Diameter	Length	Price
Pipe low drainage slotted nexus	110mm	15m	\$182.23
&	110mm	30m	\$364.46
Pipe low drainage unslotted coil	110mm	50m	\$607.40
	110mm	100m	\$1,215.00
	160mm	45m	\$1,139.00
	160mm	185m	\$4,682.00

Novaflow - land drainage system and Novacoil – unpunched pipes are low-density drainage, corrugated, unslotted range.

Coil length	65mm	110mm	160mm
15m	\$58.18	\$78.06	\$162.71
30m	\$116.35	\$156.12	-
45m	-	-	\$488.13
50m	-	-	-
100m	-	\$520.39	-
150m	\$581.75	-	-

**Nexus Hi-Way Drain, Heavy Duty**

	Diameter	Length	Price
Pipe corrugated high density polyethelene	200mm	5m	\$363.89
Pipe culvert twin walled polyethelene nexus	110mm	5m	\$69.39

## Concrete Culvert Pipes

*Hynds Pipe Systems: (Prices ex yard in Whangarei – freight extra)*

Inside Diameter: mm, 2.5m lengths	Price
225 / 300 / 375 / 450	\$112.96 / \$151.36 / \$183.89 / \$284.19
525 / 600 / 675 / 750	\$348.66 / \$397.98 / \$475.30 / \$560.44
825 / 900 / 1050 / 1200	\$605.60 / \$808.48 / \$1,115.00 / \$1,286.40
1350 / 1600 / 1800	POA

## Backfill Gravel

*Canterbury supplier:*

	per tonne
Crushed stabilised metal courses SAP 40 to SAP 20	\$14.17 to \$17.31
Crushed metal courses CAP 65 to CAP 20	\$8.63 to \$14.38
NZTA crushed metal course AP 65 to AP 20	\$9.79 to \$15.06
Drainage aggregates AP 40 / GC 14-10 / GC 10-5	\$14.30 / \$26.00 / \$26.00
Isaac ballast / clay	\$21.66 / \$27.42
Pit run	\$6.50
Sealing chip grade 2 - grade 6 / reject chip	\$26.00 / \$21.64
Concrete sand / fill sand / natural NAP5	\$28.00 / \$22.36 / \$28.00

Aggregate Supply (tip truck delivery)

### 2.18.17 Dairy Shed Effluent Disposal

See also *Section 2.18.5.*

*Ecostream Irrigation:*

#### Typical Effluent Irrigation System for a 300 cow Farm Dairy

System based on the following assumptions

\*\* Effluent pumped from a sump to a travelling irrigator

\*\* Irrigation area of 18 ha of flat land

\*\* Wet weather storage pond 1200 m<sup>3</sup> capacity

Effluent & Stormwater Diverter 3 Way (manual)	\$750
Wet Weather Pond (excludes retired land & fencing)	\$16,000
Stone Trap & associated pipe and fittings	\$2,200
Sump 25000 c/w pontoon assembly	\$9,900
Electric Effluent Pump 11 kW	\$5,900
Sump Pump Switch 2000	\$1,000
Pump Cable 50 m	\$1,500
Electric Pump Controller	\$3,500
Electrician	\$2,300
Effluent Mainline 800m x 90 dia. MDPE Pipe	\$7,600
Effluent Hydrants	\$2,900
Irrigator Draghose 200 m	\$1,500
Travelling Irrigator	\$5,000
Installation Costs	\$12,200
<b>Total</b>	<b>\$72,250</b>

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**Annual Operating Costs**

Storage pond pumping, repairs & maintenance	\$1,400
Labour for shifting irrigator	\$2,100
Electricity	\$900
Pump & Irrigator repairs and maintenance	\$2,000
Depreciation 10 to 20+ year life	\$4,500
<b>Total</b>	<b>\$10,900</b>

The annual nutrient value of fresh dairy effluent from 300 cows is approximately \$7,000.

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All prices exclude GST & Freight

Source: Grant Titchiner, *Ecostream Irrigation*, July 2012.

**Effluent Pond Stirrer**

*AgRural:*

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Williams PTO 6.5mtr pond stirrer includes drive shaft and freight	\$8,390
Williams electric stirrer pump – 4kW	\$5,482
AgRural 4 Drum pontoon	\$1,281
Ag Rural 6 Drum pontoon	\$2,199
AgRural 6.5mtr Walkway	\$2,246
AgRural Pontoon/Walkway & 15kw Pump	\$11,766

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*Numedic Ltd:*

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1.5kW Stirrer for use in effluent sumps	\$3,596.00
5.5kW Stirrer for use in small effluent ponds	\$4,242.00
7.5kW Maxi Stirrer for use in larger effluent ponds	\$6,509.00

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**Modular Precast Concrete Panel Effluent Ponds**

*Hynds Rural:* (Freight not included)

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Hyponds	Modular Pre-cast concrete Effluent Storage ponds 40,000 to 140,000 litres capacity	\$9,500 to \$16,500
Megaponds	Modular Pre4cast Concrete Effluent Storage ponds 250,000 to 4 million litres capacity.	\$24,000 to \$97,000

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Precast / sundry components only; does not include excavation or concrete floor.

**Stone Trap**

*Hynds Rural:* (Freight not included)

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ST4000	Modular drive-in Stone Trap 3000mm wide x 4000mm deep	\$2,400.00
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A precast / sundry component only; does not include excavation or concrete floor.

**2.18.18 Septic Tanks****Concrete**

*Precast Concrete Products Ltd:* (prices ex yard)

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3,460 litre	\$1,307.64
4,500 litre	\$1,625.50
4,500 litre combo	\$1,804.75

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Note: prices are ex yard and subject to change due to increasing prices of raw materials

*Humes:*

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2,700 litre septic tank complete	\$2,495.68
3,300 litre septic tank complete	\$2,935.57
Eco Tank round:	
5,000 litre Ecotank complete	\$5,532.44
Circular concrete sump range (600 x 300 dia to 600 x 1,200dia)	\$65.08 to \$216.76
Concrete Wingwall range (150 x 300 to 900 x 1,050)	\$178.50 to \$1,651.02

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*Claymore Concrete Ltd: Hynds (Prices ex yard in Whangarei)*

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4,500 litre - 2.4m x 1.25m x 1.6m (includes filter)	\$1,450.00
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**Plastic**

*Devan: (prices include delivery charges for the South Island)*

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Devan Septic 3600 litre	\$2,500
Devan Septic 2100 litre	\$1,643.48

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Confidence. Free with every Devan Tank.

[www.devan.co.nz](http://www.devan.co.nz) | 0800 244 503

## 2.19 FENCING COSTS

### 2.19.1 Guide to Fencing Costs

#### Materials plus Erection Cost for a standard fence

##### North Island

*Morice Ltd & Farmgear (HB): Napier*

Cost per metre for a typical 400m North Island sheep and cattle fence - posts 5 metres apart, 7 wires (No.8 bottom, 1 barb, six 12.5G steel) 5 battens per bay, two 12ft mesh gates.

Total materials \$ 6.12 per metre

Erection cost \$6.50 (average) with \$8.00 per metre (steep)

### 2.19.2 Full Contract Fencing Rates (Sheep)

The following four examples have been kindly supplied by a Canterbury contractor, *Mike Warwick Fencing*.

#### (i) 300m Standard 8 Wire Fence

Post Spacings 5m, batten spacing 1m

Item	Price per unit	Total price
4 strainers	\$33.00	\$132.00
2 stays	\$24.30	\$48.60
60 posts	\$14.42	\$865.20
240 battens	\$1.75	\$420.00
5 coils of wire	\$100.00	\$500.00
Staples	\$250.00	\$250.00
32 hours labour	\$35 to \$40 average	\$1,280.00
8 hours post driving	\$80.00	\$640.00
Total fence	\$13.79 per metre	\$4,135.80

#### (ii) 300m Netting (includes top plain wire)

4 strainers	\$33.00	\$132.00
2 stays	\$24.30	\$48.60
50 posts	\$14.42	\$721.00
3 coils of netting	\$205.00	\$750.00
1 coil of wire	\$100.00	\$100.00
Staples	\$250.00	\$250.00
24 hours labour	\$35 to \$40	\$960.00
7 hours post driving	\$80.00	\$560.00
Total fence	\$11.74 per metre	\$3,521.60

#### (iii) 300m 8 Wire Fence, Medium Hill Country

Posts 10m spacing, waratahs 1.5m spacing, includes 4 bends

8 strainers	\$33.00	\$264.00
6 stays	\$24.30	\$145.80
180 waratahs	\$12.30	\$2,214.00
36 posts	\$14.42	\$519.12
Staples	\$125.00	\$125.00
5 coils of wire	\$100.00	\$500.00

64 hours of labour	\$35 to \$40 average	\$2,560
10 hours of post driving	\$80.00	\$800.00
Total fence	\$23.76 per metre	\$7,127.92

**(iv) 200m 2 Wire Fence, Medium Hill Country**

Posts 10m spacing, waratahs 1.5m spacing, includes 4 bends

2 strainers	\$33.00	\$66.00
20 x ¼round posts	\$6.17	\$123.40
44 Insulators	\$0.56	\$24.64
Bungy gate x 2	\$17.00	\$34.00
10 hours of labour	\$36.00	\$360.00
3 hours of post driving	\$80.00	\$240.00
Total fence	\$4.24 per metre	\$848.04

**Optional extras**

4.25 economy gate		\$135.00
Permanent wire strainers		\$3.30 each
Wire Joiners		\$2.40 to \$3.30

**2.19.3 Electric Fences**

**Materials plus Erection Cost for a standard electric fence**

North Island: *Morice Ltd & Farmgear (HB)* : Napier

Cost per metre for a typical 400m North Island sheep and cattle electric fence - posts 50 metres apart, 4 wires 4 ground treated battens at 10 metre intervals per bay, two 12ft mesh gates.

Total materials		\$2.34 per metre
Erection cost	\$3.75 (average) with \$5.00 per metre (steep)	

**Canterbury (full contract)**

The following two examples have been kindly supplied by a Canterbury contractor, *Mike Warwick Fencing*.

**(i) 300m Electric Fence 3 wire**

4 strainers	\$33.00	\$132.00
2 stays	\$24.30	\$48.60
28 posts	\$14.42	\$403.76
3 coils of wire	\$100.00	\$300.00
Staples	\$250.00	\$250.00
150 insulators	\$0.56	\$84.00
16 hours labour	\$35 to \$40	\$640.00
5 hours post driving	\$80.00	\$400.00
Total fence	\$7.52 per metre	\$2,258.36

**(ii) 200m Electric Fence 2 wire**

2 strainers	\$33.00	\$66.00
20 quarter round posts	\$6.17	\$123.40
44 insulators	\$0.56	\$24.64
Bungy gate x 2	\$17.00	\$34.00
10 hours labour	\$35.00 to \$40.00	\$400.00

3 hours post driving	\$80	\$240.00
Total fence	\$4.44 per metre	\$888.04

### **(iii) 300m 7 Wire Sheep Fence**

7 wire standard spacing (posts 8m apart) - 3 wires electric

4 strainers	\$33.00	\$132.00
2 stays	\$24.30	\$48.60
36 posts	\$14.42	\$519.12
5 coils of wire	\$100.00	\$500.00
Staples	\$200.00	\$200.00
114 insulators	\$0.56	\$63.84
24 hours labour	\$35 to \$40	\$960.00
6 hours post driving	\$80.00	\$480.00
Total fence	\$9.68 per metre	\$2,903.56

## **2.19.4 Deer Fencing**

### **Deer Fencing**

The following two examples have been kindly supplied by a Canterbury contractor, *Mike Warwick Fencing*.

#### **(i) 400m Deer Boundary Fence**

Posts every 5m, strainers every 200m, includes top wire

80 posts	\$25.50	\$2,040.00
3 strainers	\$48.00	\$144.00
3 stays	\$24.30	\$72.90
1 coil of wire	\$100.00	\$100.00
4 rolls of wire netting	\$312.00	\$1,248.00
1 gate	\$303.00	\$303.00
12kg staples, 40mm	\$5.00/kg	\$60.00
Thru post gudgeon	\$13.90	\$13.90
Screw in gudgeon	\$9.20	\$9.20
Gate fastener and staple	\$10.22	\$10.22
40 hours labour (est.)	\$35 to \$40 (average)	\$1,600.00
11 hours post driving(est.)	\$80.00	\$880.00
Total fence	\$16.20 per metre	\$6,481.22

#### **(ii) 300m Deer A13 Netting**

4 strainers	\$48.00	\$192.00
2 stays	\$24.30	\$48.60
3 coils of netting	\$312.00	\$936.00
Staples	\$200.00	\$200.00
42 posts	\$25.50	\$1,071.00
24 hours labour	\$35 to \$40	\$960.00
6 hours postdriver	\$80.00	\$480.00
Total fence	\$12.96 per metre	\$3,887.60

## 2.19.5 Wire

(see also Section 2.19.9 Wire Netting)

*A Company:*

Barbed wire standard 2.5mm,	75 & 100mm	25kg coil	\$193.30
Reverse twist 1.6mm HTR	100 & 150mm	25kg coil	\$211.96
Lacing wire	2.0mm/ 1.6mm	5kg	\$62.64 / \$71.75

*PGG Wrightson Ltd:*

			\$/25kg coil
Flexspan: (mild steel)	4.50 mm (No. 8)	25 kg	\$140.87
Hispan: (high tensile steel)	2.50 mm,	25 kg	\$82.61 - \$154.78
Barbed Standard	75 mm spacings		\$197.39
Barbed HT RT	100mm spacings		\$197.39

## 2.19.6 Posts/Strainers/Battens/Stays

*Darfield ITM:*

Pointed Intermediate Round Wood		Each
Half-Round	1.8m x 150	\$5.50
	1.8m x 175	\$10.30
Full Rounds	1.8m x 90 - 110	\$12.60
	1.8m x 110-130	\$14.42
	1.8m x 130 - 160	\$15.53
	1.8m x 150 - 175	\$18.40
Deer Rounds	2.4m x 100 - 125	\$20.50
	2.4m x 125 - 150	\$21.50
	2.7m x 110 - 130	\$26.04
	2.7m x 115 - 135	\$22.30
	2.7m x 130 - 150	\$25.50
Strainers -	2.4m x 150 - 160	\$29.56
	2.4m x 160 - 175	\$33.00
	2.4m x 180 - 200	\$35.61
- Sheep	2.1m x 125 - 150	\$20.10
	2.1m x 150 - 160	\$22.10
	2.1m x 160 - 175	\$28.69
	2.1m x 175 - 200	\$33.00
- Deer	2.7m x 200 - 225	\$59.00
Stays -	2.4m x 75 - 100	\$15.50
	2.4m x 110 - 130	\$19.95
	2.7m x 75 - 100	\$15.15
	2.7m x 110 - 130	\$24.30
	2.7m x 125 - 150	\$26.00

*Placemakers:*

100 x 75mm	1.8 / 2.4 / 2.7m	\$8.71 / \$11.38 / \$12.37each
100 x 100mm	1.8/ 2.4 / 2.7 / 3 m	\$10.66 / \$15.05 /\$15.49/ \$16.97 each
125 x 75mm	1.8 / 2.4 / 2.7 3m	\$13.59 / \$14.54 /\$16.31 / \$18.52 each



*A Company:*

Fencing standards Imports 1.5m / 1.65m / 1.8m 'y' shape	\$7.10 / \$7.70 / \$8.90
Battens	\$1.75

### 2.19.7 Gates

#### Electric Spring/Tape Gates

*Gallagher:* indicative retail pricing only

Insulgrip handle	\$2.87
Econo gate handle (White)	\$6.44
Gate handle, insulated (orange / white)	\$6.89
Spring gate kit complete with handle and insulator (galvanised / white)	\$18.63/\$20.67
Spring for gate kit (galvanised / white)	\$9.62 / \$12.24
Gate, tape complete with handle and insulator	\$20.53
Gate, bungy kit complete with handle and insulator (3.5m and up to 11m)	\$20.55/\$24.98
Gate activator three way	\$3.54

*Beattie Insulators:*

Spring gate kit - white - 5 m / 6.5 m	\$14.38 / \$15.73
Tape gate kit - 5m	\$19.35
Unbreakable gate handle	\$5.14
Bungy gate kit (3.5 - 6 metre stretch)	\$18.23
Gate tape (white only) 25mm power horse tape x 100m (10 wires)	\$39.58
40mm power horse tape x 100m (15 wires) (white)	\$54.92

#### Steel Gates

*PGG Wrightson Ltd:*

Farm Gates:		
Economy	3.05m to 4.88m	\$135.65 to \$249.57
Deer gates: 1.55m high	3.66m long	\$266.09
1.90m high	3.66m long	\$267.83

*A Company:*

Economy	3.05m / 4.88m	\$111.37 / \$112.39
Deer gates -1.9m high	4.25m / 3.05m	\$278.30 / \$279.58
Cattle	3.05m / 4.25m	\$261.00 / \$284.02

### 2.19.8 Precast Cattle Deterrent and Cattle Stops with Galvanised Pipe tubes

*Hynds Rural:* (Freight not included)

Product Code	Description	Retail
CS1.2MC	Cattle Deterrent – 1200mm x 2200mm	\$660.93
CS1.5MC	Cattle Deterrent – 1500mm x 2200mm	\$842.61
CS1.8MC	Cattle Deterrent – 1800mm x 2200mm	\$904.76
Hystop Std	One piece Cattle Stop-3240 x 2550 x 370mm	\$3,375.00
Hystop Wide	One piece Cattle Stop-4610 x 2550 x 370mm	\$4,474.80

## 2.19.9 Wire Netting

### *Placemakers:*

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Galvanised hexagonal wire netting 900 x 13 x 0.7mm / 900 x 50 x 1mm	\$147.82 / \$100.68 per 50m roll
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### *PGG Wrightson Ltd:*

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(100m rolls)	
8 line 900 mm high, 150 / 300 mm spacings	\$386.96 / \$194.78
7 line 900 mm high, 150 / 300 mm spacings	\$385.22 / \$266.96
Tightlock Deer (100m rolls)	
16 line 1900mm high, 240mm spacings	\$658.26
13 line 1900mm high, 150 / 300mm spacings	\$661.74 / \$380.87
11 line 1550mm high, 150 / 300mm spacings	\$579.13 / \$406.09
Tightlock Field Fence (100m rolls)	
8 line 900mm high, 150 / 300mm spacings	\$386.96 / \$194.78
7 line 900mm high, 150 / 300mm spacings	\$385.22 / \$266.96

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### *A Company:*

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High Tensile 2.5mm Boundary Fence: -		
Stay tight 100m	13 / 190 / 15	\$616.90
	13 / 190 / 30	\$351.30
	11 / 155 / 15	\$536.30
	11 / 155 / 30	\$386.18
	8 / 90 / 30	\$196.00
	8 / 80 / 30	\$196.00
	7 / 90 / 30	\$315.80
Stay tight 200m	6 / 70 / 30	\$396.00
2.5Ht Hi-Performance Wire		\$93.00

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## 2.19.10 Fencing Tools and Equipment

### Straining Equipment

#### *Beattie Insulators:*

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Plastic black end strainer (25 pack)	\$1.17 each
Porcelain Reel Insulator, 40mm x 40mm (10 pack)	\$1.07 each
High Strain White end insulator (25 pack)	\$1.51 each

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#### *Te Pari Ltd:*

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Tedmon Netting Strainer	\$49.50
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#### *PGG Wrightson Ltd:*

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Hayes wire strainers:	Price per item
Hayes permanent 302 (pack of 25)	\$2.57 each
Wire strainer handle	\$18.70 to \$20.35
Wire strainer chain grab H300	\$123.48

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## Hydraulic Post Drivers

*Fairbrother Industries Limited: (King Hitter Post Drivers)*

Series I Rancher	Free standing, fixed legs, 3.8m standard beam (205kg)	\$5,925
Series II Deluxe	Free standing, adjustable legs, 3.8m heavy duty beam	\$9,740
rear mounted	205kg, hydraulic top link, hydraulic angular adjustment	
	4.25m, c/w 227kg STR beam	\$10,840
	4.9m c/w 272kg STR beam	\$11,800
Series III Deluxe	Fully hydraulic side shifting, side mounting 3.8m	\$14,585
side mounted	adjustable legs, 205kg, heavy duty beam, hydraulic top link, hydraulic angular adjustment and hydraulic side shift	
	4.25m, c/w 227kg STR beam	\$15,785
	4.9m, c/w 270kg STR beam	\$17,050

\*Additional options also available

*Taege Engineering Ltd: (Ex-Christchurch, add \$450 for freight delivery in Cant Area)*

Hydraulic Post Drivers:		
Farmers units:	1 spool control bank, hydraulic monkey ram, 500lb	
500	monkey, post clamp, manual angle shift.	\$6,856
700	As above with 700lb Monkey, post cap,	\$8,372
Super Striker	4 m mast, twin RHS mast, 600lb monkey, 9mm wire	
(Dairy Conversion Special)	rope, fully adjustable legs, hydraulic top link 250mm stroke, hydraulic mast angle and hydraulic sliding side shift 200mm movement, post cap.	\$16,703
Contractors units	4 m mast, twin RHS mast, 600lb monkey, ½" wire rope,	\$18,226
Contractor.	fully adjustable legs, hydraulic top link 250mm stroke, hydraulic angle mast 30° angle and hydraulic side shift 200mm movement, post cap.	
Optional Extras for Farmer Unit at time of ordering		
	Hydraulic Top Link	\$879
	Hydraulic Angle Shift	\$771
	Hydraulic Sliding Side Shift	\$1,657
	Extra Heavy Duty Sliding Side Shift	\$3,313
	Hydraulic Easy-Spike Unit 75mm / 90mm	\$4,647 / \$4,889
	Hydraulic Fold Down Mast 4.0m / 4.6m	\$1,536 / \$2,441
Optional Extras for Super Striker (SS) and Contractor (CNT) Unit at Time of Ordering. Listed SS or CNT if different options		
	SS - Hydraulic End Shift 200 mm	\$2,439
	CNT - Hydraulic End Shift 170 mm	\$3,056
	Hydraulic Side Shift Upgrade 300mm / 600mm	\$350 / \$1,674
	Hydraulic Easy-Spike Unit 90mm	\$4,889
	Hydraulic Spike Turner	\$2,496
	SS - Hydraulic Fold Down Mast 4.0m / 4.6m	\$1,607 / \$2,009
	CNT - Hydraulic Folding Mast 4.0m / 4.6m	\$1,724 / \$2,126
	700lb (320kg) and CNT - 850lb (385kg) Monkey.	\$364 - \$672
	Hydraulic Independent Legs	\$1,469
	Heavy Duty Side Mount 600 or 900mm(All Models)	\$5,376

## Post Hole Borer

*Makita Outdoor Power Equipment::*

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Posthole Borer, Single man unit, Power Head only	\$999.13
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## Fencing Tools

*Te Pari Ltd:*

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Gudgeon Guide Pack	\$245.00
Fencing Claw	\$65.00

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*PGG Wrightson Ltd:*

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Post rammer pipe complete	\$75.48
Post hole rammer strain rite	\$49.39
AHM spade	\$39.83 to \$66.87
AHM Crowbar 1.75m x 32mm	\$98.26
AHM Shovel	\$23.65
Gudgeons lock through post range of sizes	\$16.00 to \$22.17
Gudgeons through post 12mm x 190mm / 16mm x 250mm	\$6.21 / \$11.13
Gate fasteners and Staples	\$6.10
Gate latch, Ultimate / Butterfly	\$8.00 / \$22.61
Joint Clamps – range of sizes	\$1.22 to \$1.83

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*Gallagher: indicative retail pricing only:*

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Pliers, side cutting	\$93.18
Wire twisting tool	\$8.33

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## 2.19.11 Electric Fence Energisers

*Gallagher: indicative retail pricing only*

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Mains Energisers	MX7500	\$3,410.86
	MR6000	\$2,341.41
	MR5000	\$1,797.19
	MR2500	\$1,259.30
Mains Powered	Powerplus M300	\$393.56
	Powerplus M600	\$702.79
	Powerplus M1200	\$864.24
Battery Powered	B40 – up to 1.5 km multi wire fencing	\$248.73
	B1600 – up to 60 km multi wire fencing	\$1,623.73
Solar Powered	B180 solar kit	\$1,306.20
	B1600 solar kit, 100 watt	\$5,473.22
	Additional Panel for B160 / B1600	\$606.53 to \$1,562.17

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*Stafix:*

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Stafix M36R Mains Energizer	\$1,738.30
Stafix M36RS Mains Energizer (Incl Remote)	\$1,825.25

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## 2.19.12 Insulators

### *Beattie Insulators:*

Wooden post insulators	\$0.36 to \$0.68
Waratah or Y insulators and flat standard insulators*	\$0.36 to \$0.67
Strainer / corner insulators	\$1.07 to \$1.51
Wire Outriggers	\$1.91 to \$2.35
Pigtail outriggers	\$2.03 to \$3.59

\*With nuts and bolts for fastening.

### *Gallagher: indicative retail pricing only*

Plastic:	
Super Strain – white	\$1.84
Long Life wooden post	\$0.36
Pinlock wooden post / Y steel post	\$0.50 / \$0.65
Polytape insulator for polytape, up to 40mm	\$1.66
Offsets – pigtail offset 175mm / 400mm	\$3.21 / \$3.42

## 2.19.13 Electric Fence Reels and Wire

### *Beattie Insulators:*

Fence Reel (unbreakable bobbin)		\$41.45
Megawire (white/red stripe)	9 wires, S/S, 200 metres	\$42.62
Megawire (white/red stripe)	9 wires, S/S, 400 metres	\$85.22
Powertape (white)200m	6 wires, S/S,	\$34.34
Powertape (white)400m	6 wires, S/S	\$62.11
Megatape (white/orange stripe)	10 wires, S/S, 200 metres	\$43.84
Megatape (white/orange stripe)	10 wires, S/S, 400 metres	\$80.38

### *PGG Wrightson Ltd: - Electric Fence Wire*

Lacing wire galv, 1.6mm to 2.5mm (rolls of varying lengths)	\$23.13 to \$23.57
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### *Gallagher: indicative retail pricing only*

Strip grazing reels - small	\$52.85
- medium complete with handle and insulgrip	\$79.76
Triple reel system (3 reels prewound polywire mounted on stand)	\$601.06
Reel stand for deer fencing (1 to 4 reels)	\$86.61
Reel stand (1 to 3 reels)	\$63.72
Lead, connector for single reel	\$10.80
Lead, connector for multi reels	\$23.17
Wire and Tape:	
XL wire, aluminium coated high conductive 1000m	\$632.81
Polywire - Ultra white, 6 strand, 200 / 500m	\$27.00 / \$59.13
Turbo Wire - white XL, 9 strand, 200 / 400m	\$55.97 / \$105.81
Polytape - white, 5 strand, 200m	\$44.61
Turbo tape - white, 200 / 400m	\$60.10 / \$119.40
Turbo Rope - 200 / 500m	\$223.36 / \$435.86
Electric Netting - Euronet 50m	\$263.10

### 2.19.14 Electric Fence Standards / Outriggers

*Gallagher:* indicative retail pricing only

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Tread-in, polymer, multiwire	\$4.38
Heavy duty multiwire tread-in	\$5.14
Extenda-post (heavy duty tread-in with extension)	\$8.05
Pigtail standard (white plastic coated)	\$3.72
Fibreglass:	
Post 1200 x 10mm	\$5.62
Post 1500 x 10mm	\$5.36
Post 2000 x 10mm (white)	\$7.08
Quick Clips 10mm	\$0.60
Pressure Plate (for 10 and 13mm)	\$1.87
Cap driver	\$19.33
Outrigger pointed 10mm diameter x 300mm (White)	\$3.18

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### 2.19.15 Electric Fence Cable

*Gallagher:* indicative retail pricing only

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2.5mm undergate double insulated cable (50m)	\$66.83
Leadout cable, XL high conductive, 100m	\$158.20

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*Beattie Insulators:*

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Underground Cable - 2.5 mm x 25 metres(heavy duty)	\$24.31
- 2.5 mm x 50 metres (heavy duty)	\$43.73
- 2.5 mm x 100 metre (heavy duty)	\$85.84
- 2.5 mm x 250 metre (heavy duty)	\$218.67

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### 2.19.16 Electric Fencing Accessories

*Gallagher:* indicative retail pricing only

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Testers -	Neon	\$51.07
	Digital volt meter	\$128.30
Batteries -	Dry cell	\$78.98
	Low loss	\$421.20
Earthing Equipment:	Galvanised joint clamp	\$1.46
	Screw in tie down (galvanised)	\$8.31
	Screw in tie down handle	\$100.63
	Earthing stake, galvanised 2m	\$25.77
	Earth clamp, galvanised	\$10.18
	Gallagher super earth kit	\$165.04

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*Jenquip Ltd:* (prices include delivery)

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Electric fence power probe	\$183.11
Digital volt meter	\$118.22
Click stop lightning arrestor	\$94.22
Batt-Latch timer to release spring or tape gate at a preset time & day.	\$395
Safe Break	\$7.10

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*Stafix:*

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Stafix AN90 Energiser	\$139.15
Stafix Lite tester	\$44.45
Stafix digital voltmeter	\$173.90

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**2.19.17 Staples**

*A Company:*

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Barbed	40mm x 5kg / 20kg	\$46.42 / \$120.00
	50mm x 5kg / 20kg	\$43.98 / \$120.00

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*PGG Wrightson Ltd:*

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Barbed staples galv	40 x 4.0 (25 kg box)	\$133.04
	50 x 4.0 (25 kg box)	\$125.22

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## 2.20 MACHINERY, IMPLEMENTS and PLANT

Many manufacturers and importers of farm and horticultural machinery do not have fixed price lists. In many instances, especially for larger models, machinery will be imported only when specifically ordered by a client, and the price will be negotiated on an individual basis. Trade-in provisions and financing arrangements, also negotiated on an individual basis, may alter final prices considerably, as will fluctuations in exchange rates.

### 2.20.1 Vehicles - Average Prices

These are guidelines only - please refer to later sections for details of specific models.

#### Tractors (see Section 2.20.3)

The tractor prices below show price ranges for different sizes (power ratings) but they also indicate the price range for different models/brands (2WD and 4WD).

	Average Price	Range
0 to 37 kW (0 to 50 hp)	\$28,323	\$17,990 to \$46,990
38 to 52 kW (51 to 70 hp)	\$45,278	\$26,000 to \$62,773
53 to 75 kW (71 to 100 hp)	\$70,372	\$46,990 to \$88,000
75 to 100 kW (101 to 133 hp)	\$99,849	\$87,000 to \$142,825
Over 100 kW (over 133 hp)	\$223,233	\$125,000 to \$333,649

#### Farm Bikes (see Section 2.20.4)

2 wheel	\$5,615	\$3,386 to \$9,561
4 wheel (2 or 4 WD)	\$13,474	\$6,434 to \$21,110

#### Trucks and Utilities (see Section 2.20.15)

There is a range of models with differing cab/deck arrangements, mostly with a choice of fuel type and 4WD option.

2WD vehicles	\$36,774	\$26,260 to \$45,130
4WD vehicles	\$48,922	\$34,304 to \$59,122

### 2.20.2 Implements and Plant - Average Prices

Please refer to later sections for details of specific models.

#### Mowers (see Section 2.20.5)

Drum or Disc	\$21,094	\$5,390 to \$135,000
Krone Big M self propelled	\$475,800	\$475,800
Mower Conditioners	\$59,875	\$40,000 to \$124,000

#### Hay Rakes and Tedders (see Section 2.20.6)

	\$34,359	\$7,864 to \$143,450
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#### Hay Balers (see Section 2.20.6)

Conventional	\$48,000	\$42,000 to \$54,000
Big balers - Round	\$84,190	\$55,000 to \$135,000
- Square	\$218,143	\$164,915 to \$330,000



	Average Price	Range
<b>Ploughs</b> (see Section 2.20.16)		
Depending on the number of furrows and tractor mounting	\$34,098	\$27,900 to \$84,000
<b>Discs</b> (see Section 2.20.16)	\$40,000	\$40,000
<b>Harrows</b> (see Section 2.20.16)	\$13,565	\$430 to \$89,950
<b>Power Harrows</b> (see Section 2.20.16)	\$56,797	\$16,750 to \$155,950
<b>Rollers</b> (see Section 2.20.16)		
Heavy rollers	\$19,777	\$14,000 to \$25,000
Cambridge rollers	\$15,539	\$5,910 to \$41,750
<b>Drills</b> (see Section 2.20.17)	\$44,575	\$8,143 to \$208,500

### 2.20.3 Tractors

As most manufacturers express tractor power in horsepower (hp) rather than kW, that description has been used in this manual. 1 hp = .7475 kW, ie a 100 hp tractor = 74.6 kW tractor. Readers also need to be aware that tractor power may be expressed as maximum PTO power or as engine power usually to DIN 70020 standard. For further explanation see the companion volume; Farm Technical Manual.

#### *Power Farming:*

<i>Kioti:</i>	Range
35 to 90hp 4WD ROPs	\$19,990 to \$46,990
55 to 100hp 4WD CAB	\$37,990 to \$59,990
<i>Iseki</i>	
22 to 57hp 4WD	\$17,990 to \$44,900
47 to 57hp 4WD	\$46,990 to \$54,990
<i>Deutz-Fahr:</i>	
60 hp - 100hp ROPs including Loader	\$45,882 to \$81,200
110hp to 275hp CAB including loader	\$87,000 to \$265,000
<i>SAME:</i>	
55 to 110hp ROPs 2WD & 4WD incl loader	\$33,236 to \$87,000
80 to 224hp CAB	\$55,900 to \$225,000

#### *Drummond & Etheridge Ltd - John Deere tractors:*

Model	2WD	4WD
5000 Series 55 to 100 hp	From \$26,000	\$30,000 to \$80,000
5000 Series (European) 80 to 100 hp	-	\$73,000 to \$88,000
6030 Standard Series 85 to 155 hp	-	\$75,000 to \$125,000
6000R Series 105 to 210 hp	-	\$92,000 to \$180,000
7000R Series 200 to 280 hp	-	\$170,000 to \$230,000
8000R Series 225 to 360 hp	-	\$198,000 to \$320,000

*New Holland: (C.B. Norwood)*

Utility and Special Tractors:		
T4000F Series	74 to 97 hp	\$62,773 to \$79,044
T4000N Series	76 to 97 hp	\$60,005 to \$79,388
T4000V Series	59 to 97 hp	\$57,529 to \$77,395
TDD Series	59 to 89 hp	\$44,752 to \$59,174
T5000 Series	76 to 115 hp	\$59,749 to \$97,442
High hp Tractors:		
T6000 Series - 4WD	101 to 141 hp	\$92,827 to \$145,694
T7 Series	125 to 226 hp	\$142,825 to \$250,046
T8 Series	245 to 335 hp	\$236,405 to \$333,649

## **2.20.4 Farm Bikes, Bike Trailers and Accessories.**

*Blue Wing Honda*

ATVs: All utility ATVs supplied with free Ag-helmet, safety video/DVD and free rider training for one rider

TRX680FA	auto	680cc	Auto IRS	\$15,555
TRX500FPA	auto	500cc	Power Steering	\$15,845
TRX500FA	auto	500cc	Adjustable suspension, Hydrostatic mech auto	\$14,995
TRX500FPM	man	500cc	Power steering, rigid beam rear axle, EPS man	\$14,755
TRX500FM	man	500cc	Rigid beam rear axle, manual only gear box	\$13,905
TRX420FPA	auto	420cc	Power steering, EPSautoIRS, twin clutch 5spd	\$13,695
TRX420FM	man	420cc	Rigid beam rear axle, man 5 spd	\$12,125
TRX250TM	man	250cc	2WD	\$7,995

Motor Cycles:

CTX200	2 wheeler	200cc	Road registerable. 14.4hp	\$4,885
XR125	2 wheeler	125cc		\$3,477

MUV:

Big Red MUV				\$21,110
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*Kawasaki: (Norjo Motorcycles.)*

ATVs:

KVF300	2 x 4	\$6,434
KVF650	4 x 4	\$12,865
KVF750	4 x 4	\$14,778
KAF600 Mule	2 x 4	\$11,300
KAF610 Mule	4 x 4	\$12,170
KAF610 Mule XC Big Foot	4 x 4	\$13,543
KAF620 Mule 4010 p/s	4 x 4	\$16,517
KAF 620A Mule 4010 Diesel p/s	4 x 4	\$18,604
KAF950 Trans Diesel p/s	4 x 4	\$19,561
KRF750 Treyx	2 x 4/4 x 4	\$19,387
KSF450 Sport	2 x 4	\$8,691

Motorbikes (2 wheelers):

KLX110	4 stroke	\$3,474
KLX140 Small Wheel	4 stroke	\$4,865
KLX140 Big Wheel	4 stroke	\$5,213

KLX250s Road Legal	4 stroke	\$7,822
KL250 Stockman	4 stroke	\$6,952
KLX450	4 stroke	\$9,561

*Suzuki New Zealand:*

Model	Engine	Drive	Capacity	Transmission	Price
TF125 Mudbug	2 stroke	-	123cc	6 speed	\$3,386
DR200SEL0 Trojan	4 stroke	-	199cc	5 speed	\$4,952
DR-Z250K7	4 stroke	-	249cc	6 speed	\$7,174
ATV	Engine	Drive	Capacity	Transmission	Price
LT-F250L2 Ozark	4 stroke	2WD	246cc	5-speed/reverse	\$7,821
LT-F300FK4	4 stroke	2WD/4WD	280cc	5-speed, multi	\$9,126
KingQuad 300				range	
LT-A400FL2	4 stroke	2WD/4WD	376cc	CVT Auto, Hi/Lo	\$11,300
KingQuad 400					
LT-F400FL2	4 stroke	2WD/4WD	376cc	5-speed, Hi/Lo	\$10,869
KingQuad 400					
LT-A500XL2	4 stroke	2WD/4WD	493cc	CVT Auto, Hi/Lo	\$12,169
KingQuad 400					
LT-A500XPL2	4 stroke	2WD/4WD	493cc	CVT Auto, Hi/Lo	\$13,908
KingQuad 500 P/Steer					
LT-A750XPL2	4 stroke	2WD/4WD	722cc	CVT Auto, Hi/Lo	\$14,778
KingQuad 750 P/ Steer					

**Farm ATV Trailers and Stock Crates**

*Smith Attachments:* (6 standard models available, also made to order. Prices subject to change)

1200 x 900mm	- Trailer - deck: mesh	\$1,395
	- Stock crate – door: swing	\$595
1500 x 1100mm	- Trailer - deck: mesh	\$1,555
	- Stock crate – door: sliding	\$730
1500 x 1100mm	- Trailer - ply deck	\$1,351
	- Stock crate – door: sliding	\$730
1800 x 1200 mm	- Trailer - deck: mesh	\$1,817
	- Stock crate – door: sliding / swing	\$753 / \$822
2400 x 1200mm	- Calf trailer - mesh	\$2,718
(tandem)	- Stock crate, door sliding / swing doors	\$893 / \$962
3000 x 1500mm	- Calf trailer - mesh	\$4,024
(dual axle)	- Stock crate, centre divider, 2 sliding doors	\$1,567

All trailers have ATV 4-ply tyres on 4-stud hubs with Taper Roller bearings, ball coupling, hot-dip galvanised steel construction.

**Farm Bike Accessories**

*Smith Attachments Ltd:* (Honda, Suzuki, Yamaha, Kawasaki, Can Am, Polaris)

Prices subject to change.

ATV 4 Wheeler accessories	
Bullbar kits	from \$287
Mudflap kits	from \$118

## 2.20.5 Mowers and Toppers

*Giltrap Engineering:*

(prices include freight to dealers yard North (NI) and South (SI) Island).

Pasture Toppers:	NI	SI
TM1500 2 blade Hi Speed Topper - 1.5m cut	\$5,390	\$5,790
TM1500 4 blade Lo-Speed topper - 1.50m cut	\$5,650	\$6,050
TOP1800 Twin rotor 4 blade topper - 1.80m cut	\$11,000	\$11,450
TM2100 Twin rotor 4 blade topper - 2.10m cut	\$11,200	\$11,650
TM2300 Twin rotor 4 blade topper - 2.30m cut	\$11,400	\$11,850
TM2500 Twin rotor 4 blade topper - 2.50m cut	\$11,600	\$12,100
TM2700 Twin rotor 4 blade topper - 2.70m cut	\$11,800	\$12,300
TM3000 Twin rotor 4 blade topper - 3.0m cut (fixed one piece body)	\$12,800	\$13,400

*Claas: (Landpower NZ Ltd)*

Disco Mowers (6 to 8 disc)	2.45m to 3.4m	\$13,400 to \$27,700
Jaguar 8500C self propelled mower	8.5m	\$135,000

*Trimax:*

Flail Mowers	Cutting width	Standard
Ezeemow (orchard and parks)	1.34 to 1.83 m	\$7,090 to \$7,890
Warlord	1.44m to 2.34m	\$9,950 to \$12,890
FlailDek FX (Parks)	1.35m to 1.83 m	\$8,790 to \$10,050
Rotary Mowers		
Pegasus Classic (wide area)	4.93m to 6.1 m	\$58,790 to \$60,790
Merlin (Golf, Sports, fine turf)	3.2m	\$52,650
Stealth wing roller mower	3.42m	\$22,290 to \$25,990
Procut (orchard and parks)	1.74 to 2.89m double roller	\$10,150 to \$13,850
Striker (compact tractor compatible, lifestyle, sports grounds, education)	1.46 to 1.94m	\$7,590 to \$8,390

*Tulloch:*

KRONE AM 323S 3.2 m rear disc mounted hay mower	\$18,500
KRONE AM 283S 2.8 m rear disc mounted hay mower	\$16,650
KRONE AM 243S 2.4 m rear disc mounted hay mower	\$14,800
KRONE EasyCut32P front mower	\$28,000
KRONE EasyCut 9140CV butterfly mowers	\$86,050
KRONE BIG M 420 self propelled mower	\$475,800

### Mower Conditioners

*Claas: (Landpower NZ Ltd)*

Disco mower conditioners (7 disc)	2.6m to 3.0m	\$33,900 to \$45,000
Disco front mounted mower conditioner	3.0m	\$38,000
Disco mower conditioners (2 to 8 mower units)	8.5m	\$73,000 to \$124,000

*Drummond & Etheridge Ltd: (John Deere)*

1365 Mower Conditioner	\$40,000
730 Centre Pivot Mower Conditioner	\$50,000

735 Centre Pivot Mower Conditioner	\$52,000
Grouper	\$12,000 to \$15,000

*Tulloch:*

KRONE EasyCut 320CVQ mounted mower conditioner 3.2m	\$32,700
KRONE EasyCut2800CRi roller-conditioner	\$50,900
KRONE EasyCut 3201CV trailed mower conditioner 3.2m	\$53,550
KRONE EasyCut 6210 CV – trailed mower conditioners	\$121,900

## 2.20.6 Hay Making Equipment

### Hay Rakes and Tedders

*Kuhn: (Kuhn New Zealand)*

Kuhn Gyrotedders

GF 502 & GF 5202	\$11,852 / \$15,279
GF 6502	\$23,623
GF 8702	\$31,786
GF 8702T	\$36,272

Kuhn Gyrorakes

GA 300 GM / GA 4121 GM	\$7,864 / \$13,488
GA 4521 GM c/w bogie axle	NA
GA 6501 c/w directional steering kit	\$35,794
GA 7501	\$42,734

*Tulloch:*

Fransgard TI- 4000P to 6000P mounted or trailed hay rake	\$15,100 to \$19,600
Krone Swadro windrowers	\$38,450 to \$143,450
Krone KW 4.62 to 15.02 rotary or trailed tedders	\$15,850 to \$64,250

### Big Balers – Round

*Drummond & Etheridge (John Deere):*

854 Baler	\$55,000
864 Baler precutter net wrapping	\$65,000 to \$75,000
744 Baler / Wrapper combo	\$135,000

*Landpower NZ Ltd:*

R 455 UW	Rollant Uni Wrap	\$173,000
R 455RC	Rollant 455 Rotocut	\$105,800
V385RC	Variant Rotocut Cut Baler	\$90,000

*McHale – Variable round baler (Power Farming)*

MH- V660	Variable Chamber round baler 1.23 x .07-1.68m with 2.0m 15 knife pick-up, hydraulic drop floor, Expert Plus Monitor, net wrap system, crop roller, auto chain lubrication, endless belts, 500/50 x 22.5 tyres and bale kicker, crop roller, road lights, swivel hitch.	\$97,750
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*New Holland: (C.B. Norwood)*

Roll-belt balers – B7000 Series	from \$66,299
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*Tulloch:*

KRONE Fortima V1500 – V1800MC	\$70,150 to \$77,150
KRONE Combi Pack 1500 V MC	\$129,450

**Big Balers - Square**

*Claas: (Landpower NZ Ltd)*

Quadrant 3200	Rotocut medium square baler	\$228,500
Quadrant 3400	Rotocut large square baler	\$330,000

*New Holland: (C.B. Norwood)*

B9000 Series	from \$164,915
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*Tulloch:*

KRONE BiGPack 890 baler	from \$176,850
KRONE BiGPack 1270 baler	from \$190,450

**Conventional Balers**

*Claas: (Landpower N.Z. Ltd.)*

M65Markant - conventional baler 65	\$54,000
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*New Holland: (C.B. Norwood)*

B5060 Conventional Baler	\$42,000
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**Bale Wrappers**

*McHale – Fusion baler wrapper combination (Power Farming)*

MH-FUSION -2	Fixed Chamber Round Baler 1.23 x 1.25m with 2.0m 23 knife pick-up, hydraulic drop floor, Expert Plus Monitor, net wrap system, crop roller, auto grease & chain lubrication, 560/60 x 22.5 tyres combined with vertical twin satellite wrapping ring, twin dispensers.	\$173,000
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*McHale – Turn Table Wrapper (Power Farming)*

MH-991T	Self loading trailed turn table bale wrapper with twin film dispenser, full automatic control, including film break sensor and auto load function. Handles 1.2 x 1.2 to 1.5m bales up to 1,100 kg.	\$51,750
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*McHale – Round Bale Satellite Wrapper (Power Farming)*

MH-HS2000	Self loading twin satellite wrapper with full automatic control. Handles 1.2 x 1.5m bales up to 1100Kg. 750mm – 64% gear fitted, film dispenser and hydraulic cut & tie. 350/50 x 16 wheels, 8 spare film roll holders.	\$63,750
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*McHale – Large Square Bale Wrapper (Power Farming)*

MH-998	Self loading trailed twin satellite large square bale wrapper with full automatic control and integrated hydraulic system. Handles .8 x .7 to 1.6 x 1.2m bales up to 1400Kg. 750mm – 64% gears fitted, 70% spare (from 2011) film dispenser and hydraulic cut & tie. 16.0/70 -20 12 ply wheels, road lights.	\$127,000
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## Baling Twine

### *Agpac Ltd:*

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2 ball pack varying lengths	\$102.50 to \$112.00
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## Hay Handling Equipment

### *Aitchison / Reese:*

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Heli-Wrapper 1.5 round bale wrapper (including variable speed drive)	\$23,450
RH2200 bale handler – handles round/square bales	\$3,350
With Euro hitch fitted ex factory	\$3,550
Udy Fork/Bale Feeder – Round bale fork set	\$1,395
Tipping rails to suit	\$375

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### *Giltrap Engineering:*

(Prices include freight to dealers' yards in North (NI) and South (SI) Island).

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DML Bale Feeder 3 PTL	NI \$8,300 to SI \$8,700
DML Bale Feeder 2 Bale Trailing	NI \$14,900 to SI \$15,650

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### *Quinn Engineering Ltd:*

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Big bale clamp - 3 point linkage models	\$3,450 / \$3,250
3 pt unit + D/A cyl, unrolling cones or Tipping Rails fitted	\$2,900
Gate arms to fit (above)	\$750 per pair
F.E.L. Frame to fit (above)	\$650
Big bale forks -forged tines	3pt linkage <u>OR</u> F.E.L. Brackets fitted
3pt linkage single bale spike 1200mm long	\$950
3pt linkage two bale spikes 1200mm long	\$1,250
Big bale tine - 2" solid bale spike with sleeve ready to fit into a frame	\$200
Silage forks 5 tine / 7 tine / 9 tine / 11 tine forks	\$1,250 / \$1,400 / \$1,600 / \$1,800
(welded tines)	
Silage forks 5 tine / 7 tine / 9 tine / 11 tine forks	\$1,700 / \$1,850 / \$2,000 / \$2,200
(forged tines)	
Silage grab 4 to 7 tine, incl grab, brackets, ram(s), hose kit	\$1,900 to \$3,200

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### *Pearson Engineering Ltd:*

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Silage forks	1.3 m to 1.8 m wide, 7 to 11 tine	\$1,500 to \$2,550
Big bale/Silage combo fork	1.3 m to 1.6 m wide, 7 or 9 tine	\$2,040 to \$2,810
Big bale fork	1.3 m wide, 2 tine	\$1,275 to \$1,355
Silage grab	1.2 m to 1.8 m wide, 7 to 11 tine	\$3,785 to \$5,810
Silage shear grab	1.2m to 1.76 wide, .62 to .90m <sup>3</sup>	\$6,820 to \$8,235
Wrapped bale clamp	Standard/standard + heavy duty arms	\$3,265 to \$3,850

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### *Duncan Ag: Balefeeders (2011 prices)*

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3 point linkage	\$10,800
2 bale trailing – standard wheels	\$15,500
SLR Feeder c/w diverter valve	\$18,500
Bale Buggy	\$8,750
Eco Feeder	\$7,900

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## Tractor Forks

Millars Machinery Ltd: Leeston:

Tractor Front and Rear Forks	
500kg front fork / 500kg (no mount brackets)	\$3,852.50 / \$2,840.50
1,000kg front double lifter /1,000kg (no mount brackets)	\$7,463.50 / \$6,279.00
3 ptl fork 500kg / 1,000kg	\$1,702.00 / \$2,162.00

## 2.20.7 Spray Equipment

### GPS Units

Tracmap:

TM333	Entry unit, suited to fertilizer spreading and tractor work.	\$3,495
TM334	Able to download job maps to USB stick for printing/uploading.	\$3,995
TM334	Same as above plus glide antenna with 30cm accuracy pass to	\$4,995
Glide	pass.	
TM335n	Powerful processor, exporting abilities, uses mapping software.	\$5,495
TM465 Pro	Instant farm display on the move. Useful for irrigation shifts.	\$5,995
TM465	Same as above plus glide antenna with 30cm accuracy pass to	\$6,495
Pro Glide	pass.	
TM465c	Contractors' model, same as TM465 Pro plus cellular modem & access to TracLink at an additional cost + glide antenna as above.	\$6,995
TM465u	As above, does not incl glide comes standard with Garmin antenna	\$3,995
	KMi20 – radio coverage – simple shut off system – K Line.	
TMi20	Radio coverage – simple shut off system entry level.	\$3,995
TMi20gps	Radio coverage provides full shut off and GPS data – manual download of data required.	\$4,385
TMi28	GSM network.	\$4,495
TMi30	Enables monitoring & control of effluent pump from inside milking shed.	\$5,799
TMi30gps	Same as TMi30 but records GPS position.	\$6,189

Croplands Equipment Ltd:

### Agripak series - Linkage Sprayers

Agpak 500	Complete package, 500 litre linkage sprayer, AR70 pump, 6 m boom, hose reel c/w 30 m 10 mm hose and turbo 400 pistol	\$5,243
Agpak 700	Complete as above with 700 l linkage sprayer& 10m boom.	\$6,670

### Ute Pak Series - non motorised

US 30 - US 200	30 litre / 200 litre, 12 volt ute pack	\$455/\$850
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### Ute Pak Series – motorised

US 200 19 PE	200 litre, 4.0 hp petrol	\$3,685
US 400 - US 500 - 30 PE	400 to 500 litre, 5.5 hp petrol	\$4,405 to \$5,494

### Utility Trailed sprayers

UA 300 -12v / UA 300 -19 PE	300 litre 12 v pump, 4 m boom / 300 l AR 19	\$3,668
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### ATV Bike sprayer

UM 70 series	70 litre tank, 12 volt pump c/w reg kit, 6 m hose, adjustable lance, 3 / 4 metre boom	\$1,830 to \$1,912
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### Foam marking systems

ARAG & RHS	Pressure marking system single / double side 12 metre hose and droppers	\$699 to \$4,117
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<b>Polyethylene tanks</b>		
30 litre foam tank		\$159
70 litre bike tank		\$250
120 to 450 litre tanks		\$250 to \$621
500 to 1000 litre three point linkage tanks		\$682 to \$1,364
1000 to 4000 litre tanks		\$1,591 to \$3,335

<b>Linkage booms</b>		
CFB Series	3 m to 12 m boom, 6 to 24 nozzles	\$764 to \$2,860
	12 metre Hydralink boom, 24 nozzles, self levelling	\$9,710

*AES (Ag Equipment Specialists Ltd):*

**Sprayers – Honda Petrol Powered**

AES Petrol powered 20 to 53 litres per minute		\$2,750 to \$4,950
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**Spraying Accessories**

Spray Booms 4.5, 6 & 8 m complete with nozzles		\$695 to \$1,350
Hose Reels 100 mm and 150 mm		\$275 to \$295
Spray Hose 10 mm ID		\$2.95 per m
Spray Guns		\$120 to \$125

*Bertolini:*

**Three point linkage sprayers:**

<b>Econo Series</b>		
400 l tank 6m boom 40 lpm/580 psi diaphragm pump 20m10mm 600 psi hose		\$4,396
spraygun driveshaft jet agitation/ optional fresh water tank		
650 l tank		\$4,860
<b>Proline Series</b>		
400 l 6m boom 55 lpm diaphragm pump 30m 10mm 600 psi hose, 3 tap control		\$5,830
spraygun driveshaft jet agitation fresh water tank (BA 001 and BA 005)factory tested		
650 l 6m boom 55 lpm		\$6,300
650 l 8m boom 55 lpm		\$6,668
1,000 l 70 lpm pump		\$7,746
1,000 l 70 lpm pump 8m boom		\$8,179

**Three point linkage Pasture Pack – Field Sprayer**

1,000L 3ptl tank+frame, 10l fresh water tank, Poli pump, K boom, in cab ctrl		
124 lpm, 220psi TeeJet 744, 9.6m boom, twinjet nozzles-381mm spacing		\$14,690
124 lpm, 220psi TeeJet 744, 10m boom, DG nozzles-500mm spacing		\$15,100
124 lpm, 220psi TeeJet 744, 12m boom, DG nozzles-500mm spacing		\$15,516

**Optional Factory Fitted Extras**

TeeJet ball valves, bank of 3		No longer available
TeeJet Computer ctrl, 3 section		\$3,350
Manifold and dump valve		\$995
Hydraulic boom lift / boom suspension		\$2,748 / \$995
Fresh water flushing tank		\$465
Bertolini foam marker		\$1,495

*Amazone: (Landpower NZ Ltd)*

UX3200	Trailed sprayer with 24 m Super S boom	\$100,000
UF1801	3 point linkage sprayer with Super S boom	\$60,000

**Handgun Sprayers/Wet Booms**

*AES (Ag Equipment Specialists Ltd):*

Hurricane spray pack, including 250/600 litre spray tank, tractor driven, 20 to 75 litres per minute, hose and gun	\$2,520 to \$3,850
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*C-DAX Ltd.:*

ATV Mounted, Deck Mounted and Trailed Sprayers

ATV Mounted sprayers, complete with 10m of 8.5mm hose, handgun, on/off switch, 12 volt pump, wiring loom, tie-down straps and hose clips.

Front / front or rear / rear mount 50 / 80 litre	\$1,145 / \$1,215
Additional front or rear tanks 50 / 80 litre	\$632 / \$678

Pressure Nozzle Booms for ATVs:

- Budget Boom 4.5m	\$495
Vertical fold booms - 3m to 4m, complete with breakaway	\$597 to \$659

CDA Booms for ATVs:

Low volume CDA boom	
Two to four CDA atomiser boom 3.6m to 5.4 coverage	\$1,526 to \$2,595

Weed Wiper:

ATV trailed 'Eliminator' weed wiper with electronic control 2.35m coverage	\$2,100
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Deck or trailed sprayers, include 10m hose and gun, spot spray. 12 volt pump:

SO200 spot sprayers – 200 litre, deck/trailed, 12 volt	\$1,295 to \$2,295
SO500 litre spot sprayer, deck/trailed	\$1,995 to \$3,595

Engine driven deck or trailed sprayers:

400 litre Engine driven units Trailed and Flatdeck	\$4224 to \$5720
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Accessories

Hose Reels, 25m to 100m, manual wind	\$265 to \$395
Hose 580 psi - 8.5 mm / 10mm / 13 mm	\$3.65 / \$5.50 / \$7.60 per m
Spray guns, lance style/pistol style	\$55.00 to \$195.00
Foam markers, single foam / double foam	\$1,210 / \$1,725

Please note there is a supply charge of \$15 per order

**Knapsack Sprayers**

*Croplands Equipment Ltd:*

Plastic knapsack 15 litre	\$204.00
Pump up sprayers 3 litre / 6 litre	\$88.00 / \$96.00

*White Star Products:*

"Fynspray" WS 75 high pressure plastic knapsack sprayer	\$250.00
"Fynspray" WS 75V Hi pressure sprayer with Viton "o" rings	\$277.00

*Kanters Engineering & Machinery Ltd.:*

Low volume mist sprayer - fully automatic	\$3,850
- deluxe model, pneumatic adjustable height	\$4,350

**Hand Held Sprayers**

*C-Dax Systems Ltd.:* Low volume hand held sprayers:

6 volt low volume CDA band sprayer, 0.1m to 0.5m spray width	\$399
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Please note there is a supply charge of \$15 per order

*White Star Products:* Fynspray Spray Pumps:

WS 21 Orbit double action pump	\$70.15
WS 23 Sprite double action pump	\$101.20

**2.20.8 Tractor Transport Trays**

*Giltrap Engineering:* (prices include freight to dealers' yards in North (NI) and South (SI) Islands).

Speedy Hitch Transport Trays	Tray only	Complete
2.13 m x 1.37 m	NI \$1,600 SI \$1,900	NI \$1,995 SI \$2,295

**2.20.9 Frontend Loaders/Forklifts**

*Pearson Engineering Ltd.:*

Front-end Loaders	Bucket Size	Price
WL3218	1.5 m x 1.3 m	\$13,520 to \$15,295
WL3518	1.5 m x 1.3 m	\$13,750 to \$15,850
Front-end Loaders 20 Series		
20-37	1.8 m x 1.3 m	\$17,585 to \$21,215
20-40	2.1 m x 1.3 m	\$18,290 to \$21,925
20-43	2.1 m x 1.5 m	\$20,125 to \$23,770
20-46	2.1 m x 1.5 m	\$33,624 to \$35,844

Front-end Loader Buckets and Implements:

Buckets	1.2 to 2.4m wide x .9m to 1.7m shell	\$1,010 to \$3,250
4 in 1 buckets	1.2 m to 1.8 m wide	\$6,415 to \$7,140
Auger bucket	1.2 cubic metre capacity	\$8,795
Fine chop silage teeth	1.2 m to 2.1 m wide	\$555 to \$900
Implement back plates	Single or twin crowd	\$245
Manual quick hitch		\$1,345
Pallet fork, adjustable	1500 kg	\$1,995
Log fork, standard	1.5 m (700 mm tines)	\$1,750 to \$3,465
Fence Post Clamp		\$4,725

*Landpower NZ Ltd:*

J.C.B Loadalls (telescopic handlers)

526 'S'	4WD	4WS	\$103,000
531-70 AS	4WD	4WS	\$129,000

*Gough, Gough and Hamer Ltd:*

Telehandlers

	Machine	Operating wgt(kg)	Engine	hp / kW	
Caterpillar	TH220	6700	Cat 3054E	120 / 92	\$130,000 to \$140,000
	TH330	7200	Cat 3054E	120 / 92	\$145,000 to \$155,000
	TH350	8480	Cat 3054T	90 / 67	\$135,000 to \$145,000
	TH360	9440	Cat 3054T	90 / 67	\$163,000 to \$173,000
	TH460	10760	Cat 3054T	90 / 67	\$193,000 to \$203,000
	TH560	12000	Cat 3054E	120 / 92	\$205,000 to \$220,000

**Forklifts**

*Quinn Engineering Ltd: (freight included)*

	Height	Lift capacity	3 point linkage	Front-mounted	F/M + Sideshift
2 Stage	2.00 m	450 kg	\$3,550	\$7,550	\$9,550
	1.50 m	750 kg	\$4,000	\$8,600	\$10,900
	2.40 m	750 kg	\$4,300	\$8,900	\$11,200
	3.30 m	750 kg	\$4,700	\$9,300	\$11,600
	1.50 m	1250 kg	\$5,600	\$10,200	\$12,500
	3.00 m	1250 kg	\$6,400	\$11,000	\$13,300
	2.00 m	1500 kg	\$7,000	\$12,800	\$15,300
	3.00 m	1500 kg	\$7,800	\$13,600	\$16,100
3 Stage	2.00 m	2000 kg	\$7,200	\$13,000	\$15,500
	3.00 m	2000 kg	\$8,000	\$13,800	\$16,300
	2.59 m	1000 kg	\$7,000	\$11,600	\$14,200
	2.59 m	1250 kg	\$7,200	\$11,800	\$14,400
4 Stage	2.59 m	1500 kg	\$8,400	\$13,400	\$16,000
	2.59 m	1000 kg	\$9,400	\$14,000	\$16,600

All forklifts fitted with adjustable forks. Other lift heights available on request.

3 point linkage includes pins, hose and couplers; no valve or tilt ram.

The front mounted includes a subframe, bolts, tilt ram/s, valve, hoses; add \$400/ valve slice for cab tractors.

The F/M with sideshift includes an extra valve slice, hyd. auxiliary to forks, sideshift frame and ram.

Options available:

Bin tipper – tips 150 degrees, 1250 kg / 1500 kg capacity	\$3,900 / \$4,300
Fitting brackets	\$300 to \$600
Bucket attachment – 1200mm / 1500mm / 1800mm wide, crowd action. No brackets, hoses nor valve	\$2,900 / \$3,000 / \$3,200
Bin / pallet forks (500 kg to 2000 kg capacity)	\$700 to \$1,700
Hydraulic TopLink Cat 1-1 / Cat 2-2	\$480 / \$490

### 2.20.10 Trailers

*Giltrap Engineering:*

(prices include freight to dealers' yards in North (NI) and South (SI) Islands).

	North Island	South Island
3 tonne tip trailer 2.75 x 2.3 deck	\$11,500	\$13,050
4.5 tonne tip trailer 3.2 x 2.3 deck	\$12,400	\$13,950
5 tonne tip trailer 3.65 x 2.3 deck – on tandems	\$16,900	\$18,450
6 tonne tip trailer 3.65 x 2.4 – on tandems	\$17,700	\$19,250
8 tonne tip trailer 4.2 x 2.4 – on tandems	\$23,900	\$25,800
10 tonne tip trailer 4.4 x 2.4 – on tandems	\$28,800	\$30,700
12 tonne tip trailer 4.7 x 2.4 - on tandems	\$35,500	\$37,600
14 tonne tip trailer 5.0 x 2.4 – on tandems	\$38,900	\$41,000
16 tonne tip trailer 5.0 x 2.7 - on tandems	\$49,500	\$51,600

### 2.20.11 Silage Wagons/Forage Harvesters

#### Silage Wagons

*Taege Manufacturing:*

Side Feed

12.2m <sup>3</sup>	Tandem axle	\$45,300
14.0m <sup>3</sup> / 16.3m <sup>3</sup>	Tandem 3 chain	\$51,900 / \$58,700
18.0 m <sup>3</sup> / 20.7 m <sup>3</sup>	Tandem 4 chain	\$64,500 / \$66,400

Centre Feed

12.0m <sup>3</sup>	Tandem axle	\$37,700
14.1m <sup>3</sup> / 16.3m <sup>3</sup>	Tandem 3 chain	\$46,600 / \$52,800
20.7 m <sup>3</sup>	Tandem 3 chain	\$60,200

*Giltrap Engineering:*

(Prices include freight to dealers' yards in North (NI) and South (SI) Islands).

Centre Feed Forage Wagons – Super Hydraulic Models:

RF9C / RF11C	9 / 11 m <sup>3</sup>	NI \$33,800 / SI \$35,960 / NI \$36,200 / SI \$38,360
RF13C / RF16C	13 / 16 m <sup>3</sup>	NI \$43,700 / SI \$46,350 / NI \$47,900 / SI \$50,550
RF21C	21 m <sup>3</sup>	NI \$56,900 / SI \$60,150

Side Delivery Forage Wagons – RF Models:

RF9 / RF11	9 / 11. m <sup>3</sup>	NI \$36,800 / SI \$38,960 / NI \$39,200 / SI \$41,360
RF13 / RF16	13 / 16 m <sup>3</sup>	NI \$46,700 / SI \$49,350 / NI \$50,900 / SI \$53,550
RF21	21 m <sup>3</sup>	NI \$59,900 / SI \$63,150

#### Forage Harvesters (precision chop)

*Tulloch:*

Krone Big-X 500 / 850 forage harvester	\$506,650 / \$591,000
Krone R/54 GL loader wagon	\$141,500
Krone AX 280 GL Loader Wagon	\$143,850
Krone MX 320 GL Loader Wagon	\$168,150
Krone MX 350 GL Loader Wagon	\$172,050
Krone ZX 400 GL Loader Wagon	\$231,050
Krone ZX 450 GL Loader Wagon	\$234,050
Krone ZX 550 GL	\$278,200

## Silage/Hay Covers and Wraps

### *Agpac Ltd:*

Silacover 12m x 400m / 15m x 300m (Bulk Rolls)	\$2,730.00 / \$2,560.00
Silage tape 96mm	\$9.40 - \$9.90
Balewrap plastic: 750mm x 1500m varieties	\$173.50 to 179.50
TrioPlus 2km to 2.6km	\$199.50 - \$253.50
TrioPlus 1.9km 21 <sup>um</sup>	\$221.50
Hay Tarpaulin varying sizes 15'x48' to 55'x60'	\$490.00 to \$2,392.00
Hay Tarp repair tape	\$55.00

### *PGG Wrightson Ltd:*

Silage covers: 18m x 50m (heavy B/W)	\$873.91
18m x 250m (heavy B/W)	\$4,794.78
15m x 300m (heavy B/W)	\$15.83 per m
Balewrap plastic: 750mm x 1500m	\$217.39
500mm x 1800m	\$165.22

(see also *Section 2.20.23*)

## Silage/Hay Preserves

### *Pioneer:*

Pioneer pasture specific silage inoculant:		\$ / wet tonne	/ 200g bottle
Pioneer 1127	200g bottle treats 250 wet tonnes	\$3.58	\$894.40
Pioneer maize specific silage inoculant:			
Pioneer 11C33	200g bottle treats 250 wet tonnes	\$5.61	\$1,402.70
Pioneer 1132	200g bottle treats 250 wet tonnes	\$4.47	\$1,116.65
Pioneer multi crop silage inoculant:			
Pioneer 1174	200g bottle treats 250 wet tonnes	\$2.62	\$655.50

### *PGG Wrightson Ltd:*

Maize silage inoculant 11C33	150 g / 250g	\$287.83 / \$566.96
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## Granular Chemical Applicator

### *Speciality Machinery (Marton) Ltd:*

#### Gandy Forage and hay additive applicators:

Bare shaft models (10, 16, 20 and 40kg hoppers)	from \$821
Electric drive models (10, 16, 20 and 40kg hoppers)	\$1,580 to \$2,730

## 2.20.12 Grain Crushers and Feed Mixers

### *Streamline Feeding Systems:*

#### *John Turner (freight may apply)*

Junior all grain roller crusher, 4" roller, chain driven rollers, ¾ hp	\$711
Senior all grain roller crusher, 1 hp	\$1,778
Hayway Chaff cutter, 2hp - electric / PTO	\$3,111 / \$3,500

*Kuhn: (Kuhn New Zealand)*

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Mixer Wagons	
Euromix II 1460 /Euromix II 1860	\$90,787 / \$93,604

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**2.20.13 Prill Applicators**

*Beattie Insulators:*

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KG Prill applicator – for prills and granules	\$33.98
Bottle only	\$2.44

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*C-Dax Systems Ltd: (freight charged on some products)*

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Slugmaster 75 litre capacity, 12v spreader, spinner disc, 24m spread	\$1,175
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Please note there is a supply charge of \$15 per order

**2.20.14 Fertiliser and Manure Spreaders and Topdressers**

*Speciality Machinery (Marton) Ltd:*

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Precision fertiliser applicators		
F.P.	Precision side dressers	from \$7,000
Mechanical Transplanter	Precision side dressers	from \$5,500

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*Amazone: (Landpower NZ Ltd)*

*Twin Disc Fertiliser Spreaders:*

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ZAM1500	ZA-M1500	1500 litre	\$12,000
ZA-M1500	ZA-M Profis	1500 litre	\$21,500

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*Aitchison / Reese:*

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Linkage mounted spinner spreaders - 660 litres capacity	\$2,995
Linkage mounted spinner spreaders - 1350 litres capacity	\$8,295
A.T.V. Trailed spreaders - 460 litres capacity	\$3,275
With Remote clutch	\$3,495

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*Giltrap Engineering Ltd:*

(prices include freight to dealers yards in North (NI) and South (SI) Islands).

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Slurry Spreader 5,000 litre tank, tandem axles	NI \$32,500 / SI \$34,700
Slurry Spreader 7,500 litre tank, tandem axles	NI \$37,900 / SI \$40,100
Slurry Spreader 10,000 litre tank, tandem axles	NI \$48,500 / SI \$50,700
Slurry Spreader 12,000 litre tank, tandem axles	NI \$53,500 / SI \$56,100
Slurry Spreader 15,000 litre tank, tandem axles	NI \$61,500 / SI \$64,100
Slurry Spreader 20,000 litre tank, tri axles	NI \$98,800 / SI \$102,650
<b>Fertiliser Spreader</b>	
Fertiliser Spreader Orchard Model 3 tonne	NI \$34,300 / SI \$36,050
Fertiliser Spreader 2501 3tonne	NI \$33,800 / SI \$35,550
Fertiliser Spreader 3802 4.6 tonne	NI \$41,500 / SI \$43,200
Fertiliser Spreader 5001 6 tonne	NI \$46,500 / SI \$48,500
Fertiliser Spreader 6601 8 tonne	NI \$51,800 / SI \$53,950
Fertiliser Spreader 8301 10 tonne	NI \$62,500 / SI \$65,000

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*Kuhn: (Kuhn New Zealand)*

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AXIS 30.1 double acting hydraulic controls	\$14,857
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*Vicon: (Power Farming)*

Superflow Pendulum Spout Spreaders:

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VI-PS 203	175 l, 12m spout width	\$3,450
VI-PS 403	400 l, 12m spout width	\$5,750
VI-PS403VITI	Same as above but 1.15m hopper for orchards/vineyards.	\$5,750
VI-PS 604	600 l, 12m spout width. c/w extension & cover	\$6,450

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Rotaflow Twin Disc Spreaders:

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VI-RO-M1100	1,100 l - spout width up to 24m	\$10,450
VI-RO-XL1500 VI-VI-RO-	1,500 l - spout width >36m	\$13,250
XL1500EDW with ED spreading computer & 5 cell weighting system	1,500 l - spout width >36m	\$33,500

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*C-Dax Systems Ltd: (freight charged on some products)*

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Ground driven ATV trailed broadcast spreader, 300 l	\$2,595
12 volt electric 70 l hopper, ATV mounted	\$1,050 to \$1,250
Ground driven ATV trailed Magmaster spreader 65 l / 165 l	\$1,880 / \$2,095
C-DIT 1300 with XC1 smart control, dual spinners, 1,300 l hopper, 3 point linkage	\$7,490
C-DIT 1300 Trailer kit	\$2,990
XC1 Smart Control console + software	\$1,995

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Please note there is a supply charge of \$15 per order

**2.20.15 Trucks and Utilities (Light Commercials)**

*Toyota:*

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Hi-Lux – 2WD:	cab /chassis	ute
Single cab 2.7 petrol (manual)	\$31,122	-
Single cab 3.0 turbo diesel (manual)	\$34,861	-
Extra cab 3.0 turbo diesel (manual)	-	\$36,600
Double cab 2.7 petrol (manual)	-	\$35,122
Double cab 3.0 turbo diesel(manual)	-	\$38,253

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Hi-Lux – 4WD:	cab / chassis	ute
Single cab 3.0 turbo diesel (manual)	\$41,296	-
Extra cab 3.0 turbo diesel (manual)	\$44,080	\$46,948
SR5 ute (manual)	-	\$51,557
Dble cab 3.0 turbo diesel (man/auto)	-	\$46,253 /\$49,557
SR5 ute (manual / auto)	-	\$51,644/\$53,818
Land Cruiser 70 Series:		
4.5 turbo diesel (manual) cab / chassis	\$59,731	-
4.5 turbo diesel (manual) cab / chassis LX	\$65,035	-
4.5 turbo diesel (manual) wagon LX	\$71,731	-

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*Team Hutchinson Ford:*

Single Cab = SC	Super Cab = SupC	Double Cab = DC	Chassis Cab=C-cab	Auto
Ranger		Manual		
4x 2XL SC C-cab special order		\$30,165		
4x2 XL SupC / DC w/side		\$35,035 / \$37,122	(DC)	\$38,861
4x2 XLT SupC / DC w/side		\$40,861 / \$40,165	(DC)	\$41,904
4x4 XL SC C-cab special order		\$40,948		
4x4 XL SupC C-cab / w/side		\$44,165 / \$45,904		
4x4XLDC w/side6314 / DC-cab		\$47,035 / \$46,078	(w/side 6314)	\$48,774
4x4XLTSupCw/side / DC w/side		\$49,643 / \$51,035	(DC w/side)	\$57,774
4x4 WILDTRAK DC w/side		\$55,904		\$57,643

*Holden: (Blackwell Motors Ltd)*

Holden VE Utility	3.6 V6 Auto to V8 Auto/Manual		\$42,608 to \$54,782
Colorado Diesel			
2WD	Chassis	Single Cab	DX Manual \$30,347
4WD	Chassis	Single/Space Cab	DX/LX Manual \$39,043 / \$43,391
4WD	Pickup	Space Cab	LTZ Manual \$50,782
2 / 4WD		Crew Cab	LTZ Manual \$43,391 / \$52,087
2 / 4WD		Crew Cab	LTZ Automatic \$45,130 / \$53,826

*Canterbury Mazda: (Prices include on road costs)*

BT-50 – 2WD 3.2L turbo diesel	<b>chassis</b>	<b>wellside</b>
Single cab GLX	\$31,891	\$33,717
Cab plus	\$34,586	\$36,239
Double cab GLX	-	\$38,326
Double cab GSX man / auto	-	\$41,369 / \$43,108
BT-50 – 4WD 3.2L turbo diesel	<b>chassis</b>	<b>wellside</b>
Single cab GLX	\$41,891	-
Cab plus	\$44,500	\$46,239
Double cab GLX	\$45,804	\$47,282
Double cab GSX / auto		\$51,282 / \$52,413

*Nissan:*

Navara – DX (D22) (ABS & Dual AirBag)	
S/Cab 2.5 T/Diesel 5 Speed Manual 2WD/4WD chassis	\$26,260 / \$34,304
D/Cab 2.5 T/Diesel 5 Speed Manual 2WD/4WD W/Side	\$29,956 / \$38,692
Navara – ST-X D/Cab	
2.5 T/Dsl 6 Speed Manual 2WD/4WD W/Side	\$39,991 / \$49,991
2.5 T/Dsl 5 Speed Auto 2WD/4WD W/Side	\$41,730 / \$51,730
D/Cab 3.0 V6 Petrol 7 Speed Auto 4WD W/Side	\$59,122
Navara RX King Cab - 4WD (VDC)	
2.5T/Dsl 6 speed Manual chassis / W/Side	\$46,484 / \$42,165
2.5T/Dsl 5 speed Auto chassis / W/Side	\$42,165 / \$43,904

Prices exclude dealer and on road costs

## 2.20.16 Cultivation Implements

### Ploughs

*Kverneland: (Power Farming) note price varies depending upon specification*

AD 85-4	Conv 4 furrow, auto reset, vari width, 85cm interbody clearance		\$27,900
BE 100-4-8	Conv 4 to 8 furrow, auto reset, vari width, 100cm interbody clearance		\$50,000 to \$85,500
LD 85-4/5	Rev 4/5 furrow, 200hp headstock		POA
LS 85-4/5	Rev 4/5 furrow, 200hp headstock, vari width		\$35,000/\$44,500
ES 85-3/4/5	Rev 3/4/5 furrow, 200hp headstock, auto reset, vari width		\$37,500 to \$50,000
EG 85-4/5	Rev 4/5 furrow, 300hp headstock, auto reset, vari width		\$58,990/\$80,000
EO 85-5/6/7	Rev 5/6/7 furrow, 300hp headstock, auto reset, vari width		\$61,000 to \$84,000

### Chisel Ploughs and Subsoilers

*Aitchison /Reese: 'Earthquaker' Soil Aerator*

Double Beam Model No. of tines/discs	Frame width (metres)	Straight Leg	Parabolic Leg
3	1.83	\$5,750	\$6,125
4	1.83	\$6,850	\$7,250
5	1.83	\$8,500	\$9,000
5	2.44	\$9,250	\$9,750
7	2.44	\$11,750	\$12,450
Optional extra	Plain roller, (1.83/2.4 m)		\$2,895 / \$3,100

*Kverneland: (Power Farming)*

CLC 10 tine	10 tine, 3 width,	\$18,750
CLC-12 tine	12 tine, 3.5m width	\$21,990
Additional \$4500 for cage 3m		
Additional \$5000 for cage 3.5m		

*SIMBA Flatliner subsoiler (Power Farming)*

SB-FL-HYD-3-30	3.0M, 3 tine hydraulic Flatliner Subsoiler. Adjustable legs and hydraulic trip reset system. 600mm dia. DD roller fitted. Can loosen soil to 350mm.	\$42,350
SB-FL-HYD-5-35	3.5m, 5 tine hydraulic Flatliner Subsoiler. Adjustable legs and hydraulic trip reset system. 600mm dia. DD roller fitted. Can loosen soil to 350mm.	\$49,950
SB-FL-HYD-5-40	4.0m, 5 tine hydraulic Flatliner Subsoiler. Adjustable legs and hydraulic trip reset system. 600mm dia. DD roller fitted. Can loosen soil to 350mm.	\$52,450

### Discs

*Kverneland: (Power Farming)*

VEL/DVP-A315	2.7m /3.15m Offset discs, hydraulic	>85hp	\$40,000
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## Cultivators

### *Speciality Machinery (Marton) Ltd.:*

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Lilliston inter row rolling cultivators	from \$5,000
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### *SIMBA TL Tined cultivator (Power Farming)*

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SB-TL-300/350	3 to 3.5m	\$37,750 & POA
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### *Kuhn: (Kuhn New Zealand) Power tillers – up to 200hp*

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EL 282-300 Cultirotor – L Blades inc packer roller	\$35,426
EL 282-300 Cultiplow angle tines inc packer roller	\$36,406

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### *SIMBA Cultipress (Power Farming)*

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SB-Cultipress-33/40/46/55/66	3.3m to 6.6m	\$69,750 to \$139,750
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### *SIMBA SL Range (Power Farming)*

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SB-SL400/500/600	4m to 7m	\$135,000 to \$182,000
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### *SIMBA SLD Range (Power Farming)*

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SB-SLD-420/460/540/600	4.2m to 6m	\$199,000 to \$233,000
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## Rotary Hoes

### *Maschio: (Power Farming)*

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MG L-85 to 125	25hp, 0.85m to 1.25m, single speed, chain drive	\$3,650 to \$4,350
MG W-105/125	35hp, 1.05/1.25m, single speed, chain drive	\$4,250/\$4,350
MG U-155 to 205	80hp, 1.55m to 2.05m, single speed, gear drive	\$8,950 to \$9,990
MG C-250-300P	130hp, 2.5 to 3m, 2+2 speed, PTO, slip clutch	\$14,650 to \$22,750
MG SC-230-300P	170hp, 2.30 to 3m, 2+2 speed, PTO, cam clutch	\$18,750 to \$28,450
MG G-350 to 400	250hp, 3.5 to 4m, 3 speed, PTO, oil cooler	\$36,750 to \$45,750
Pantera:		
MG 570P	270hp, 5.28 to 5.78m folding, 2 speed, PTO, oil cooler, cage roller	\$80,000

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## Power Harrows

### *Kuhn: (Kuhn New Zealand) HR Power Harrows*

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HRB 302 D	packer roller – slip clutch	\$22,085
HR 3004 D	maxi packer – cam clutch	\$30,780
HR 3504 D	maxi packer– cam clutch	\$34,810
HR 4004D	with maxi packer– cam clutch	\$37,130
HR 5003 / 6003 DR	with maxi packer– cam clutch	\$64,685 / \$74,960
Disc Cultivators		
HVA 26	26 Blade V formation 660mm Blades	\$32,765
Discover XM 28	28 Blade X formation 660mm Blades	\$56,975
Discover XM 36	36 Blade X formation 660mm Blades	\$59,580

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### *Amazone: (Landpower NZ Ltd)*

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With cage rollers: -		
KE303	3.0m power harrow	\$22,300

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*Kverneland: (Power Farming)*

NGH 301 CR/PR	3m, 180hp, cage/packer roller	\$27,750 to \$28,750
NGH 351 CR/PR	3.5m, 180 hp, cage/packer roller	\$31,500 / \$32,550

*Maschio: (Power Farming)*

MG DS-2500C to 3000P	2.5 to 3m, 130hp, 4 speed	\$16,750 - \$21,000
MGDM-Rapido-3000C-3000P	3 to 3.5m, 200hp, 4+2 spd, quick fit tines	\$24,000 - \$32,750
MG Falco-4600P	4.6m hydr folding 180hp cage packer	\$46,750 - \$52,000
MG-Aquila - 5000C - 6000P	5 to 6m folding, 280hp, quick fit blades cage packer	\$65,750 - \$69,750

*SIMBA 2B' Series Disc Harrow (Power Farming)*

SB-2B-325	3.25m disc harrow with hydraulic angling, rear drawbar, 125kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$52,500
SB-2B-HYD-426	4.26m disc harrow with hydraulic angling, rear drawbar, 130kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$102,750
SB-2B-HYD-511	5.11m disc harrow with hydraulic angling, rear drawbar, 130kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$117,000
SB-2B-HYD-558	5.58m disc harrow with hydraulic angling, rear drawbar, 130kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$128,750
SB-2B-HYD-610	6.10m disc harrow with hydraulic angling, rear drawbar, 130kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$148,000
SB-2B-HYD-710	7.10m disc harrow with hydraulic angling, rear drawbar 130kg disc weight, 650mm (26") discs, 250mm (10") disc spacing.	\$155,950

**Harrows**

*SIMBA Unipress cultivator (Power Farming)*

SB-Unipress-46	4.6m 3 in 1 cultivator, 700mm DD rings, levelling board, pro active tine with a range of tips to suit application.	\$71,750
SB-Unipress-55	5.5m 3 in 1 cultivator, 700mm DD rings, leveling board, pro active tine with a range of tips to suit application.	\$81,750
SB-Unipress-66	6.6m 3 in 1 cultivator, 700mm DD rings, leveling board, pro active tine with a range of tips to suit application.	\$89,950

*SIMBA Mounted Xpress cultivator (Power Farming)*

SB-xpress	2.5M TO 3.5M	\$31,950 to \$43,550
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*SIMBA Trailed Xpress cultivator (Power Farming)*

SB-xpress46/55/66	4.6m to 6.6m	\$83,750 to \$108,000
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*Lyndon Harrows:*

**“Lyndon” Chain Harrow**

1.5 to 2.1 m width – 12 mm spiked /combo (suitable for motorbikes)	\$570 to \$970
2.4 to 4.2 m width – 10, 12 and 16 mm square	\$1,045 to \$3,655

**Spiked Chain Harrows**

12 mm Round, 1.83 x 1.83 to 3.66 x 2.4 m (6' x 6' to 12' x 8' )	\$995 to \$2,610
16 mm Round, 2.4 x 2.4 to 4.27 x 2.4 m (8' x 8' to 14' x 8')	\$2,345 to \$3,795
20 mm Round, 2.4 x 2.4 to 4.27 x 2.4 m (8' x 8' to 14' x 8')	\$3,415 to \$5,570

**Tripod and ‘Lyndon’ Chain Harrows**

10 / 12 mm square chain, 2.4 to 4.2 m	\$2,840 / \$3,355 to \$4,955 / \$5,045
16 mm square chain, 3.0 to 4.2 m	\$4,910 to \$6,680

**Round Ring Harrow**

12 mm round, 2.4 x 1 to 3.65 x 1 m	\$755 to \$1,005
16 mm round, 2.4 x 2 to 3.65 x 2 m	\$1,550 to \$1,510
20 mm round, 2.4 x 2.4 to 4.25 x 2.4 m	\$3,895 to \$6,285

**Utility Harrows**

10, 12 and 16 mm diameter, round, 2.15 to 4.25 m	\$570 to \$1,440
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**Diamond Harrows**

16 mm tine / 20 mm tine	\$470 / \$540
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**Zig Zag Harrows - high tensile tines**

35kg 16mm tine / 45kg 20mm tine	\$430 / \$485
Bars – 3 / 4 / 5 leaf	\$475 / \$550 / \$630

**Horse training track harrows - blade type harrows that cut into hard tracks**

Bolt on 320x70x12, 2 leaf and bar / 3 leaf and bar	\$2,635 / \$3,930
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*Taege Engineering Ltd: (Ex-Christchurch, add \$450 for freight delivery in Cant Area)*

Taege Tyne Harrows – Can be fitted to any brand of drill or farm implement. They can be custom built for size and application but typical sizes and prices are:-

1.00m to 2.00m	\$624 to \$918
3.00m to 6.00m	\$1,572 to \$3,144

**Soil Looseners**

*Amazone: (Landpower)*

**Deep Loosener**

TL302	3.0m	\$13,500
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**Rollers - Cambridge Rollers**

*Aitchison / Reese:*

Tyre Roller	2.5m / 3.0m / 3.6m	\$6,295 / \$6,995 / P.O.A
Cambridge Roller	3m / 3.3m	\$8,295 / \$8,695

*Kverneland: (Power Farming)*

KC RTG5-CB	5.25m, 3 roller sections, hydraulic folding	POA
KC RTG6-CB	6.25m, 3 roller sections, hydraulic folding	\$27,950
KC RTG8-CB	8.25m, 3 roller sections, hydraulic folding	\$41,750

*Duncan Ag: (2011 prices)*

310 Roller	2.75/3.1 m - standard rings c/w with hyd. wheels	\$15,170 to \$15,630
	2.75/3.1 m - standard rings less wheels	\$12,550 to \$12,640
Uni-Roller	2.4/3.0/3.5 m	\$5,910 to \$6,800

**Heavy Rollers**

*REL Group - Rakaia Engineering Ltd:*

Rolling Width	Approx Weight - full (kg)	Approx pricing
2.4 metres	7,400	\$14,000
3.05 metres	8,500 to 8,700	\$17,000 to \$18,000
3.05 metres	11,900 to 17,900	\$19,000 to \$25,000
3.66 metres	11,000 to 11,400	\$18,000 to \$19,000
3.66 metres	14,350	\$23,000
3.66 metres	16,300	\$25,000

**Field Rollers**

*Aitchison / Reese:*

Weight transfer roller	2.75m / 3.00m	\$11,995 / \$12,995
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**Rubber-Tyred Rollers**

*Taege Engineering Ltd: (Ex-Christchurch, add \$450 for freight delivery in Cant Area)*

Taege Tyre Rollers – Designed with two rows of inflated tyres with rocking movement for contour following: -

3.000m Fixed Beam	\$9,715
3.600m Fixed Beam	\$10,795
4.0-4.3m Fixed Beam	\$11,875
6.000m Folding Beam	\$22,021
Floating Beam options on 3.0 - 4.3m	\$2,160
Hydraulic Floating Beam 3.0 - 4.3m	\$3,888
Credit for 3-4m sold as a kitset ex yard	-\$800

**2.20.17 Planting Implements**

**Drills and Seed Boxes**

*Aitchison / Reese:*

Seedmatic 3000 seed only drills:

Linkage 16 to 20 row, disc	2.4 to 3.0 m	\$23,995 to \$28,750
Trailed 16 to 24 row, disc	2.4 to 3.6 m	\$28,950 to \$37,495
Coulter / Linkage 16 to 24 row	2.4 to 3.0 m	\$22,995 to \$28,750
Coulter / Trailed 16 to 24 row	2.4 to 3.6 m	\$27,950 to \$36,950

Seedmatic 3100 seed and fertiliser drills:

Linkage 16 to 20 row, disc	2.4 to 3.0 m	\$28,250 to \$33,495
Trailed 16 to 24 row, disc	2.4 to 3.6 m	\$32,995 to \$42,495
Coulter / Linkage 16 to 20 row	2.4 to 3.0 m	\$27,495 to \$33,295
Coulter / Trailed 16 to 24 row	2.4 to 3.6 m	\$31,995 to \$42,495

Seedmatic Professional 8000 seed only:

Coulter / Linkage 22 row	3.0 m	\$36,250
Coulter / Trailed 22 row	3.0 m	\$39,950

Seedmatic Professional 8000 seed and fertiliser drills:		
Trailed / Coulter 22 row	3.0 m	\$45,950
ARD Roller drill, Heavy duty 33 or 36 Deep V rings 33	2.7m to 3.0m	\$27,995 to \$29,495
Seedmatic Air Pro 4132 Mk2 Trailed / Coulter 32 row 48m rear rubber roller & electronic monitoring		\$98,995
Grassfarmer seed only drills:		
Linkage -Tine only / tine & disc or disc only	2.1m 14 row	\$15,450 / \$18,450
Linkage -Tine only / tine & disc or disc only	2.7m 18 row	\$18,950 / \$22,950

*Taege Engineering Ltd:* (Ex-Christchurch, add \$450 for freight delivery in Cant Area)

Vineyard Drill (Variable Speed Electric drive) single and double		Single	Double
120cm	Variable speed controller. Upgradeable to fully computerised system. This allows for 25 saved calibration settings per box, speed sensitive, fast and simple calibration. \$3,098 for single, \$3,815 for double.	\$8,836	\$13,346
140cm		\$9,501	\$14,287
160cm		\$10,499	\$15,562
180cm		\$11,163	\$16,503
200cm	3-point linkage as standard. Trailing option available.	\$11,829	\$17,445
240cm	300mm pneumatic depth wheels. 3-tool bar - 121mm spacing.	\$12,714	\$18,609
Unidrills – 3.0m, 3Point Linkage, 2 Tool Bar, fully computerised, tread plate, welded tips, rear harrow / draw bar.			
3.0m Uni Drill (tyne)	19 Drop Single Box at 152 spacing		\$18,723
	23 Drop Single Box at 121 spacing		\$19,044
3.0m 23 Drop Seed Box	Seed box includes fully computerised system, jockey wheel, pedestals, collector tray, short hoses. Can be simply fitted to any implement.		\$8,143
3.6m 29 Drop Seed Box			\$8,806
Heavy Duty Trailing Seed Drills 300 – 360 Series, 121 or 150mm spacings, 3.5 Tool Bars, Fully Computerised.			
300ESBT121 3.0m 23 Drops at 121mm	Single Box		\$32,710
300EDBT121 3.0m 23 Drops at 121mm	Double Box		\$42,845
360ESBT121 3.6m 29 Drops at 121mm	Single box		\$36,714
360EDBT121 3.6m 29 Drops at 121mm	Double Box		\$47,279
Options for linkage and trailing Seed Drills listed as 3.0 or 3.6 if priced different			
Stainless Steel Hopper Upgrade (ea)	3.0m / 3.6m		\$2,160 / \$2,376
Stainless Steel Collector Tray Upgrade	3.0m / 3.6m		\$324 / \$389
Stainless Steel Lid Upgrade	3.0m / 3.6m		\$216 / \$281
Small Seed Inserts	3.0m / 3.6m		\$1,009 / \$1,050
Sponge Protectors (from rodents)			\$287
Seed Box Agitator Kit			\$792
Safety Rails (Trailing only)	3.0m / 3.6m		\$390 / \$420
End Tow with suspension, brakes and guards			\$3,696
Tool Box Mount Assembly			\$120
Swivel Towing Eye (Trailing Only)			\$267
Broadcasting System	3.0m / 3.6m		\$920 / \$980
Computerised Small Seed Box (Rear)	3.0m		\$7,898

Mounted for broadcasting application)	3.6m	\$8,561
Computerised Small Seed Box (Front	3.0m	\$8,898
Mounted for down the spout application)	3.6m	\$9,561
Monitor Mount		\$69

These drills also have the option of having 150mm row spacings with the following Specs

3.0m at 150mm. 21 Drops Drilling Width of 3150mm.
3.4m at 150mm. 23 Drops Drilling Width of 3450mm.
3.6m at 150mm. 25 Drops Drilling Width of 3750mm.
4.0m at 150mm. 27 Drops Drilling Width of 4050mm.
4.3m at 150mm. 29 Drops Drilling Width of 4350mm

#### *Duncan Ag: (2011prices)*

Enviro 740 Multiseeder Drill 15 to 26 Run triple disc		\$80,330 to \$110,260
Enviro 3000e Drill 19 to 27 Run triple disc		\$131,000 to \$145,660
Enviro DD30 Disc Drill		\$68,750
720 Quantum Arable Seeder	17 to 23 Run hoe coulter	\$52,820 to \$61,220
	17 to 23 Run double disc	\$57,750 to \$64,680
320 Roller Drill	2.75/ 3.1 m – c/w hyd. wheels	\$31,340 to \$31,450
Duncan Eco Seeder	18 Run 3PL Dual Box c/w disc	\$34,830
	18 Run Trailing Dual Box c/w disc	\$37,410
Duncan Renovator Classic	19 Run 3m Dual Box c/w disc	\$45,500
Duncan Renovator MK4	21 Run 3m Dual Box c/w disc	\$53,885
	24 Run 3m Dual Box c/w disc	\$56,495
	24 Run 3.5m Dual Box c/w disc	\$57,575
	28 Run 3.5m Dual Box c/w disc	\$60,785
Duncan Renovator Air Seeder	22 Run to 48 Run Dual Box c/w disc	\$131,650 to \$164,180

#### **Direct Drills**

##### *Kuhn: (Kuhn New Zealand)*

Working widths of 3m to 6m (9'10" to 20') with 18 to 38 rows. Triple disc system.		
SD 3000 P20R		\$105,013
SD 4000 P26R		\$139,864
Disc markers (hydraulically folding) for SD 3000 and SD4000		\$5,295
Slug pellet hopper		\$4,270
Hector 3000 control box, tramlining, hopper and turbine monitoring		Included in base machine

##### *Great Plains Cultivation (Power Farming)*

GP-3P600-116	6' vineyard min till compact drill double disc	\$24,750
GP-SP-607HD-4006	Spartan drill 607HD 15cm row space trailed	\$208,500
GP-TC5109	3.51M TURBO chisel 9 shank primary cultivator	\$76,995
GP-SS0300-22-53	3m subsoiler 70cm auto reset 5 shank with cage rollers fitted	\$38,600



## Precision Drills

*Amazone: (Landpower NZ Ltd)*

### Seed Drills – Pack Top Seed Drills

AD303	24 row	3.0 m	\$25,000
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## Transplanters and Potting Machines

*Speciality Machinery (Marton) Ltd:*

Mechanical transplanter - vegetable and nursery transplanters	from \$4,150
Kennco vegetable transplanters	from \$5,100
HORTEC	from \$6,000

*Transplant Systems Ltd: (prices ex-Auckland)*

RT-2 transplanters	Two / three row	\$12,285 / \$17,430
Optional extras	- second toolbar	\$441
	- land compression rollers	\$577.50
Automatic transplanters		from \$63,000
Cell root transplanters		
3 point linkage	1 row / 2 row	\$6,510 / \$12,705
Planting pots or cell transplants	1 row	\$8,610

Tray fillers	from \$22,000
Potting machines	from \$22,000
Nursery seedling Transplanter	from \$35,000

## Cell Tray Seeders

*Speciality Machinery (Marton) Ltd:*

Gro Mor hand wand	from \$400
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*Transplant Systems Ltd: (prices ex-Auckland)*

Seeders	Nozzle bar	from \$8,500
Seeders	Drum	from \$27,000

## Potato Planters

*Landpower NZ Ltd:*

Grimme Potato Planters	GL32B 2 row cup planter	\$42,500
	GL34T 4 row trailed planter	\$69,000

## Bed Formers

*Speciality Machinery (Marton) Ltd:*

Kennco super bedder	from \$6,000
Polythene Film Layers	
Kennco	from \$4,350
Mechanical transplanter	from \$3,800
Bed Former Polythene Layer Combo	
HORTEC	from \$7,000
Kennco	from \$7,000
Mechanical transplanter	from \$6,880

## 2.20.18 Harvesting Equipment

### Lifters, Diggers and Harvesters

#### *Grimme Potato Harvesters: (Landpower NZ Ltd)*

SE7530 high capacity single row harvester, 3.5 tonne bunker	\$162,200
SE7540 high capacity single row harvester, 4.5 tonne bunker	\$168,600
GT1705	\$210,000

#### *Midland Machinery: Schumacher Crop Lifters – (ex-Christchurch)*

Button type lifters (blue)	\$42.00
Spring lock lifters (orange)	\$44.85
Mounting reel with bolt and nut	\$5.60

#### *Speciality Machinery (Marton) Ltd:*

Lilly & flower bulb harvesters	
Asa-Lift Bulb harvester	from \$48,500

### Vegetable Harvesters

#### *Speciality Machinery (Marton) Ltd:*

<i>Asa-Lift</i>	Carrot Harvesters	from \$65,000
	Leek Harvesters	from \$60,000
	Cabbage Harvesters	from \$84,000
	Potato Harvesters	from \$51,000
	Onion Harvesters	from \$50,000
	Green Bean Harvesters	from \$68,300
	Lettuce Harvesters	from \$49,650
	Celery Harvesters	from \$51,500

### Windrowers

#### *Landpower NZ Ltd:*

Grimme GVR 1700	\$50,000
Grimme Combi star CS150/CS170.S	\$119,000 / \$150,000

### Combine Harvesters

#### *Landpower NZ Ltd: (prices vary with size and specifications)*

Lexion 750 Combine + 9.0m Lexion front	POA
Lexion 770 Combine + 10.5m Lexion front	POA

#### *Drummond & Etheridge: (prices vary with size and specifications)*

John Deere Model S680	From \$500,000.00 to \$550,000.00
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### Grain Augers

#### *REL Group - Rakaia Engineering Ltd:*

31' x 10"	Galv truck load pto	\$10,600
41'/46'/51' x 8"	BH grain auger pto	\$9,950 / \$10,800 / \$11,150
51'/61'/71' x 10"	Swing Away Auger	\$16,900 / \$18,300 / \$20,600
10"	Reverser kit	\$880
61'/71'/81' x 13"	Swing away + reverser	\$30,500 / \$32,850 / \$38,000
13"	Reverser kit	\$1,110

*Another company:*

45' (13.8m)	200 / 250mm	\$7,250 / \$9,200
50' (15.4m)	200 / 250 mm	\$8,750 / \$10,250

### 2.20.19 Farm Bulldozers

*Gough Gough and Hamer Ltd: Track Type Tractors - Caterpillar*

Machine	Operating weight (kg)	Engine make	kW/hp	RPM	Price
D3G XL	7345	Cat 3406	52/70	2400	\$180,000 - \$220,000
D4G XL	7800	Cat 3406	60/80	2400	\$205,000 - \$225,000
D5G XL	8904	Cat 3406T	67/90	2400	\$425,000 - \$450,000

### 2.20.20 Grader Blades

*Pearson Engineering Ltd:*

Regular	1.8m / 2.1m wide	\$4,670 / \$4,890
Heavy Duty	2.1m / 2.4m wide	\$5,780 to \$6,420
Mighty	2.1m / 2.4m wide, 1, 2, or 3 hydraulic ram	\$7,050 to \$8,995

### 2.20.21 Other Farm/Orchard Equipment

#### Fruit Bin Carriers

*Transtak Engineering & Equipment:*

Fruit Bin Trailers	
1500L 3-bin / 2500L 4-bin	\$16,330 / \$23,250
2000N 3-bin / 3500N/W 6-bin; stack with tilt	\$18,870 / \$24,460

#### Waterblaster Sprayers

*Makita Outdoor Power Equipment: High Pressures Cleaners*

HW112	1740 psi 6.17 l/min 5m hose TSS	\$390.43
HW131	2175 psi max 8.3 l/min 15m hose	\$1,042.61
HW151	2175 psi 8.3 l/min 10m hose TSS	\$1,129.57

*AES (Ag Equipment Specialists Ltd):*

Hurricane Complete, tractor driven:

250/600 l tanks, 26 to 35 l/min, 3,000 psi	\$3,995 to \$4,950
Tornado-Petrol Powered 1,750 to 5,000 psi, 11 to 40 l/min, 5-24hp Honda engine	\$1,595 to \$10,100
Electro-blast electric 1,400 to 5,000 psi, 9 to 30 l/min (1/3phase)	\$1,675 to \$8,350

Steam Cleaners (Hot/Cold Water Blasters)

Alberti Medijet 130, 1,740 psi, 9 l/min	\$3,750
Alberti Compact & Maxijet 1,740 to 3,000 psi, 11 to 21 l/min (single and three phase)	\$4,550 to \$6,750

*Kanters Engineering & Machinery Ltd.:*

Electric Waterblasters 1.5 hp to 3 hp	\$795 to \$1,695
Petrol Models up to 13 hp, 2,000 to 3,000 psi	\$1,695 to \$3,950

## Mulchers

*Nobili Mulchers (Power Farming) 2010 prices as no longer supplied by them.*

VK	1m to 1.35m vineyard/orchard mulcher		from \$8,700
VKDO 155 to 210	1.5m to 2.1m general purpose orchard/vineyard mulcher	>50-90hp	\$12,225 to \$13,150
VKP 170 to 210	1.7m to 2.1m heavy duty orchard mulcher	>70-100hp	\$12,595 to \$13,425
BNU 195	1.9m scrub, stubble & topping mulcher	>60-80hp	\$12,650
BNG 230 to 270	2.3m to 3.1m stubble and topping mulcher	>80-100hp	\$15,875 to \$22,285
NK7	2.1m heavy duty general purpose mulcher	150 hp	from \$36,250

## Chainsaws

*Fosters Outdoor Power Equipment Ltd:*

Stihl:	Bar length	Price
30/32cc	36 cm (14")	\$390.00 to \$650.00
42.6cc	36 cm (14")	\$1,213
35/50cc	41 cm (16")	\$650.00 to \$1,390.00
50/55cc	46cm (18")	\$1130.00 / \$1215.00
64/76.5cc	51 cm (20")	\$1,345.00 to \$2,040.00
91.6cc	56 cm (22")	\$2,170.00
121.6cc	75cm (30")	\$2,865.00

*Makita Outdoor Power Equipment:*

Model - Makita	Power rating / Bar length	Price
DCS231T - top handle	22cc, 20cm (8")	\$607.83
DCS34 - utility	33cc, 40cm (16")	\$433.92
DCS4610 - utility	46cc, 40cm (16")	\$590.43
DCS3500 - Pro	35cc, 40cm (16")	\$651.30
DCS4300 - Pro	43cc, 40cm (16")	\$764.35
DCS4600S - Pro	45cc, 45cm (18")	\$1,112.17
DCS500	50cc, 45cm (18")	\$938.26
DCS520	52cc, 45cm (18")	\$886.09
DCS6401/50 bar/chain	64cc, 50cm (20")	\$1,190.43
DCS6401/54 bar/chain	64cc, 54cm (22")	\$1,207.83
DCS7301/50 bar/chain	73cc, 50cm (20")	\$1,442.61
DCS7301/54 bar/chain	73cc, 54cm (22")	\$1,460.00
DCS7301/60 bar/chain	73cc, 60cm (24")	\$1,477.39
DCS7907/60	79cc, 60cm (24")	\$1,625.22
DCS7901/70	79cc, 70cm (28")	\$1,651.30

## Log Lifter

*Te Pari Ltd:*

Davis Starlifter	\$279.00
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## Brushcutters/Trimmers/Edger

### *Makita Outdoor Power Equipment:*

Dolmar	Power rating	Price
RST250 Line trimmer	24.5cc, curved shaft,	\$349.96
RBC2510 Line trimmer	24.5cc, straight shaft, loop handle	\$468.70
EBH252L Trimmer	24.5cc, straight shaft, loop handle, 4 stroke	\$660.00
EBH252U Trimmer/ Brushcutter	24.5cc, straight shaft, bull handle, 4 stroke	\$677.39

## Rising Plate Meters / Pasture Meters / pH Meters

### *Jenquip Ltd: (prices include delivery)*

Filip's folding plate pasture meter	\$435
Plate Meter carry bag	\$54
Pasture management software	\$39.13
EC-09 Electronic pasture meter c/w software (replaces F200)	\$700
Automated sward stick	\$380

### *C-Dax Systems Ltd: (freight charged on some products)*

Pasture Meter Tier Two with auto lift kit (c/w software)	\$5,685
without auto lift kit	\$5,255
Pasture Meter with auto lift kit, (no console or software)	\$4,995
without auto lift kit	\$4,565
Pasture Meter XC1 Smart Control with auto lift kit, (c/w GPS, Farmkeeper software and paddock recognition) / without auto lift kit	\$6,990 /\$6,560

Please note there is a supply charge of \$15 per order

### *Egmont Commercial Ltd:*

pH Meter- Soil / Waterproof	\$48.50 / \$234.00
Moisture Meter - Soil	\$48.50

## Rain Gauges

### *Leader Products:*

Rain gauge 600ml / 1000ml	\$26.67 / \$48.89
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### *Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

Rain gauge ground level to above: small / large	\$13.87 to \$47.78
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### *Egmont Commercial Ltd:*

Rain gauge square 150mm	\$11.35
Rain gauge round 250mm	\$24.00

## Portable Generators and Welders

### *Makita Outdoor Power Equipment:*

EG242A	2400w max2000w cont AVR	\$1,390.43
EG322A	3200w max2400w cont AVR	\$1,781.74
EG602AE	6000w max4600w cont AVR	\$3,042.61

*Welding Supplies Ltd:*

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ARC:		
140 amp	Pro ARC 1600	\$395.00
160 amp / 200 amp	Strata 170 / Strata 210	\$595.00 / \$795.00
MIG:		
150 amp / 180 amp	Blueweld 150 / Blueweld 180 Pro	\$599.00 / \$995.00
200 amp	Blueweld ProMIG 210	\$1,195.00
260 amp	Strata XM260	\$2,195.00
GAS SET:		
Oxy LPG / Oxy Acetylene		\$549.00 / \$498.00

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**Small Engines**

*Norjo Motorcycles (stationary engines)*

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FE170 5.5hp / FE250 8hp		\$667 / \$956
FE120D Recoil Start 4hp / FE350D Recoil Start 11.5hp		\$660 / \$1,043
FE350G 2.1 Reduction 11.5hp		\$1,186
FH381V 13hp / FH430V 15hp / FH541V 17hp		\$1,561 / \$1,735 / \$2,174

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**Pruning Equipment**

*PGG Wrightson Ltd:*

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Tina Budding Knife 654/9K		\$169.57
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*Fosters Outdoor Power Equipment Ltd:*

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Stihl HT75	Petrol Powered Pole Pruner	\$1,996.00
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*Egmont Commercial Ltd:*

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Garden maintenance to new generation Felco secateurs		\$54.75 to \$104.50
Ceramic sharpening stone		\$29.90
Interchangeable loppers straight/curved blade var. handle options		from \$175.65

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*Levin Sawmakers Ltd:*

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Pruning Chainsaws:	CS2600ES / 350TES 26.9cc / 36cc	\$595.90 / \$642.29
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Pruning Saws:

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Gomtarō	Sheath saw, 180-300 mm with 7.5-8 teeth / 30 mm	\$64.43 to \$77.15
Gomtarō – Finetooth	13 teeth 30mm for smaller branches and dry wood, 240 mm to 300 mm	\$69.76 to \$77.15
Masaru	Heavy duty saw with 5.5-7 teeth, 30mm, 330 / 360mm	\$108.08 / \$115.69
Natanoko 60	Two sizes; 300 & 330mm with 7.5 mm teeth	\$91.74 / \$99.29
Super Accel 21	Lightweight folding pruning saw, 210mm blade with 7.5 teeth / 30 mm	\$52.54
Zubat	Taper ground blade, 240 mm to 330 mm	\$82.18 to \$94.50
Ibuki	Curved sheath saw for larger branches, 390 mm	\$137.86

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Extension Pole Saws:

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Hayauchi - heavy-duty extension pole saw in three sizes.		
	177-39 One extension pole, 2.28m to 3.7m	\$285.20
	178-39 Two extension poles, 2.35m to 4.9m	\$349.02
	179-39 Three extension poles, 2.44m to 6.3m	\$431.68

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Zubat - lightweight extension pole saw with Zubat 330mm blade:		
	272-12 Extension pole saw, 1.75 m to 2.7m	\$195.77
	272-15 Extension pole saw, 2.0 m to 3.3m	\$215.12
Sandvik P34-37	Telescopic tree pruner, 2.5m extendable pole	\$199.73
Timbersaws Long Pole Pruning Saw	2.9m for 4m pruning height	\$136.20

#### Loppers

Kiwi	for branches up to 45 mm diameter	\$132.00
Prun-off	for branches up to 65 mm diameter	\$159.90
Rami Lopper	for branches up to 85 mm diameter	\$170.90
Ladders	aluminium – 1.5m to 6.3m	\$206.25 to \$453.75

#### Orchard Ladders

##### *Transtak Engineering & Equipment:*

Orchard Ladders		
1.2m / 1.5m / 1.8m / 2.1m / 2.4m	\$248.37 / \$263.76 / \$274.17 / \$297.31 / \$319.30	
2.7m / 3m / 3.3m / 3.6m	\$344.75 / \$381.34 / \$415.89 / \$438.70	

##### *Levin Sawmakers Ltd:*

Allite Orchard Ladders		
3 foot 4kg, 4steps to 12 foot 13kg, 13 steps		\$263.34 to \$395.46
Unistep (provides an extra metre)		\$86.38
Multilift (eg. Prune up to 6.5m using 2.4 forestry ladder)		complete \$135.36

#### Implement Hitches

##### *Giltrap Engineering Ltd:*

3 Point Linkage Quick Hitch, rated up to 12,000kg GVM	NI \$1,095 to SI \$1,095 + freight
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#### Log Splitters

##### *Giltrap Engineering:*

(prices include freight to dealers yard North (NI) and South (SI) Island)

Hydraulic Woodsplitter – 3 point linkage	NI \$3,700 to SI \$4,000
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##### *ICS Manufacturing Ltd:*

Logsplitters – 3pt linkage or trailed models	
LS40V Vertical 3pt linkage splitter	\$3,600
LS40T Trailed Unit Complete	\$8,880

#### 2.20.22 Safety Equipment

##### *Croplands Equipment Ltd:*

Kasco spray helmet	\$1,036
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##### *N.Z. Safety Limited:*

Overalls - cotton Homebrand / other	\$71.00 / \$81.61
- Polycotton Homebrand / other	\$71.96 / \$86.24
- Hi Vis Polycotton, Day only / Hi Vis Tape	\$71.96 / \$133.64
- Flame Retardant, Day only	\$166.30
Waterproof clothing - Jacket	\$30.00
- Overtrousers	\$57.65

Dungarees		\$87.38
Horticultural spray coveralls		\$13.60 to \$139.15
Class 5 ear protectors		\$32.98 to \$48.84
Gumboots – <i>Bata</i> and <i>Skellerup</i> range		\$29.90 to \$158.00
Respiratory -		
- dust or mist respirators Pack 5 /Box 20		\$15.93 / \$52.44
- Spray kits (1/2 mask) for pesticides etc. Complete		\$73.00
- Portable powered air units		\$2,300.00
Hand Protection – PVC chemical gloves		\$2.95 to \$13.80
Eye Protection – chemical goggles		\$12.65 to \$47.48

*Levin Sawmakers Ltd:*

Arborist chainsaw trousers		\$210.27
Chainsaw trousers		\$166.41
Chainsaw chaps		\$153.51
Protector safety hard hat with peltor visor & Class 5+ muffs		\$94.90
Protector safety vented hard hat		\$17.65
Gloves - cotton lattice knitted glove with PVC stripes		\$4.95
- heavy duty leather glove		\$4.85
- western rigger gloves, leather		\$8.90
Safety - Lexa dust goggles		\$29.90
Glasses - Skyper Supravision		\$26.05
- Forestry mesh goggles		\$33.50
Gumboot Forestry Chainsaw – Unspiked / Spiked		\$135.00 / \$178.00

Fire Extinguisher – (*N.Z. Safety Limited*)

1kg Fire extinguishers Dry Powder		\$31.07
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*Leedsafe:*

Fire extinguishers	1 / 2.5 / 6.0 kg	\$35 / \$97 / \$137
Technospec Safety Spectacles		\$8.80
Robuck Safety Boots		\$86.87
Turu polycotton overalls / elastic shoulder overall		\$69.48
Leather riggers glove / maxi-grip glove		\$8.61 / \$8.80
3M 1425 earmuffs		\$21.60
Safety vests		\$12.96 to \$17.30
Unisafe hard hat		\$16.80
Leedsafe first aid kit		\$32.09
3M Respirator starter kit		\$93.83

**2.20.23 Protection (crop)**

*Electro-tek Engineering Ltd:*

Scarecrow Gun Zon Mark 4	- Gun only	\$597.00
	- Timer only	\$159.00

*NFT Group Ltd:*

Birdnetting white or black	5m / 10m x 100m roll	\$409 / \$818
Birdnetting clips	pack of 200	\$45



## **Frost Protection**

*New Zealand Frostfans Ltd: Frostboss Frost Fans*

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Powered by Cat. or Perkins engines	Price incl orchard mapping, engine & cabinet, concrete foundation, tower, gear boxes, blades, installation of complete machine & training	
Standard 2 Blade (alloy)	Manual start	Approx \$48,000.00
Premium 4 Blade(composite)	Auto start	Approx \$60,000.00

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Price does not include any local building or resource consents.

## **Tarpaulins**

*Straitline Canvas:*

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Hay Covers	- Pextra	\$12.50 / m <sup>2</sup>
Trucks	- PVC tarpaulin	\$21.75 / m <sup>2</sup>

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*Tarpaulin Makers (B.O.P):*

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Size	Pextra	Ripstop PVC
2.7 x 7.3 m	\$181.00	\$408.00
3.6 x 7.2 m	\$240.00	\$466.00
5.4 x 11 m	\$547.00	\$970.00
7.3 x 11 m	\$670.00	\$1,383.00

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## 2.21 BUILDINGS and STRUCTURES

### 2.21.1 Building Consent Charges

#### *The Department of Building and Housing Levy:*

The rate of the levy is 0.197% of the estimated value of building work for which the consent is issued. Buildings with a total estimated value of less than \$20,000 are exempt from the levy. For example, there is no levy payable on building work with an estimated value of \$19,000 but for work valued at \$21,000 a levy of \$41.37 will be charged. The levy can only be changed by an amendment to the Building Act 2004.

#### *The Building Research Authority Levy:*

This levy is also chargeable on building consents for building work with an estimated value of greater than \$20,000. It funds research projects carried out by *BRANZ* (the *Building Research Association of New Zealand*). The rate is currently 0.1%.

### 2.21.2 Dairy Sheds

The cost of building dairy sheds varies considerably depending on the type, size & design of shed, materials used, building site (greenfield site or conversion of existing shed) and access to electricity and water etc. Round and rectangular holding yards are similarly priced, depending on backing gate requirements.

#### *REL Group - REL Dairy Construction:*

##### **Herringbone**

The costs for herringbone dairies including site works, building, platform, milking plant, refrigeration, yards, basic effluent system and associated works range from about \$14,000 to \$16,500 per bail.

For example: 40 bail Herringbone

Building (including all rooms and all concrete)	\$7,000 to \$8,000 per bail
Yard pipe work, gates and backing gates	\$1,300 to \$1,600 per bail
Electrician	\$900 to \$1,100 per bail
Plumber	\$900 to \$1,100 per bail
Milking Machinery (no ACR's)	\$2,000 to \$2,100 per bail
Milk Silo Refrigeration (one silo, no heat recovery)	\$575 to \$600 per bail
Effluent disposal system (sand trap and 'saucer' only)	\$600 to \$700 per bail
Site works (shed & yards only)	\$900 to \$1,100 per bail
<b>Total cost</b>	<b>\$14,175 to \$16,300 per bail</b>

##### **Rotary**

The costs for rotary dairies including site works, building, platform, milking plant, refrigeration, yards, basic effluent system and associated works range from about \$15,000 to \$17,000 per bail.

For example: 54 bail Rotary

Building (including all rooms and all concrete)	\$5,800 to \$6,500 per bail
Platform and associated works	\$2,200 to \$2,300 per bail
Yard pipe work, gates and backing gates	\$1,300 to \$1,600 per bail
Electrician	\$900 to \$1,100 per bail

Plumber	\$900 to \$1,100 per bail
Milking Machinery (no ACR's)	\$2,200 to \$2,400 per bail
Milk Silo Refrigeration (one silo, no heat recovery)	\$425 to \$450 per bail
Effluent disposal (sand trap and 'saucer' only)	\$500 to \$600 per bail
Site works (shed and yards only)	\$800 to \$1,000 per bail
<b>Total cost</b>	<b>\$15,025 to \$17,050 per bail</b>

### Complete Sheds: (including equipment)

*DeLaval* Rotary Milking System:

Average Project Costs: **(\$,000)**

	Platform Size (Bails)				
	44	50	54	60	70
Building:	340 - 370	380 - 420	380 - 420	460 - 480	540 - 580
Electrical	40 - 50	40 - 50	40 - 50	50 - 60	60 - 70
Plumbing	30 - 35	35 - 40	35 - 40	45 - 50	50 - 60
Plant & Platform	250 - 300	280 - 340	300 - 360	320 - 400	380 - 480
Drafting gate	35	35	35	35	35
Total	695 - 790	770 - 885	790 - 905	910 - 1,025	1,065 - 1,225
<b>Per bail</b>	<b>\$15,795-</b> <b>\$17,945</b>	<b>\$15,400-</b> <b>\$17,700</b>	<b>\$14,629-</b> <b>\$16,759</b>	<b>\$15,166-</b> <b>\$17,083</b>	<b>\$15,214-</b> <b>\$17,500</b>

Building costs include yard, concrete and pipe work. Site preparation, access, water and power supply to site and effluent disposal from site are not included.

### 2.21.3 Stock Underpasses

*Fulton Hogan*

Construction costs vary widely depending on length and width of the underpass and the type of road that the underpass is travelling beneath. The price for building a 20 to 30-metre underpass is in the region of \$88,000. However, the prices for State Highway underpasses are much higher. This would be more in the range of \$190,000 - \$210,000.

*Hynds Rural:* (Freight not included)

Box Culverts/ Under pass systems.	1000 to 3600mm wide x 1000 to 2000mm high x 1550mm per unit	\$2,000 to \$5,000 per individual Box unit.
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Box Precast / sundry components only, does not include wingwalls, kerbs or excavation.

### 2.21.4 Feeding Pads / Wintering Systems

There are options of covered and uncovered standoff pads, herd homes and wintering barns.

*Redpath Pacific Ltd:*

Feedpad Standoffshelters (Editor's note -Cows may require closer to 8 m<sup>2</sup> per cow)

100 cow clear roofed Standoffshelter @ 7 m<sup>2</sup> per cow = 700 m<sup>2</sup> = \$50,000 built

200 cow clear roofed Standoffshelter @ 7 m<sup>2</sup> per cow = 1400 m<sup>2</sup> = \$96,000 built

300 cow clear roofed Standoffshelter @ 7 m<sup>2</sup> per cow = 2100 m<sup>2</sup> = \$142,000 built

400 cow clear roofed Standoffshelter @ 7 m<sup>2</sup> per cow = 2800 m<sup>2</sup> = \$179,000 built

*Another company:*

There are a range of options of covered and uncovered standoff/wintering pads and barns available to the dairy industry. Housed options include freestall barns, Herd Homes® and

loose housed composting barns.

There is considerable variation in the costs for the different standoff and housed options depending on the building specifications and additional features included. Freestall barn price is influenced heavily by the price of steel and also by the type of manure management system that is included. Prices range from \$1,500 to \$3,000 per cow.

The price per cow for Herd Homes® will depend on the purpose of the shelter. If being used to stand cows off during inclement weather or to feed supplement but still have cows grazing most of the day the cost is around \$1,700 per cow. However if used for wintering then the costs can be as high as \$3,000 per cow as fewer cows can be held in the Herd Home® when it is used 24/7 (full time).

Loose housed barns can be constructed for \$800 - \$1,000 per cow plus the effluent management system.

The cost of uncovered standoff pads will be dependent on the feeding system used. With self-feed silage on a concrete pad the cost is around \$500 per cow, however if feeding daily on a feed race the cost will be considerably lower as less concrete will be required.

When making any capital investment it is important to investigate all the options and determine what is required to successfully incorporate the infrastructure into the dairy business.

### 2.21.5 Deer Sheds

*Kean Deer Yards (Peter Hendriks, Loburn):*

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Red Deer Complex:	
Sheds, price includes stamped concrete floor, nova-lite panels in roof, spouting and downpipes, walls clad 150 x 40 RS H3 7.5x7.5m - 9x9m	\$19,550 to \$28,750
<hr/>	
Shed internals, 6 various plans available, example of two plans:	
Plan B - 2.4m ¼ circle, 3m workrace, 6 internal subdivision panels, 1.8m door, 4 x 1.2m doors.	\$13,628
Plan D - 4.5m ½ circle, 3m workrace, 7 internal subdivision panels, 1.8m door, 4 x 1.2m doors, 0.8m door, 0.8m triangle	\$17,471

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Converting an existing shed would cost approximately 50% of the cost of a new shed.

### 2.21.6 Woolsheds

*Calder Stewart Industries Ltd:*

Woolsheds - \$490 to \$540 per m<sup>2</sup>

*Woolaway Woolsheds*

A basic 3 stand level shearing board woolshed with the floor approximately 2.4 metres above ground level, costs between \$600 and \$700 per square metre to erect. The floor area for such a shed is 126m<sup>2</sup>

A basic 4-stand shed as above would have a floor area of 167m<sup>2</sup> and the cost per square metre would be about the same.

### Raised Board Sheds

Add a premium of 5% for a raised shearing board shed.

Additional costs

Add the following "Extra Values" to 3 or 4 stand sheds to determine the overall costs of woolsheds.

Freight \$3,500 average

Electrical \$7,000

Internal painting & floor sanding/varnishing \$4,000

Accommodation & builders travel \$4,000 for sheds over 100km from Napier.

### Covered Yards

Basic covered yards excluding sheep yards and gates vary between \$140 and \$190 per square metre.

## **2.21.7 Stockyards - Cattle**

*Te Pari Ltd:*

Cattlemaster Permanent small and medium yards range in price from \$4,380 for a holding capacity of 5 (with 6 bar cattle rail) and minimum features, to \$99,980 holding 555 head of cattle - minimum features for medium and large yards. Many more options may be added.

### **Cattle Equipment**

*Te Pari Ltd:*

Cattleyard Gates 750mm to 3600mm x 1400mm high	\$220.00 to \$630.00
Slam latches left or right – Heavy duty /extra striker plate	\$75.00 / \$18.50
Slam latch economy type / long handle type	\$37.50 / \$33.95
360° Pole Kit	\$425.00
Sliding gate - rail to post / post to post / rail to rail	\$925 / \$925 / \$975
Sliding gate top handle for cat walk	\$160.00
Anti backing ratchet	\$430.00
Post Extender Bracket	\$35.00
Catwalk Brace	\$55.00

### **Drafting Race**

*Te Pari Ltd:*

3 Way Draft Module Standard	\$4,500
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### **Loading Races**

*Hynds Rural:* (Freight not included)

LRCH	Pre-cast concrete loading race with 1.4m high rails	\$3,487
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*Te Pari Ltd:*

Cattlemaster Standard loading ramp - no catwalk / catwalk	\$3,295 / \$3,495
Cattlemaster - Adjustable height / dual height	\$9,995 / \$18,850

### **Headbails**

*Te Pari Ltd:* (Further features available for purchase)

Cattlemaster Calf Bail - Front opening / Maxi Bail	\$995 / \$1,675
Cattlemaster lifestyle series – Vario / Standard	\$795 / \$1,295
Cattlemaster utility series - Standard / Classic	\$2,150 / \$2,700
Cattlemaster professional series - Classic	\$3,750

### *Holdem Cattle Handling Equipment Ltd:*

450 calf bail	450mm wide, for de-horning and tagging calves	\$675.95
660 head bail	Galvanized, race width 600mm to 720mm	\$1,159.95
800 head bail	800mm wide, race width 720 to 900mm	\$1,259.95
LH660 Statesman Crush	LH660 head bail, 2700mm length, 800mm width, comes with nosebar, S/S pulley, 2x draft gates, 1x vet gate (gates c/w slam latches and anti-backing ratchets).	\$5,999.95
Slam-Close latches	Fully galvanised, for wood or steel gates	\$69.95 to \$79.95
Nose bar attachments	Attaches to all models of bail, 3 sizes.	\$299.95
Anti-backing ratchets	1200mm long, fits any gap between rails of 125- 225mm	\$559.95
Heavy Duty Automatic anti-backing arm		\$559.95
Sliding gates	for holding stock on a weighing platform, fully galvanized	\$999.95
600mm vet gates	height 1200mm, hot dip galvanized	\$499.95

See also *Section 2.3.15* Stock Management.

### **Cattle Crushes**

*Te Pari Ltd:* (Further features available for purchase)

Vario Handler lifestyle series Std / Multi Purpose	\$3,450 / \$7,350
Cattlemaster utility series - various	\$5,900 to \$9,500
Cattlemaster vet models, professional series	\$14,150 to \$16,750
Cattlemaster vetless models, professional series	\$12,150 to \$14,750

### **2.21.8 Stockyards - Deer**

*Kean Deer Yards (Peter Hendriks, Loburn):*

Outer Yards, various plans available	
Plans D, E and F - 40 m yard walls, 3.6m, 3 x 3m, 1.8m gates, loading ramp	\$16,385
Yards with 500 head capacity (9m x 7.5m) would cost in the region of \$32,292 to \$44,850 (includes some holding pens outside the shed).	

### **Equipment**

*Kean Deer Yards (Peter Hendriks, Loburn):*

Gates	1.2m wide 2.2m high	\$269
	2.4m wide 2.2m high	\$528
	3.6m wide 2.2m high	\$758
Gate catches	12mm pin frame catch	\$23
	12mm pin, spring and flat/ 16mm pin, spring, and flat	\$10.93 / \$12

### **Loading Race**

*Kean Deer Yards (Peter Hendriks, Loburn):*

Work and weigh race, 3m long x 800m wide, curtain	\$3,370
Swinging work race, part of large pen, push into race situation, 2.7m gate	\$1,435

Scale race, weigh, record, and draft from one position.	\$2,825
Loading ramp, free standing	\$2,723

## Deer Crushes

### *Farmquip:*

Heenan workroom hydraulically controlled deer handler	
Standard Model – fits between walls 3.1m apart	from \$16,000
Maxi	\$24,000
Electric Power Pack	from \$2,500

### *Kean Deer Yards (Peter Hendriks, Loburn):*

Crushes	
Full circle 4m with two revolving doors, up to 8 exit doors	\$6,906
Half circle 4.5m with two revolving doors, up to 4 exit doors	\$4,933
Quarter circle 2.4m with one forcing door, 2 exit, 3 door panel	\$4,115
Octagon with 4 x 0.8m doors and walls	\$4,186
Crush, side loading, portable, padded	\$4,265

## 2.21.9 Stockyards - Sheep

### *Prattley Industries:* Price varies markedly, depending mainly on capacity.

3 m (10') Standard 580 ewe capacity	\$8,447
4.3 m (14') Alloy Mobile Sheeppark 2200 ewe capacity	\$21,182
4.9 m (16') Alloy Mobile Sheeppark 2600 ewe capacity	\$25,623

### *This example sheep yard is an average of Prattley Industries Ltd production line.*

Portable 3m (10') Super Alloy sheep yard (750 ewe capacity), includes 3 section, single lane handling race	\$15,983
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## Sheep Handlers

### *Prattley Industries Ltd:*

Standard Sheep Handler	\$4,188
Sheep Conveyor 4.2m-Mobile	\$34,350

## Loading Ramps

### *Prattley Industries:* (freight additional)

Sheep	6.8m loading ramp on 13" wheels	\$4,400
	5.8m double or single lane ramp on 8" wheels	\$3,950
	portable, single lane 2.3m / 3.0m / 3.6m long	\$825 / \$1,125 / \$1,245
Cattle (c/w wooden floors)	- 2.8m mobile standard on 8" / 13" wheels	\$4,010 / \$4,320
	- 3.6m mobile deluxe on 13" wheels	\$6,490
	- 2.8m stationary standard / collapsible (alloy)	\$3,030 / \$2,363

## 2.21.10 Greenhouses, Growing Tunnels and Tunnel Houses

*Redpath Pacific Ltd:*

### Commercial:

*Crop King* curved rafter truss house. Double ridge ventilation 30% roof area, twinskin covers, up to 4.5m stud height, crop support, doors, 180 micron *Duratough* 4 year life minimum greenhouse film (delivered).

Approximately 929 square metres	- kitset	from \$63.00 per sq metre
	- constructed	from \$85.00 per sq metre

### Vented Arch Design:

Roof ventilated crop cover. Single skin, roll up side vents and doors.

Approximately 929 square metres, ultra heavy-duty kitset from \$45.00 per square metre  
180 micron, 4 year warranty greenhouse covers constructed from \$62.00 per square metre

### Crop Cover:

Side ventilated arch roof design, single skin, up to 3 metre stud height.

Approximately 929 square metres, ultra heavy-duty kitset from \$34.00 per square metre.  
200 micron, 4 year warranty greenhouse covers constructed from \$46.00 per square metre.

### Propagation Greenhouse:

Semi-commercial, truss design, twinskin, ridge vent for full length, 1 door.

Sizes	4.1 x 6m / 8m / 10m	\$3,990 / \$4,415 / \$4,837
	4.1 x 12m / 14m / 16m	\$5,247 / \$5,650 / \$6,008

### Hobby & Training Greenhouses:

All 2.5m wide, one sliding door one end, glass louvre window one end, aluminium frame & base rail included, *Duratough* 180 micron 4 year cladding, Roof vent on 4 larger models.

Sizes	2.4m / 3.6m / 4.8m	\$1,071 / \$1,199 / \$1,531
	6.0m / 7.2m / 6.0m	\$1,690 / \$1,950 / \$2,220

*Harford Greenhouses:*

Harford Propagator, single vent, 2.1 metre column, no gutters:

6 metres x 9 / 12 / 15 metres long	\$9,056 / \$10,293 / \$11,536
9 metres x 12 / 15 / 18 / 21 metres long	\$13,833 / \$15,699 / \$17,117 / \$18,984

*Harford Maxi Span*, twin vents, 9.2 metre span, 2.1 metre column:

24 / 30 / 36 / 48 metres long	\$23,394 / \$27,163 / \$30,942 / \$38,338
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*Harford: Super Maxi Span*, twin vents, 12.5 metre span, 3.0 metre column:

24 / 30 / 36 / 48 / 60 metres long	\$38,554 / \$44,034 / \$49,532 / \$60,536 / \$71,745
Budget Span	from \$50 per m <sup>2</sup>
Crop topper	from \$39 per m <sup>2</sup>
Sliding doors	\$1,059 per set
Wind and temperature controllers	\$1,875 to \$7,199

*Redpath Pacific Limited/ Kerilea Horticultural Systems Ltd:*

All frames priced and sold in packs of 25 (prices - ex factory Levin).

Lo-Tunnel Cloche Frames			Keri-Tough Cloche Plastic			
Frame width	Frame height	Price per pack	Roll width	µ	Roll length	Price per roll
0.6m	0.30 m	\$103.91	1.12 m	50	250 m	\$99.00
0.6mh	0.55 m	\$112.02	1.62m	50	250m	\$129.20
0.8m	0.50 m	\$127.02	1.76 m	50	250 m	\$129.38
0.8mh	0.65 m	\$144.62	1.96 m	50	250 m	\$179.00



1.0m	0.45 m	\$136.17	2.65 m	50	100 m	\$86.00
1.0mh	0.55 m	\$144.71	3.40 m	50	100 m	\$139.00
1.0mhp	1.00 m	\$189.87				
1.5m	0.60 m	\$172.89				
1.5mh	0.75 m	\$189.86				
2.0m	0.90 m	\$223.82				
1.3hy	0.8 m	\$173.24				
1.8hy	0.9 m	\$212.27				

End frames (per single unit)	1.3 x 0.8m	End frame only	\$14.40
	1.8 x 0.9 m	End frame only	\$20.00
Insulnet/ frost cloth	2m x 100m rolls		\$279.80
	3m x 50m rolls		\$215.00
	4m x 50m rolls		\$279.80

### Hi GroTunnels (relocatable crop covers)

Available in 5m widths		
	5m x 12 m length	\$3,500.00
	5m x 16m length	\$4,066.00
	5m x 20m length	\$4,632.00
	5m x 24m length	\$5,200.00
	5m x 36m length	\$6,700.00
	5m x 48m length	\$8,200.00
	5m x 60m length	\$9,750.00
Optional		
	Hi-Tunnel door ends	\$448.14 per end
	Hi-Tunnel closed ends	\$220.60 per end

### *Tunnelworld:*

#### Townhouse Model:

3m x 2.3m to 2.3m x 6m - all with 1 covers, solid ends	\$1,249 to \$1,699
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#### Mini Tunnelhouses

3m x 4m to 3m x 30m (1.5m height) - all one cover only	\$2,150 to \$5,750
4m x 6m to 4m x 30m (1.5m height) - all one cover only	\$2,874 to \$7,413

### **Greenhouse Film**

#### *NFT Group Ltd:*

#### Duratough – 200 micron, 1 to 14 metre widths

0 to 50 m <sup>2</sup>	\$4.20 /m <sup>2</sup>
50 to 100 m <sup>2</sup>	\$3.30 /m <sup>2</sup>
100 to 200 m <sup>2</sup>	\$2.64 /m <sup>2</sup>
over 200 m <sup>2</sup>	\$2.37 /m <sup>2</sup>

#### *Placemakers:* Price per roll

Polythene Black heavy duty 4m x 25m / 4m x 50m	\$95.64 / \$186.66
Agpac Polythene black 125 micron 2m x 50m	\$202.76
Agpac Polythene Clear 250 micron 2m x 50m	\$328.00
Sellotape BGPVC joining tape 48mm x 30m	\$8.69

*Cosio Industries Ltd:*

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Building and Agricultural Polythene				
	Width	Length	Gauge	
Black	1 to 4m	50 to 100m	80 $\mu$	\$36.00 to \$72.00
	1 to 5m	50 to 100m	125 $\mu$	\$50.00 to \$125.00
	2 to 4m	25 to 50m	250 $\mu$	\$89.00 to \$164
Clear	2 to 4m	50 to 100m	50 $\mu$	\$72.00
	1 to 5m	50 to 100m	80 $\mu$	\$60.00 to \$150.00
	1 to 5m	50 to 100m	125 $\mu$	\$90.00 to \$225.00
	2 to 4m	50m	250 $\mu$	\$170.00 to \$340.00

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Polythene Packs				
Black 125 $\mu$ ,	2m x 5m to 4m x 15m			\$9.50 to \$57.00
Black 250 $\mu$ ,	2m x 5m to 4m x 15m			\$11.00 to \$66.00
Polygro per m		200 $\mu$	2/4/6m wide	\$4.40/\$8.80/\$13.20
		200 $\mu$	7/8/10m wide	\$15.40/\$17.60/\$22.00
Titan Reinforced Polythene Film 2m x 50m roll, clear				\$355.00
Greenhouse Film Lock				
Single Base 4m length / Twin Base 4m length				\$17.50 to \$37.00
Steeltight screws 12 x 20 per 100 each				\$13.00
Timbertech screws 12 x 25 per 100 each				\$13.50
Black polythene adhesive tapes - per roll				\$4.10 to \$16.00
Ducting- layflat polythene tube, clear, varying sizes				\$53.00 to \$118.00
Frametape - film protection adhesive 30mm/50mm/70mm				\$19.50 to \$43.00
Greenhouse repair tapes- clear UV stable tape 25m x 48mm / 96mm				\$11.50 / \$23.00
Mulch film, black, 30 $\mu$ , 500m x 750 /900 /1200 /1600 /1800mm				\$78.00 to \$225.00
Cloche film/row covers, clear 50 $\mu$ , 500m x 1200 / 1600 / 2000mm				\$175 / \$228 / \$295

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**Glasshouse Heating**

*Energy Products International:*

**Indirect Air Heaters (Flued):**

Greenhouse heaters. Aquatherm Clever AH series have a size range of 100kW to 1500 kW with the option of diesel oil, natural gas, TLP gas or LPG as fuel. \$13,500 to \$42,450

**Hot Water Air Heaters:**

Aquatherm Clever SB series fan coil units from 100 l/s air to 1500 l/s (3kW to 67 kW heating). \$1,460 to \$4,490

Aquatherm Clever MC series air handling units from 500 l/s air to 16,300 litres per second (18kW to 720kW). \$3,035 to \$47,055

**Greenhouse Radiators:**

Econorad series radiators, hot dip galvanised for protection, size range from 140 to 770mm height x 500 to 3800mm long. \$280 to \$4,250

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(Freight not included. Prices may fluctuate depending on exchange rate.)

*Energy Products International:*

**Greenhouse Hot Water Boilers:**

Aquatherm Ygnis AY and EM series boilers have a range of 100kW to 3000kW with option of diesel oil, natural gas, TLP gas or LPG \$9,700 to \$67,725

Pensotti/Immergas/DeDietrich small boilers LPG, natural gas, diesel, 30-100kW. \$1,890 to \$7,560

**Greenhouse Gas Heating**

Lennox Ducted Furnaces G34 – G62, multi position furnaces, range 12kW – 36kW. Natural gas or LPG \$2,550 to \$5,410

(Freight not included. Prices may fluctuate depending on exchange rate.)

*Egmont Commercial Ltd:*

Thermometer – propagating / soil	\$12.80 / \$14.40
Thermometer Max-Min / Digital-Hydro	\$18.95 / \$64.00

*Exal Industries Ltd:*

**Exal Heating Cable**

Cable Size to suit:	Power	Price
0.2 to 0.3 m <sup>2</sup>	25 watt	\$100.00
0.6 to 0.8 m <sup>2</sup>	100 watt	\$150.00
1.2 to 1.6 m <sup>2</sup>	230 watt	\$296.00
1.8 to 2.3 m <sup>2</sup>	350 watt	\$332.80
3.6 to 4.6 m <sup>2</sup>	700 watt	\$453.00
5.5 to 7.5 m <sup>2</sup>	1150 watt	\$617.00
8.0 to 11.7 m <sup>2</sup>	1750 watt	\$653.00

**Glasshouse thermostats:**

ETP 0 - 40 std	\$95.00
ETP 0 - 40 plug set	\$115.00
ETP 0 - 40 3 stage	\$140.00
Aspirator box all models	\$240.00

**Stainless Steel Electric Fan Heaters**

300 series	10kW / 15kW	\$1,450 / \$1,950
400 series	20kW / 30kW	\$3,200 / \$3,800
500 series	20 to 40kW / 30 to 60kW	\$4,450 / \$4,950

*NFT Group Ltd:*

Propagation Heating	
Soil heating cable “Camplex”	\$101 to \$648
Thermostat ET 0° – 40° standard	\$95.00
Thermostat ET 0° – 40° fitted with phase interruption plug	\$140.00

*Richard Anderson Greenhouses Ltd.:*

Propagation Heating	
- soil heating cables	\$135 to \$900
-thermostats can be added	\$125

*Redpath Pacific Ltd:*

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Environment Controllers	from \$4,680
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*Shoof International: (Incl delivery within NZ. Under \$70 add \$5 admin fee)*

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Min-Max outdoor mercury thermometer	\$17.35
Soil Temperature Thermometers	\$19.96 to \$23.43

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**Glasshouse Ventilation**

*Exal Industries Ltd:*

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	Product	CFM	Price
Ventilation Fans	EM 24	5500	\$990
	ER 36	12000	\$1,260
	ER 50	25000	\$1,375
Stirrer Fans	SF 450	4000	\$385
	SF 600	5500	\$550
Evaporative coolers	EV 1200	3600	\$640
	EV 1800	5400	\$780
	EV 2400	7200	\$925
	EV 3000	9000	\$1,185
Automatic Louvres	EL 1200	4500	\$700
	EL 1800	6750	\$900
	EL 2400	9000	\$1,100
	EL 3000	11250	\$1,200

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*Kanters Engineering & Machinery Ltd:*

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Greenhouse Fans – 180 watt	\$329
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*NFT Group Ltd:*

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Vortex – Horizontal greenhouse fan	from \$375.00
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**Glasshouse Watering**

*Cosio Industries Ltd:*

Aquafelt capillary watering mat

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Reinforced, white, 1050mm x 25m rolls / 2100mm x 25m rolls	\$175.00 / \$350.00
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*Exal Industries Ltd:*

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Misting kit	\$280
Balance arm mist controller	\$150
24 volt transformer	\$44
Solenoid valve	\$38
Mist nozzle	\$7
Fog nozzle	\$24

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*Richard Anderson Greenhouses Ltd:*

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Misting equipment	
- Minimist system - complete	\$435
- Misting nozzles	\$7

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*NFT Group Ltd:*

**Propagation**

Balance arm misting controller	\$280.00
Transformer, 24 volt	\$41.25
Solenoid valves, 24 volt x 20 mm	\$55.00
Misting nozzles	range from \$1.50

**Plant Feeding**

Fertigation nutrient injectors	Venturis Mazzei	\$205 to \$1,082
	Automatic proportional feeders	from \$1,650

**2.21.11 Houses/Cottages**

*Durobuilt Industries Ltd:* Range of 6 cottage styles

One bedroom	\$41,011 to \$81,795
Two bedroom	\$66,640 to \$86,066
Three bedroom	\$96,869 to \$114,654

**2.21.12 Garages**

*Durobuilt Industries Ltd:*

All Steel: Zinalume cladding	
6m x 4m / 6m / 9m	from \$4,596 / \$5,699 / \$6,978
7.2m x 6m / 9m / 12m	from \$6,775 / \$9,078 / \$11,918
6m x 3.6m steel carport	from \$1,338
6m x 5.4m steel carport	from \$1,732
9m x 6.3m steel carport	from \$2,742

**2.21.13 Implement Sheds/ Haybarns/ Packing Sheds/ Stock Shelters / Dog Motels**

**Implement Sheds**

*Durobuilt Industries Ltd:*

Small Block Implement Sheds - 3m wide bays, 3m stud, open one side.

6m x 6m	2 bays / extra bay	from \$6,133 / \$1,886
6m x 7.5m	2 bays / extra bay	from \$7,258 / \$2,077
9m x 9m	3 bays / extra bay	from \$10,829 / \$2,452
12m x 10.5m	4 bays / extra bay	from \$15,005 / \$2,660
12m x 12 m	4 bays / extra bay	from \$16,163 / \$2,868

Farm implement sheds - all steel, 5 m wide bays, 3m stud, open one side

15m x 7.5m	3 bays / extra bay	from \$12,660 / \$3,180
15m x 9m	3 bays / extra bay	from \$14,300 / \$3,460
15m x 10.5m	3 bays / extra bay	from \$16,675 / \$4,279
15m x 12m	3 bays / extra bay	from \$18,125 / 4,600

Note some higher studs are also available.

Lean-to implement sheds - open across front, 4.15 m bays

8.3m x 6m deep	2 bays / extra bay	from \$7,440 / \$2,240
8.3m x 7.5m deep	2 bays / extra bay	from \$8,218 / \$2,425

## Haybarns / Packing Sheds

*Durobuilt Industries Ltd:* All steel, 4m bays

17m x 15m	4 bays / extra bay	from \$35,934 / \$6,153
17m x 18m	4 bays / extra bay	from \$41,847 / \$7,201
17m x 21m	4 bays / extra bay	from \$45,821 / \$7,760
Extras		
Rolla door / Egress door		\$4,234 / \$1,163
100mm concrete floor		\$74/m <sup>2</sup>

*Calder Stewart Industries Ltd:*

Indicative prices (\$/m <sup>2</sup> ) for erected farm buildings	
Covered Yards	\$110 to \$120/m <sup>2</sup>
Implement Sheds	\$200 to \$240/m <sup>2</sup>
Haybarns	\$160 to \$180/m <sup>2</sup>
Farm Workshops	\$250 to \$290/m <sup>2</sup>
Packing Sheds	\$260 to \$310/m <sup>2</sup>
Growing Sheds	\$260 to \$310/m <sup>2</sup>
Storage Buildings	\$260 to \$310/m <sup>2</sup>

Prices may vary depending on location, size, number of walls, floors, windows and general layout etc.

## Stock Shelters

*Durobuilt Industries Ltd:*

Calf Rearing Shelters – 2.2m stud, open one side

6m / 9m x 6m	from \$5,452 / \$7,129
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Sawdust for calf sheds: *Canterbury Landscape Supplies* charges \$15.00 per cubic metre

Dry Wood Shavings for calf sheds: *Canterbury Landscape Supplies* charges \$18.00 per cubic metre.

## Dog Motels

*Aabaas Industries:* (Prices are ex Christchurch factory)

	Motel (kennel + run)	Kennel	Run
Small	\$388	\$205	\$183
Medium	\$561	\$291	\$270
Large	\$616	\$335	\$281
Extra large	\$672	\$366	\$306

*McInnes Manufacturing Ltd:*

Dog Kennels (Mutt Manor - with verandah and run)	\$956.51
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## 2.21.14 Bridges

*Hynds Rural: (Freight not included)*

Landspan Bridge Systems (Beams and abutments)	8, 10, 12, 14, 16 m lengths	\$25,000 to \$60,000
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Precast / sundry components only, does not include excavation, concrete floor or special abutments.

*Stahlton Engineered Concrete: (prices exclude handrails and abutments)*

Pivot Irrigator Bridge slabs 1.2m wide		
Up to 8m span	200mm thick	\$120 per linear metre
10m to 13m span	300mm thick	\$140 per linear metre
16m to 19m span	400mm thick	\$155 per linear metre
Double TT Bridge Slabs 3.6m wide	Rating	Maximum span
	HNHO 72	12m
	Class 1	14.0m
	Stock / light vehicle –7 tonne	20.0m
9m span / 10m span / 12m span		\$12,330 / \$13,210 / \$15,210
14m span / 16m span		\$17,010 / \$19,120
18m span / 20m span		\$20,970 / \$22,800

Please note these prices are based on current market rate and will be subject to fluctuation.

## 2.21.15 Grain Silos

### Grain Silos

*Dan Cosgrove Ltd: Farm Sized Silos*

Model	Diam (m)	Overall height (m)	tonnes		Capacity m <sup>3</sup>	Wholesale price
			Wheat	Barley		
15/4	4.58	4.59	49	41	61	\$6,400
15/5	4.58	5.41	60	50	75	\$7,100
15/6	4.58	6.22	71	59	88	\$8,200
18/4	5.49	4.85	73	60	90	\$7,600
18/5	5.49	5.67	88	74	109	\$8,700
18/6	5.49	6.48	104	87	128	\$9,800
18/7	5.49	7.29	119	100	148	\$11,000
18/8	5.49	8.10	135	113	167	\$12,400
18/9	5.49	8.92	151	127	186	\$14,000
21/5	6.41	5.93	123	103	152	\$10,800
21/6	6.41	6.74	144	121	178	\$12,400
21/7	6.41	7.55	165	139	204	\$13,500
21/8	6.41	8.36	186	157	230	\$15,250
21/9	6.41	9.18	207	175	257	\$16,900
24/5	7.32	6.20	163	137	202	\$12,250
24/6	7.32	7.01	191	160	236	\$14,200
24/7	7.32	7.82	218	184	270	\$15,700
24/8	7.32	8.63	246	207	304	\$17,000
24/9	7.32	9.45	274	232	338	\$18,850

All prices are ex Timaru factory. All silos are supplied complete with walk-in doorways, external wall ladder and dyna bolts. No safety cage is included. Silo ladder fits down to 1.6m from silo base.

## Transportable Silos

*Dan Cosgrove Ltd:* 30<sup>0</sup> Cone Base Height under valve 0.5m. Auger length 45'

Model	Diam (m)	Overall ht (m)	Wheat (t)	Barley (t)	Price
CB12/3	3.66	4.93	27	23	\$8,000
CB12/4	3.66	5.74	34	29	\$8,400
CB12/5	3.66	6.55	41	35	\$8,950
CB12/6	3.66	7.36	47	40	\$9,600

Price includes free delivery 100 km from Timaru. \$3.30 plus GST per kilometre thereafter.  
Silos come complete with external wall ladder.

## High Legged Transportable Silos

*Dan Cosgrove Ltd:* Five legs, 30<sup>0</sup> Cone Base Height under valve 1.4m, Auger length 45'.  
45<sup>0</sup> Cone Base Height under valve 0.6m with valve, 0.85m without.

Model	Diam (m)	Overall Ht (m)	Wheat (t)	Barley (t)	Price
HL12/3	3.66	5.930	25	21	\$8,750
HL12/4	3.66	6.740	32	27	\$9,250
HL12/5	3.66	7.550	38	33	\$9,800
HL12/3- 45 <sup>0</sup>	3.66	5.900	27	23	\$9,970
HL12/4- 45 <sup>0</sup>	3.66	6.740	34	29	\$10,530
HL12/5- 45 <sup>0</sup>	3.66	7.550	40	35	\$10,920

Prices include free transport up to 100 kilometres from Timaru and \$3.30 per km plus GST thereafter. c/w ladder.

## Feed Silos

### Kit-Set Feed Silos

*Dan Cosgrove Ltd:* All prices ex Timaru factory (kitset price - erection and transport extra).

Tonnes Wheat	Tonnes Barley	Cubic metres	Overall Height	Price
1.83 diameter with 60 <sup>0</sup> centre draw hopper to 450 mm opening				
3.13	2.67	4.09	3.280	\$3,400
4.77	4.07	6.23	4.090	\$3,680
6.41	5.46	8.37	4.913	\$4,000
Factory erection cost \$800				
2.74 diameter with 45 <sup>0</sup> centre draw hopper to 150 mm opening				
6.92	5.90	9.03	4.299	\$4,300
10.59	9.03	13.82	5.113	\$4,600
14.26	12.16	18.62	5.927	\$5,000
17.93	15.29	23.42	6.741	\$5,500
Factory erection cost \$1000				
2.74 diameter with 60 <sup>0</sup> centre draw hopper to 450 mm opening				
8.41	7.17	10.98	4.187	\$4,500
12.08	10.30	15.77	5.000	\$4,800
15.75	13.43	20.57	5.815	\$5,200
19.42	16.56	25.37	6.629	\$5,700
Factory erection cost \$1,100				



### 2.21.16 Diesel Tanks

*Ross Irving Ltd:*

Price varies with each application depending on the fittings and containment required, plus location and transport.

500 litre to 2000 litre tanks	\$1,200 to \$2,500
800 litre to 1800 litre portable tanker units with hand pumps, to petrol-driven pumps	\$2,200 to \$5,550

### 2.21.17 Killing Sheds

#### Pre-cast Concrete

*Hynds Rural:* (Freight not included)

Varying sizes Prices range from \$3,000 to \$4,500

### 2.21.18 Dangerous Goods Sheds

*Hynds Rural:* (Freight not included)

DG2400AM	Medium Dangerous Goods Shed	\$4,915.98
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### 2.21.19 Building Materials

#### Roofing

*Placemakers:*

Corrugated Zinalume .40 762mm CVR 1.8m / 3.6m	\$32.50 / \$37.58 per sheet
Coralite XS corrugated clear 1800 x 762mm / 3600 x 762mm	\$33.03 / \$66.91 per sheet
Marley Stormcloud spouting MS1.3 x 3m / MS1.5 x 5m	\$28.25 / \$49.48 per length
Marley Stormcloud spouting Joiner MS5	\$2.96 each
Marley 65mm RP65 / 80mm RP80 round downpipe -3m	\$21.91 / \$27.38 per length

#### Cement Products

*Higgins Concrete Ltd:* (ex Palmerston North and Feilding)

Concrete Grade	19 mm (\$ per m <sup>3</sup> )	12 mm (\$ per m <sup>3</sup> )
10 / 15 / 17.5 / 20 MPa	\$199 to \$216	\$205 to \$222
25 / 30 / 35 / 40/50 MPa	\$228 to \$275	\$234 to \$280
Kerbmix	\$216	\$227
Blockfill		\$215
Accelerator (calcium chloride)	per 1%	\$6.75 per m <sup>3</sup>
Non Chloride Accelerator	per 1% / per 2%	\$9.50 per m <sup>3</sup> / \$16.50 per m <sup>3</sup>
Superplasticiser		\$15.00 per m <sup>3</sup>
Fibre Mesh		\$25.00 per m <sup>3</sup>
Black colouring		\$60.00 per m <sup>3</sup>
Small load surcharge	<1.0m <sup>3</sup> / < 2.0m <sup>3</sup>	\$50.00 / \$30.00 per load

Truck Hire - \$100 per hour

*Firth Industries Ltd:*

Hollow Masonry Blocks	Auckland	Hamilton	Christchurch
2004 Standard / 2002 Half	\$2.04 / \$3.06	\$3.35 / \$2.70	\$3.49*
2014 Bond Beam / H2004 Half High Std	\$3.16 / \$2.47	\$3.35 / \$3.19	\$3.49*
1504 Standard / 1512 Half	\$2.71 / \$2.71	\$2.84 / \$2.70	\$3.00*
1516 Bond Beam / H1504 Half High Std	\$2.71 / \$2.71	\$2.84 / \$2.69	\$3.00*

NB Auckland and Hamilton prices excl freight \*Includes freight to Christchurch metro.

## Shingle Products

<i>Canterbury Landscape Supplies:</i>		\$/m <sup>3</sup>
River Stones (small/ mix)		\$54.00
Top Course		\$58.70
10mm chip / 19mm premix		\$61.04
Washed Sand		\$75.13
Crusher Dust		\$56.35
Lime Chip 2 to 12mm		\$108.00
Oamaru Pebble		\$117.39
Tasman Blue Chip		\$122.09
Riwaka Gold Chip		\$122.09

### *Higgins Concrete Ltd: (Manawatu area)*

Pea Metal	(minimum charge \$60 per load)	\$25.00 per m <sup>3</sup>
River Run	(minimum charge \$60 per load)	\$25.00 per m <sup>3</sup>
Gap 40 Basecourse	(minimum charge \$75 per load)	\$30.00 per m <sup>3</sup>

### *Fulton Hogan Quarries: (price per tonne from Pound Road Quarry) 2010 prices*

Sealing chip	G2 to G6	\$22.40 to \$30.00
Special chip	SC12	\$22.40
Sand	Natural / Plastering	\$23.20 to \$43.00
	Fill / Cyclone / 2A	\$17.60 / \$17.60 / \$39.00
Premix	(Blended) BM7 to BM20	\$19.20
Cement		\$13.50 per bag

## Polythene

See Section 2.21.10

## 2.22 SHELTER and FARM FORESTRY COSTS

### 2.22.1 Seedling Trees

*Allenton Nurseries Ltd:*

(Farmers, orchardists and trade suppliers only, quantity discounts available: 10 – 15%)

	Grade	Price
Alders	180/250cm	\$10.00 each
Poplars	180/200cm	\$7.00 each
Pittosporum	40/50cm	\$5.95 each

*Appletons Tree Nursery:*

Note: Quotes will be given on large orders - 350 species listed.

	Price per 50+	Price per 1,000
Cupressus lusitanica	\$1.00ea	\$0.62ea
Cupressus macrocarpa	\$1.04ea	\$0.66ea
Italian Alder (Alnus cordata) in varying heights	\$2.00 to \$2.50ea	\$1.50 to \$2.30
Douglas Fir 2yr old Seedlings	\$0.70 ea	\$0.50 each
Quercus (Oak) species in varying heights	\$1.50 to \$3.10ea	\$1.40 to \$2.90
Poplar varieties (rooted plants in varying heights)	\$2.40 to \$2.70ea	\$2.30 to \$2.50ea
<i>Pinus radiata Seedlings</i>	Price per 100+	Price per 1,000
GF19	\$40	\$290
GF21 (SSOP)	\$40	\$280
GF + Wood Density 24	\$72	\$470
<i>Cuttings</i>		
GF+ Wood Density 24	\$70	\$450
	Price per 10 – 40	Price per 50+
Pinus canariensis	\$2.80 to \$4.35ea	\$1.20 to \$2.40ea
Pinus densiflora	\$2.80 to \$3.50ea	\$0.80 to \$1.80ea
Pinus pinaster	\$2.80 ea	\$1.20 ea
Eucalyptus fastigata / nitens	\$2.30ea / \$2.80	\$1.00 / \$1.20

*Gibbs Nurseries Ltd: Dannevirke (price per 100 F.G.=Field Grown/C.G.=Container Grown)*

Abelia (Grandiflora) F.G. / C.G.	\$295.00 / \$390.00
Acacia spp (Wattle) C.G.	\$290.00
Alnus Cordata F.G. / C.G.	\$350.00 / \$410.00
Cupressus varieties 1,2,3yr trees F.G. / C.G.	\$320.00-\$390.00 / \$450.00
Eucalyptus species C.G.	\$290.00 to \$350.00
Phormium/Varigated Hybrids F.G.	\$390.00
Pinus Radiata: 1yr (selected) F.G.	\$90.00
Pittosporum varieties	\$350.00
Populus spp. (Poplars) F.G.	\$330.00 to \$340.00
Sequoia (Californian Redwood) C.G.	\$350.00
Tree Lucerne C.G.	\$290.00

*Murray's Nurseries Ltd.:*

		Price per 10	Price per 100
Cordyline australis 40-60cm / 60-90cm		\$25.00 / \$35.00	\$180 / \$250.00
Phormium var Divisions, Topped to 1m		\$30.00	\$200.00
Podocarpus 90.120cm / 1.2 -1.5m		\$35.00 / \$40.00	\$300 / \$350.00
Pseudosuga menziesii 30 – 50cm		\$10.00	\$65.00
Sequoia sempervirens 60-90cm		\$35.00	\$250.00
<b>Pinus radiata Seedlings</b>		<b>Price per 100</b>	<b>Price per 1,000</b>
Unrated - Seed orchard		\$35.00	\$240.00
All are	GF16 (OP)	\$35.00	\$250.00
topped to	Stand Select	\$40.00	\$265.00
30cm	GF19 (OP)	\$45.00	\$290.00
	GF26 (CP. WD23)	\$50.00	\$400.00

All pines for collection will be packed as quoted. Pines to be freighted require additional packaging. Freight is extra. Prices include RPBC royalties on rated seed.

### 2.22.2 Forestry Establishment and Tending Costs

The following figures have been kindly updated by *Forest Management Ltd.* Readers should note that costs vary markedly according to region and locality, size of woodlot, slope, access and vegetation etc. It is recommended that farmers seek advice from qualified persons before incurring any significant expenditure on forestry project work.

Likely costs for forest operations are:

#### Establishment

Spot spraying before or after planting	flat (easy) hill	22 to 35 cents per spot
(The above costs include chemical at 3 to 6 cents per spot)		
Ripper hire		\$35 to \$45 per hour in use
Contract ripping		\$60 per km, or \$180 to \$220 per ha
Hand planting - radiata (bare rooted)	- flat	32 to 40 cents per tree
	- hill	44 to 48 cents per tree
	- other (bare rooted)	45 to 55 cents per tree
	- containerised stock	100 to 150 cents per tree

#### Nutrition

Hand fertilising (phosphate)	25 to 35 cents per tree
Aerial fertilising (phosphate) by helicopter	\$400 to \$550 per hectare
Aerial fertilising (nitrogen) by helicopter	\$400 to \$500 per hectare
Oversowing (grass/legumes) plus fertiliser by helicopter	\$400 to \$500 per hectare
Boron fertilising/Ulexite @ 60kg/ha for 10 to 20 ha	\$140 to \$180 per ha applied

#### Tending

Pruning	- first lift	\$1.60 to \$2.10 per tree
	- second lift	\$1.60 to \$2.40 per tree
	- third/fourth lift	\$2.00 to \$3.00 per tree
Thin to waste	- first thin to 400 to 600 trees	\$450 to \$650 per ha
	- second thin to 200 to 300 trees	\$450 to \$700 per ha

**Note:** Hourly rates of \$40 to \$55 per hour, add \$10.50 per hour for chainsaw.

## Seedlings

See Section 2.22.1.

## Fencing

See Section 2.19. Fencing Costs

## Fire Insurance

Source: NZI

Age of trees at entry to scheme	Premium per unit of value	Sum insured per unit of value	Premium per \$150 unit insured for re-establishment costs
1 yr	\$0.76	\$145	\$0.32
5 yrs	\$0.92	\$220	\$0.33
10 yrs	\$1.18	\$360	\$0.40
15 yrs	\$1.45	\$605	\$0.46
20 yrs	\$1.18	\$1130	\$0.53
25 yrs	\$0.92	\$2100	\$0.59
30 yrs	\$0.76	\$3255	\$0.64

## Fire Fighting Costs:

Protection can also be purchased to cover the cost of fighting a fire in a forestry block.

For a sum insured up to \$50,000 the rate is \$63 per \$10,000 cover.

For a sum insured over \$50,000 the rate is \$58 per \$10,000 cover.

Minimum premium is \$63 and a 5% excess applies to all claims

## 2.22.3 Logging and Transportation Costs

Task	Price
Logging - Ground based logging	\$19 to \$31.50
- Cable logging	\$26.25 to \$42
- Helicopter logging, depends on flight time or distance	\$94.50 and up
Roading - Range from	\$1.05 to \$10.50
Log loading	\$2.10 to \$3.15
Log transport, less than 25km	21cents per km
Log transport, more than 25km	17 cents per km

## 2.22.4 Tree Planting Equipment

Levin Sawmakers Ltd:

Planting Spades - length 960 to 980mm, blade length 280 to 310mm, Straight Shaft or Offset	\$89.00 to \$110
Planting Frame with Waist Pad + Belt complete	\$86.85

## Forestry Ladders

Transtak Engineering & Equipment:

Forestry Ladders with bolt on / weld on top	Plain
1.2m / 1.5m / 1.8m	\$168 / \$186 / \$199
2.1m / 2.4m / 2.7m	\$214 / \$230 / \$243
3m / 3.3m / 3.6m	\$262 / \$276 / \$292
3.9m / 4.2m / 4.5m	\$306 / \$324 / \$339

## 2.22.5 Shelter/Windbreak/Shade and Weed Cloth

### *Cosio Industries Ltd:*

Shadecloth 30%	Green/White, 2 x 50m to 4 x 100m	\$155.00 to \$620.00
Shadecloth 50%	Green/White, 2 x 50m to 4 x 100m	\$235.00 to \$940.00
Shadecloth 70%	Green/White, 2 x 50m to 4 x 100m	\$295.00 to \$1,180.00
Aluminium Thermo Reflective Shadecloth: - 4m		\$16.00 per m <sup>2</sup>
Weedmat woven	Black, UV stabilised, 0.91 x100m -3.66 x100m	\$80.00 to \$320.00
Geocil fabric, non - woven	Black,domestic weed control,1m x 25m to 2m x 100m	\$15.00 to \$120.00
Ground staples (galvanised) for weed control fabrics, 130/230 mm per 200		\$16.00 / \$30.00
Plastic pins for weed control fabrics, 170mm per 50/500		\$8.00 / \$70.00
Micronet	Crop and frost protection, 2m / 4m x 50m roll, white	\$125.00 / \$250.00
Frostguard frost protection fabric	16g per m <sup>2</sup> 2m x100m /1000m	\$48.00 / \$450.00
	30g per m <sup>2</sup> 2m x100m /1000m	\$90.00 / \$875.00
Biobird / Canopy - bird protection netting light grade/commercial	4m x 50m / 5m x 100m to 10m x 100m	\$98.00 / \$295.00 to \$585.00
Insect Screen	900mm x 30m fibreglass/aluminium	\$65.00 / \$99.00
Agracil Windbreak	green/black, 0.91m to 3.66m x 50m	\$48.00 / \$192.00
Polyclips - windbreak and shadecloth fastening pkt 50 / box 500		\$15.00 / \$95.00

### *Fruitfed Supplies: (Donaghys Products)*

Weedtex	91cm x 50m / 1.83m x 50m	\$48.60 / \$97.10
Windbreak plus	1m x 50m / 1.83m x 50m	\$85.40 / \$171.00

### *NFT Group Ltd:*

<b>Windbreak:</b>	Width	Price per 50m roll
Woven windbreak green or black	0.915, 1.83, 2.74, 3.8m	\$53.95 to \$214.00
Windbreak Plus (knitted)	Green, 1.0, 1.83m	\$74.50 to \$149.00
Clips for securing woven windbreak	Bags 100 / Cartons 2000	\$30.00 / \$500.00
Clips for securing Windbreak Plus	Bags 100	\$30.00
<b>Weedmat:</b>		
Black Weedmat	0.915,1.83 widths x 50m	\$43.50 to \$87.00
Black Weedmat	0.915,1.83, 3.66 widths x 50m roll	\$43.50 to \$174.00
White Weedmat	1.10m x 100m roll	\$105.00
	4.20m x 100m roll	\$398.00
Weedmat staples	130mm / 230mm long x 200	\$23.40 / \$35.00
<b>Birdnetting:</b>		
Birdnetting white or black	5/10 x 100m rolls	\$409 / \$818
Birdnetting clips	Pack 200	\$44.80
<b>Shadecloth:</b>		
Knitted Hortshade	Very light 30% 1.83 and 3.66m	\$224 to \$449
	Light 50% 1.83 and 3.66m	\$247 to \$494
	Medium 70% 1.83 and 3.66m	\$315 to \$630
	Heavy 80% 1.83 and 3.66m	\$367 to \$734
Clips for securing shadecloth	Bag 100 / carton 2000	\$30.00 / \$500

*Newfield Marketing:*

Tree Protectors:					
KBC Nettube 0.4m x 220mm diameter					\$0.82ea
KBC SquareGuard Tree shelter					
600mm x 100mm sq					\$2.93ea
600mm x 150mm sq 'Maxi'					\$3.94ea
750mm x 100mm sq					\$3.33ea
1200mm x 125mm					\$5.83ea
Handy Mesh 900mm x 30m protect from rabbits/possums/hares/sheep					\$189.00
NetSleeve 200mm dia x 250m (when purchased as 1 to 3 rolls)					\$99.00ea
TriGuard 450mm x 180mm / 600mm x 200mm plus stakes					\$1.99 /\$2.39ea
TriGuard 750mm long					\$0.66ea
Elson Stakes plastic coated steel-0.9m to 2.4m					\$1.06 to \$7.06 each
Tubex (Tubular): Bundle Qty = 60					
1.2m x 80 to 120mm diameter					1 to 3 bundles = \$7.30ea
Spray Sleeves					Supplied in open cartons of 1,200 guards. \$0.39ea
500mm x 150mmdia					Split / Unsplit.
Weed Matting - EcoWool Mulch Mat					
1.8m x 30m roll	<b>1 - 4 rolls</b>	<b>5 - 10 rolls</b>	<b>11 - 20 rolls</b>	<b>21+ rolls</b>	
	\$279 each	\$259 each	\$235 each	\$229 each	
0.5 m x 0.5 m mat	<b>100 - 300 mats</b>	<b>400 - 1500 mats</b>	<b>1600 - 3000 mats</b>	<b>3100+ mats</b>	
with centre slit	\$1.11 each	\$0.99 each	\$0.91 each	\$0.83 each	
Galv Wire Pins	<b>1 to 3 cartons</b>	<b>4 to 9 cartons</b>	<b>10+ cartons</b>		
130mm – Pack (200)	\$35 each	\$31.50ea	\$29.90ea		

## 2.23 COMPUTERS

### 2.23.1 Farmers' Requirements

Market surveys have revealed the following uses of the on-farm computer.

- Farm financial record-keeping/analysis.
- Farm physical record-keeping/analysis.
- Accounting and payroll.
- Farm decision analysis, e.g. investment analysis, linear programming, etc.
- Breeding records.
- Mapping of the property.
- Communication with other computers to gather information; or
- Communication with other computers to execute market transactions, e.g. order machinery parts, sell produce, etc.
- Education and entertainment.

### 2.23.2 Guidelines for Purchasing a Farm Computer

Three questions should be answered before making a final decision to purchase a computer. These are:

- What are the current requirements and problems on the property?
- Can these be best fulfilled or overcome using a computer or are there other least cost alternatives available, e.g. secretarial services or mail-in services?
- The final question is - the choice of system to be purchased? This will be discussed under the following three headings:
  - Software
  - Hardware
  - General Criteria

**Farmers are advised to seek advice from qualified people before incurring any expenditure on farm computers.**

#### Software

- Do the programmes meet the requirements of the farm or farmer?
- Are they endorsed by relevant professional and educational institutions?
- Are the programmes technically correct?
- Are the programmes easy to use?
- Are the programmes flexible and adaptable i.e. if the farmer changes farming type, policy or legislation changes, e.g. tax changes?
- Is there adequate back-up support if problems occur?
- Is the data required to run the programmes readily available?
- If an on-line system is desired – expense and access to broadband services?

#### Hardware

- Is there sufficient capacity, in terms of memory and permanent storage, to handle the data to be processed? Has the particular make and model of computer got a good name for reliability?
- In the event of a breakdown how quickly can the machine be repaired, i.e. is there some one local to repair the computer?
- Is replacement equipment provided while yours is being repaired?



- Is the printer's speed and quality suitable for your requirements?

### **General Criteria**

- What assurances are given regarding delivery, and installation dates, guarantees and maintenance?
- What is the cost of the service contract after the warranty expires?
- Is the dealer likely to stay in business?
- If programmes are especially written for you, who owns them? Can copies be sold to third parties?
- Is the firm's hardware and software likely to change? What is the fully maintained life expectancy of their products

### **2.23.3 General Guidelines**

When purchasing a new computer the minimum specification should be: -

#### **Computer:**

There is a lot of jargon involved in buying a computer, but the crucial issues are the speed that it operates and the amount of memory loaded. A minimum speed of 2.2 GHz (up to 3.9 GHz available with Turbo boost), at least 4GB RAM (up to 8GB available), at least 250 GB hard disc (up to 2TB available), and a DVDRW or Blu-ray. The number of USB ports is also important for plugging in printers, a mouse, flash drives and scanners. All computers now include a modem for accessing the Internet. A desktop computer with this sort of capability could be expected to cost within the range of \$900 to \$2,500. Laptops range from \$800 to \$3,000. Data like this go out of date very quickly. Check before you buy. Buyer beware.

#### **Printer:**

The choice of printer will depend on the end use of the computer output. A reliable ink jet printer for general office use would cost around \$150.

Laser printers offer the highest print quality for modest running costs. Typical prices for laser printers are \$150 to \$550 for black and white printing, and for colour printing from \$500 upwards. Combination printers, faxes, scanners and copiers are priced from \$500 upwards.

#### **Software:**

A farmer would normally require the following software:

- Financial recording and budgeting system. Suitable products are available from between \$225 to \$850.
- Word processing
- Spreadsheet

Most computer hardware packages will come with Windows 7, general word processing, spreadsheet, database software and Internet and educational or games software, bundled with it.

### **2.23.4 Hardware Prices**

*The Laptop Company:*

#### **Entry Level Laptop**

Budget Price \$999-\$1,299 (laptop only with Operating System)

- Cost effective, but may struggle to run some programmes

- These units are built to a price
- Generally are not as robust and reliable as more expensive units.
- Normally only have a 1 year warranty

**Mid Level Laptop** (We would recommend this level for most primary sector users)

Budget Price \$1,300-\$1,999 (laptop only with Operating System)

- Will efficiently run most programmes
- The chassis and casing are built from better quality products making it more robust
- The unit is generally made from better quality componentry
- 3 Year warranty

### Highend Laptop

Budget Price \$2,000-\$2,500 ((laptop only with Operating System)

- The same features or slightly improved on the mid entry
- These units will be lighter or perhaps smaller than the mid entry models
- Capable of running high end intensive (mapping) programmes
- 3 year warranty

### Global PC Ltd:

#### Sony VAIO SVE17115FGB \$1,433.91

Specifications:

2.10 GHz Intel Core i7-3612QM Processor with Turbo Boost up to 3.1Ghz

4GB (4GB[SO-DIMM] x1) DDR3 SDRAM  
500GB Hard Disc Drive

17.3" wide (FullHD) TFT colour display

Optical Drive-Blu-ray with DVDSuperMulti

Windows 7 Home Premium with Service Pack 1, 64-bit

Graphics – AMD Radeon HD 7650M

USB 2.0 x 3, USB 3.0 x1, HDMI Out x1

HDMI In/Out Connector. Memory Stick slot, SD card slot. Bluetooth Ver 4.0+HS

Weight incl battery = 3.2kg

#### Acer AS5560G \$955.65

15.6" HD CineCrystal LEDdisplay1366x768.

AMD A Series Quad Core (1.4GHz up to 2.3GHz turbo)

4 GB DDR3 1066 Memory

750GB hard drive

AMDRadeonHD6250G+6470gfx1GBVRAM

Blu-ray Disc/8x DVDRW DL Combo

Windows 7 Home Premium

Bluetooth 4.0

1.3mp webcam

USB, HDMI, 2 in 1 card reader

### 2.23.6 Software Prices

*Cashmanager RURAL*  
[www.crssoftware.co.nz](http://www.crssoftware.co.nz)

#### CRS Software Ltd.:

Cashmanager RURAL - Annual Database License	\$410
Cash Manager Rural Online - Annual Database License	\$410
Additional Annual Database Licenses (as addition to one of the above)	\$310
Debtors Module (optional add on)	\$103

#### Flock-Linc:

Annual Flock Fee	\$65.00
Annual New Animal Identified Fee	\$1.00
Enrolment Fee per flock (charged once)	\$100.00

SIL Annual Flock Fee	\$60.00
SIL New Animal Identified Fee	\$0.66
Discounts available:	
\$0.15 per new animal identified if data transferred electronically	
\$0.15 per new animal identified if flock over 300 ewes	

*MYOB NZ Ltd*

Product	RRP
MYOB LiveAccounts	\$21.74/ month
MYOB Cashbook	\$225.22
MYOB AccountRight Basics	\$251.30
MYOB AccountRight Standard	\$477.39
MYOB AccountRight Plus (incl MYOB Payroll)	\$738.26
MYOB AccountRight Premier	\$851.30
MYOB AccountRight Enterprise	\$2,955.65
MYOB AccountEdge (for Mac)	\$738.26
MYOB Payroll	\$346.96

*i.Agri Ltd:*

*Landmark Software*  
 0800617788 [www.iagri.com](http://www.iagri.com)

Software for the land – Desktop version and “LandMark in the Cloud” for release in 2012.

An easy to use all in one program .

A complete Farm Management tool- includes; comprehensive Financials, Mapping, Farm recording and reporting.

“Tech Partner” subscription scheme –

One off joining fee \$500.00 plus \$55.00 per month subscription.

Entitlement – free upgrades, free support, free Landmark software for accountant, plus bank manager, plus farm advisor and more.

*New Zealand Performance Recording Services Limited (NZPRS)*

NZPRS, a major service provider with *Sheep Improvement Limited (SIL)*, offers full or partial bureau services to sheep and deer breeders. NZPRS uses the *Studfax* livestock recording program to interface seamlessly via the Internet with breeders using *Studfax* on their own computers. NZPRS also provides *Studfax* sales and support services. NZPRS can enter back data and assist breeders with the transition from a manual to a computer recording system.

(Website: [www.nzprs.co.nz](http://www.nzprs.co.nz))

Annual Fees (basic)

NZPRS flock / herd registration (electronic data exchange) \$300

*SIL charges:*

Annual SIL Flock and Herd Fee	\$60,	New ID's Sheep/Deer	\$0.66 / \$2.40
Manual data entry services, tailored reports, consultancy services charged by the hour.			

MYOB advt

*Livestock Improvement Corporation:*

**MINDA**

MINDA fees consist of a monthly herd fee, plus a monthly animal fee for each animal on the LIC national database in the month of charging

Dairy (cattle & goat)

You have a choice of three MINDA options

MINDApro

MINDAlink

MINDA Paper service

Electronic Service: MINDApro and MINDAlink include the latest version of MINDA software, upgrades, free downloads and free phone user support.

**MINDApro**

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MINDApro	Monthly fee
MINDApro herd fee	\$47.00
Plus a per animal fee	18c

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MINDApro allows you to print your own reports and view important reproduction values such as BW in the software. You will still receive your Herd Test reports (paper or electronic) at no additional cost. Previously, MINDApro was offered with a free paper or electronic (PDF) reports option. From 1 June 2012 this herd recording option is no longer available. Paper reports will now cost \$55 and electronic (PDF) \$35, available on request.

**MINDAlink**

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MINDAlink	Monthly fee
MINDAlink herd fee	\$17.00
Plus a per animal fee	26c

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MINDAlink makes updating your herd records simple and convenient. Reproduction values such as BW do not appear in your MINDAlink software. Since reports are not viewable on MINDAlink they are available on request at \$55 for a paper version and \$35 for an electronic (PDF).

**MINDA non-supply & MINDA beef, sheep & deer**

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MINDA non-supply	Monthly fee
MINDA herd fee	\$17.00
Plus a per animal fee	26c

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MINDA reports are available on request, \$55 for a paper version and electronic (PDF) is \$35.

**MINDA Paper Service**

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MINDA paper	Monthly fee
MINDA herd fee	\$20.00
Plus a per animal fee	35c

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This service requires data to be submitted on the official paper forms allowing LIC to enter your information on the national database. You can order any reports free of charge, excluding the four Additional Reports listed below.

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Customised reports	\$55 per report
Dairy Sale Catalogue	\$35 plus \$1.35 per animal listed
Three Generation Pedigree	\$9 per animal
Reports for clients not signed up for MINDA services	\$55 per report

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**MINDA Reports**

The following reports are available to order from the LIC Contact Centre. Reports that are

supplied in paper format will be charged at \$55 per report. Reports that are supplied electronically via Member Services will be charged at \$35 per report. Users of the MINDA Paper service may request these reports as part of their monthly subscription fees.

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Animals Eligible for Registration	Lactation Summary
Animal Health Status Listing	Liveweight Report
Breeding Worth list	Mating Report
Cow Listings	Once-A-Day Index Report
Culling Guide	Report of Calves Reared
Drying Off Treatment Guide for Mastitis Control	DIY Inbreeding & CVM Report (only available as a paper report)
Drying Off Guide	Summary of Matings
Expected Calving Report	Sire Progeny & Gene List (not electronic)
Herd Record	Trait evaluation list
Herd Profile	
Herd Test Reports	

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#### *Compubreed Systems:*

*Studfax* (in widespread use throughout the stud breeding industry) is a fully featured performance recording programme for all types of livestock. One-off cost with one animal database (eg sheep, deer, cattle, goats, alpaca, horses) - \$1,400. Runs under all versions of Windows. There is no limit to the number of different flocks/herds that can be recorded by a single breeder. Website [www.studfax.com](http://www.studfax.com)

#### *Ace Payroll Plus*

(It is very popular with small businesses and incorporates current tax codes and rates which are updated whenever legislation changes. IRD returns can be printed from the programme, and it has very flexible pay features – casual, permanent, hourly, and piece rates.)

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Windows version	\$250 starting price
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#### **Other Farm Software**

Knowledge is probably the most valuable asset of farmers<sup>1</sup> and consultants<sup>1</sup> businesses. [www.vaughanjones.info](http://www.vaughanjones.info) information comes from 400 farming, business, marketing and other educational publications, belonging to several international internet discussion groups. As an international agricultural consultant since 1980, additional learning has come from a wide area, and is recorded in 70 chapters of proven information for healthy soils, pastures, animals, silage, hay, forage crops, calves, working dogs, beef, dairying, cropping, liming, fertilising and avoiding shocks in farm dairies.

There is also a package of 50 spreadsheets for figures to improve most farming profits and investing, etc. They only require the farm or business figures to be entered and adjusted.

The Further Reading chapter has seven A4 pages of useful publications such as *The Omnivore's Dilemma* by Michael Pollan, New York Times journalist. 2006. ISBN 0 7475 8675 6 covering US farming such as their disastrous organic rules, government policies of keeping small farmers as peasants, despite many 50% farm subsidies totalling US\$19 billion pa, which mostly end up in large industrialised farming.

Access to all 70 chapters is NZ\$30 and to use all 50 spreadsheets NZ\$300.

Join [www.vaughanjones.info](http://www.vaughanjones.info) to use the Q&A service, or contact

[vaughanjones@xtra.co.nz](mailto:vaughanjones@xtra.co.nz)

## 2.24 APPENDIX: RATE of INFLATION in NEW ZEALAND 1891 to 2011

(These data will soon move to the on-line version of the Financial Budget manual).

The Consumer Price Index (C.P.I.) measures the rate of inflation for each year, for example, 0.5% in 1892 and 3.2% in 2005.

To calculate the fall in the value of the dollar from any of the base years (where value shown is 1.0000) simply divide 1.0 by the value of the dollar in the year of interest.

For example:

(i) 1891 (below) compared with 2005

$$= 1.0 \text{ divided by } 0.0074 = 135.14$$

This means a dollar (ten shillings) in 1891 would buy 135.14 times as much as a dollar in 2005.

(ii) 1950 compared with 1984

$$= 1.0 \text{ divided by } 0.0681 = 14.68 \text{ times more purchasing power.}$$

### Base Year:

Year	C.P.I %	1891	1920	1930	1940	1950	1960	1970	1980	1990	2000
1891	-	<b>1.0000</b>									
1892	<b>0.5</b>	0.9947									
1893	<b>2.7</b>	0.9682									
1894	<b>0.5</b>	0.9632									
1895	<b>-0.5</b>	0.9681									
1896	<b>0.5</b>	0.9631									
1897	<b>1.0</b>	0.9532									
1898	<b>4.1</b>	0.9143									
1899	<b>-3.4</b>	0.9457									
1900	<b>2.0</b>	0.9265									
1901	<b>3.0</b>	0.8988									
1902	<b>2.4</b>	0.8771									
1903	<b>-0.5</b>	0.8812									
1903	<b>0.0</b>	0.8812									
1905	<b>0.0</b>	0.8812									
1906	<b>6.6</b>	0.8228									
1907	<b>-0.9</b>	0.8301									
1908	<b>0.0</b>	0.8301									
1909	<b>-1.3</b>	0.8412									
1910	<b>1.4</b>	0.8298									
1911	<b>-0.9</b>	0.8372									
1912	<b>3.2</b>	0.8107									
1913	<b>2.2</b>	0.7929									
1914	<b>4.3</b>	0.7589									
1915	<b>7.8</b>	0.6996									
1916	<b>8.0</b>	0.6435									
1917	<b>9.9</b>	0.5798									
1918	<b>12.2</b>	0.5090									
1919	<b>7.7</b>	0.4696									
1920	<b>13.6</b>	0.4059	1.000								
1921	<b>3.3</b>	0.3926	0.9672								

Year	C.P.I %	1891	1920	1930	1940	1950	1960	1970	1980	1990	2000
1922	<b>-10.9</b>	0.4353	1.0725								
1923	<b>-2.5</b>	0.4464	1.0998								
1924	<b>2.1</b>	0.4371	1.0768								
1925	<b>0.5</b>	0.4348	1.0713								
1926	<b>0.5</b>	0.4326	1.0658								
1927	<b>-0.8</b>	0.4359	1.0739								
1928	<b>0.0</b>	0.4359	1.0739								
1929	<b>-0.3</b>	0.4370	1.0739								
1930	<b>2.01</b>	0.4460	1.0987	1.0000							
1931	<b>7.6</b>	0.4797	1.1819	1.0757							
1932	<b>7.9</b>	0.5177	1.2754	1.1608							
1933	<b>4.6</b>	0.5415	1.3341	1.2142							
1934	<b>1.3</b>	0.5345	1.3169	1.1986							
1935	<b>3.8</b>	0.5142	1.2667	1.1529							
1936	<b>2.8</b>	0.5000	1.2319	1.1212							
1937	<b>7.1</b>	0.4643	1.1439	1.0411							
1938	<b>3.1</b>	0.4501	1.1089	1.0093							
1939	<b>4.6</b>	0.4295	1.0581	0.9631							
1940	<b>4.1</b>	0.4118	1.0145	0.9233	1.0000						
1941	<b>3.7</b>	0.3965	0.9768	0.8891	0.9629						
1942	<b>3.1</b>	0.3842	0.9465	0.8615	0.9330						
1943	<b>2.5</b>	0.3744	0.9224	0.8395	0.9092						
1944	<b>1.8</b>	0.3676	0.9058	0.8244	0.8928						
1945	<b>1.3</b>	0.3628	0.8937	0.8314	0.8809						
1946	<b>0.7</b>	0.3604	0.8878	0.8081	0.8752						
1947	<b>3.3</b>	0.3486	0.8589	0.7817	0.8466						
1948	<b>8.0</b>	0.3207	0.7902	0.7192	0.7789						
1949	<b>1.6</b>	0.3157	0.7779	0.7080	0.7667						
1950	<b>5.8</b>	0.2976	0.7331	0.6672	0.7226	<b>1.0000</b>					
1951	<b>10.9</b>	0.2651	0.6532	0.5946	0.6439	0.8911					
1952	<b>7.9</b>	0.2443	0.6019	0.5478	0.5933	0.8211					
1953	<b>4.6</b>	0.2332	0.5745	0.5229	0.5663	0.7837					
1954	<b>4.5</b>	0.2227	0.5487	0.4994	0.5408	0.7485					
1955	<b>2.6</b>	0.2168	0.5342	0.4862	0.5266	0.7287					
1956	<b>3.4</b>	0.2095	0.5161	0.4698	0.5087	0.7041					
1957	<b>2.2</b>	0.2048	0.5046	0.4593	0.4974	0.6884					
1958	<b>4.5</b>	0.1957	0.4820	0.4387	0.4751	0.6575					
1959	<b>7.5</b>	0.1810	0.4460	0.4095	0.4396	0.6084					
1960	<b>-2.7</b>	0.1860	0.4582	0.4170	0.4516	0.6250	1.0000				
1961	<b>1.8</b>	0.1827	0.4501	0.4097	0.4437	0.6140	0.9824				
1962	<b>2.6</b>	0.1779	0.4382	0.3988	0.4319	0.5978	0.9564				
1963	<b>2.0</b>	0.1743	0.4294	0.3908	0.4232	0.5857	0.9371				
1964	<b>3.4</b>	0.1683	0.4147	0.3775	0.4088	0.5657	0.9051				
1965	<b>3.4</b>	0.1626	0.4006	0.3646	0.3949	0.5465	0.8743				
1966	<b>2.8</b>	0.1581	0.3895	0.3545	0.3839	0.5313	0.8500				



Year	C.P.I %	1891	1920	1930	1940	1950	1960	1970	1980	1990	2000
1967	<b>6.1</b>	0.1484	0.3657	0.3328	0.3605	0.4988	0.7981				
1968	<b>4.2</b>	0.1421	0.3502	0.3187	0.3452	0.4777	0.7642				
1969	<b>5.0</b>	0.1351	0.3327	0.3028	0.3280	0.4539	0.7262				
1970	<b>6.5</b>	0.1263	0.3112	0.2833	0.3068	0.4245	0.6792	1.0000			
1971	<b>10.4</b>	0.1131	0.2787	0.2537	0.2747	0.3802	0.6083	0.8955			
1972	<b>6.9</b>	0.1053	0.2595	0.2363	0.2558	0.3540	0.5664	0.8338			
1973	<b>8.2</b>	0.0967	0.2383	0.2168	0.2349	0.3251	0.5201	0.7658			
1974	<b>11.2</b>	0.0859	0.2117	0.1927	0.2087	0.2888	0.4621	0.6803			
1975	<b>14.7</b>	0.7333	0.1807	0.1645	0.1781	0.2465	0.3943	0.5806			
1976	<b>16.9</b>	0.0609	0.1501	0.1366	0.1480	0.2048	0.3276	0.4824			
1977	<b>14.4</b>	0.0522	0.1285	0.1170	0.1267	0.1753	0.2805	0.4130			
1978	<b>11.9</b>	0.0459	0.1132	0.1030	0.1116	0.1544	0.2470	0.3637			
1979	<b>13.7</b>	0.0396	0.0976	0.0889	0.0963	0.1332	0.2131	0.3138			
1980	<b>17.1</b>	0.0328	0.0809	0.0737	0.0798	0.1104	0.1766	0.2600	1.0000		
1981	<b>15.5</b>	0.0278	0.0684	0.0623	0.0674	0.0933	0.1493	0.2198	0.8453		
1982	<b>16.1</b>	0.0233	0.0574	0.0523	0.0566	0.0798	0.1253	0.1845	0.7094		
1983	<b>7.4</b>	0.0216	0.0532	0.0484	0.0524	0.0725	0.1160	0.1708	0.6570		
1984	<b>6.1</b>	0.0203	0.0499	0.0455	0.0492	<b>0.0681</b>	0.1090	0.1605	0.6171		
1985	<b>15.5</b>	0.0171	0.0422	0.0384	0.0416	0.0576	0.0921	0.1356	0.5216		
1986	<b>13.2</b>	0.0149	0.0366	0.0333	0.0361	0.0500	0.0799	0.1177	0.4526		
1987	<b>15.7</b>	0.0125	0.0309	0.0281	0.0304	0.0421	0.0674	0.0992	0.3815		
1988	<b>6.4</b>	0.0117	0.0289	0.0263	0.0285	0.0394	0.0631	0.0929	0.3572		
1989	<b>5.7</b>	0.0111	0.0273	0.0248	0.0269	0.0372	0.0595	0.0876	0.3368		
1990	<b>6.1</b>	0.0104	0.0256	0.0233	0.0253	0.0349	0.0559	0.0823	0.3163	1.0000	
1991	<b>4.5</b>	0.0099	0.0244	0.0223	0.0242	0.0333	0.0534	0.0786	0.3021	0.9550	
1992	<b>0.8</b>	0.0098	0.0242	0.0221	0.0240	0.0330	0.0530	0.0778	0.2997	0.9474	
1993	<b>1.4</b>	0.0097	0.0239	0.0218	0.0237	0.0325	0.0523	0.0767	0.2955	0.9341	
1994	<b>2.8</b>	0.0094	0.0232	0.0211	0.0230	0.0316	0.0508	0.0745	0.2872	0.9079	
1995	<b>2.9</b>	0.0091	0.0225	0.0205	0.0223	0.0307	0.0493	0.0723	0.2788	0.8816	
1996	<b>2.6</b>	0.0089	0.0219	0.0200	0.0217	0.0299	0.0480	0.0704	0.2716	0.8587	
1997	<b>0.8</b>	0.0088	0.0217	0.0198	0.0215	0.0297	0.0476	0.0699	0.2694	0.8518	
1998	<b>0.4</b>	0.0088	0.0217	0.0197	0.0215	0.0295	0.0474	0.0696	0.2683	0.8484	
1999	<b>0.5</b>	0.0087	0.0215	0.0196	0.0214	0.0294	0.0472	0.0692	0.2670	0.8442	
2000	<b>4</b>	0.0084	0.0207	0.0188	0.0205	0.0282	0.0453	0.0665	0.2563	0.8104	1.0000
2001	<b>1.8</b>	0.0082	0.0203	0.0185	0.0201	0.0277	0.0445	0.0653	0.2517	0.7958	0.9820
2002	<b>2.7</b>	0.0080	0.0198	0.0180	0.0196	0.0270	0.0433	0.0635	0.2449	0.7743	0.9555
2003	<b>1.6</b>	0.0079	0.0194	0.0177	0.0193	0.0265	0.0426	0.0625	0.2410	0.7619	0.9402
2004	<b>2.4</b>	0.0077	0.0190	0.0173	0.0188	0.0259	0.0416	0.0610	0.2352	0.7436	0.9176
2005	<b>2.8</b>	<b>0.0075</b>	0.0184	0.0168	0.0183	0.0252	0.0404	0.0593	0.2286	0.7228	0.8919
2006	<b>4.0</b>	0.0072	0.0177	0.0161	0.0176	0.0242	0.0388	0.0569	0.2194	0.6939	0.8563
2007	<b>2.0</b>	0.0070	0.0174	0.0158	0.0172	0.0237	0.0380	0.0558	0.2151	0.6800	0.8391
2008	<b>4.0</b>	0.0067	0.0167	0.0152	0.0165	0.0227	0.0365	0.0535	0.2065	0.6528	0.8056
2009	<b>1.9</b>	0.0066	0.0163	0.0149	0.0162	0.0223	0.0358	0.0525	0.2025	0.6404	0.7903
2010	<b>1.7</b>	0.0065	0.0161	0.0146	0.0159	0.0219	0.0352	0.0516	0.1991	0.6295	0.7768
2011	<b>5.3</b>	0.0062	0.0152	0.0139	0.0151	0.0208	0.0333	0.0489	0.1885	0.5962	0.7357

Source: Lincoln University

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# Lincoln University

## FINANCIAL BUDGET MANUAL 2012

### SECTION C LIVESTOCK, CROPPING and HORTICULTURE

#### INTRODUCING ENTERPRISE ANALYSIS

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##### PREFACE

The "Financial Budget Manual 2012" is an invaluable reference book for farmers and growers, consultants and students. It contains a wealth of up to date information on farm and orchard costs and prices, the profitability of different enterprises, and income taxation. Following its successful introduction in 1999, the manual is in the process of moving to the web. However, many users find having the information in a book is the most convenient and efficient format, and this manual is the result of the Universities commitment to the wide readership.

This year we have started a process of moving information in sections to the web, for individual purchase as pdf's. On-line calculators are being prepared and the opportunity for contractors to register/advertise is available at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

Unless stated otherwise, data contained in the Manual are current mid-2012 and are exclusive of GST. Prices do not remain stationary so the Manual should be used as a guide only. Market movements and exchange rate changes are just two of the factors which can rapidly alter costs and prices. The availability of discounts for bulk purchases, and deferred payment arrangements, may also affect final costs for budgeting purposes. In addition, some commodity price information is becoming increasingly sensitive and remains confidential between the client and the supplier and/or buyer. It is therefore unavailable for publication in this Manual.

Information quoted has been gathered from hundreds of sources throughout New Zealand, but some variation may occur between regions. Trade names have been used for clarity and convenience; no preferential endorsement by the University is intended, nor is any criticism implied of any product which does not appear in the Manual. If you as a supplier would like your products listed – please use the website as your point of contact.

Please note that each of the sections is paged individually, and comprehensive index provided.

Our sincere thanks to staff at Leech and Partners Ltd., and Murray Clark who contributed Section D on Tax. Thanks also to all the individuals, organisations and commercial firms who have provided information for our use. Without their co-operation, the production of the Financial Budget Manual would not be possible, and we sincerely appreciate the willingness of all those who have contributed. We wish to express our appreciation to the Assistant Editor Annmarie Baldwin for her efforts in gathering and collating the information.

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Any suggestions for the improvement of the Manual would be welcomed.

For readers' information the Faculty of Commerce at Lincoln University also produces a companion volume - the "Farm Technical Manual". It is a versatile reference book, which brings into one place all manner of essential technical information required by farmers and others involved in the farming industry.

David and Virginia Askin  
EDITORS

October 2012

**Note:** Before reading this section, please refer to the disclaimer in the Preface of this Manual.

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### 3. Introducing Enterprise Analysis and Gross Margins

#### 3.1 INTRODUCTION

##### 3.1.1 Background

Enterprise analysis is complex and challenging. Seek expert advice from a number of sources before you invest your, or someone else's money in a 'fail safe' enterprise.

There is general agreement that gross margins are helpful with arable crops – but even so there are a multitude of factors – timing of expenditure and income stream, weather, length of time in the ground, difficulty with harvest (lodging, damp weather) that can dramatically change expected outcomes. Relatively new crops, for example hybrid carrots/radish may look attractive – but if pollination fails the crop may be an expensive loss and if another crop is too close then purity standards may mean payments drop dramatically. Some crops leave behind useful nitrogen and remove few nutrients (white clover) whereas others (eg wheat, maize) remove

large amounts of nutrient and don't enhance soil fertility.

Gross Margins  
are just the start of  
Enterprise Analysis

In other words- there's much more to consider than just the figures presented in this section.

Complexity abounds also in terms of the choices confronting a farmer. There are many options relating to controlling insect and weed pests. Various companies provide their own best bet

chemicals. This manual does not seek to endorse any one company's products, but rather provide you with a framework for decision making.

Adequate financial analysis of perennial crops (grapes, apples, citrus etc) requires a development budget that covers (normally) 10-15 years, showing very significant expenditure in the first years and increasing annual profitability later in the cycle. A simple gross margin may be helpful to compare a situation where differing proportions of cultivars are being considered. Apple profitability is at least in part built on the willingness to regularly change cultivar as market preferences change and new cultivars become available. This means an averaged price over 5-6 or more cultivars will not show a complete picture. The answer may mislead. Beware. Seek advice before you cultivate and plant.

Although gross margins have a number of limitations – there are some good reasons for starting with a gross margin, particularly when enterprises that have fundamental similarities are to be compared. Once a gross margin has been created – comparison within an enterprise as various factors are changed becomes very straight forward using the power of spreadsheets as a starting point.

Note that the examples presented do not try to cover all enterprises. The intent is to provide some examples that will assist you in creating your own analysis, uniquely fitting your own situation. The sensitivity tables (what if this or that were to change) presented are only examples of how questions may be asked of your enterprise.

Cost, price and yield estimates for the stock and crop enterprises are based largely on Canterbury figures as at August 2012.

The team updating the Financial Budget Manual expect to present more of these analyses on line in a manner that more effectively allows you to enter your own information. Keep an eye on [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

Accurate enterprise analysis is built on a number of factors. Tools used must be appropriate, carrying calculations that make sense in the world of biology first and foremost. Information relating to prices and costs must be as up to date as possible. Finally, unique situations in the growers own enterprise or plans must be entered for the analysis to be helpful – not misleading.

### 3.1.2 Resources

Resources of value to all those interested in enterprise analysis are discussed briefly below. The NZ Ministry of Primary Industries monitoring reports are 'must have' information for anyone seeking to understand New Zealand's agricultural enterprises. Some notes are provided below but the reader is urged to go online and make use of the information provided.

<http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

The NZ Government's Monitoring Reports are very useful.

eg Farm monitoring 2012 – **Sheep and Beef**. Key parameters, financial results, and budget for Southland/South Otago intensive sheep and beef farm model; Expenditure is detailed as are a number of calculated ratios. Budgeted values available for 2012/2013.

eg **Pipfruit** Hawkes Bay Apple Orchard budget, price variability over years for cultivars.

<http://www.anz.co.nz/commercial-institutional/economic-markets-research/agri-focus/>

and <https://www.anz.co.nz/resources/f/0/f07f39004b85cea1aeceae8525aa9ea6/ANZ-AgriFocus-20120607.pdf>

Regular updates providing some historical data over last four years and forecasts for prices of Dairy, Wool, Sheep, Beef, Deer, Grains, Kiwifruit, Apples (specific data for some of the available cultivars) and Grapes – Some specific prices by cultivar. Monthly reports. (See overleaf).

<http://www.dpi.vic.gov.au/agriculture/farming-management/business-management/farm-budgets-and-tools/margins/loddon-murray>

Very useful discussion and presentation of concepts.

'A gross margin refers to the total income derived from an enterprise, less the variable costs incurred in the enterprise. To be useful this figure should be expressed in terms of the **most limiting resource** in the enterprise, such as hectares of land, water use or working capital'

Brief gross margin for plums is presented as \$/ha and \$/unit of water applied, given that in their context, water is a very significant cost and limit to production. By using the \$/unit of water applied, it allows comparison with other crops in the context of water required.

[http://www.daff.qld.gov.au/26\\_9807.htm](http://www.daff.qld.gov.au/26_9807.htm)

'Gross margins may be a reasonable measure of the relative profitability of enterprises that make similar demands on farm resources. However, if you are considering major changes in enterprise mix, you will require more comprehensive budgeting techniques to indicate the real profitability situation'.

## Agricultural Price Review for 2012-13 (ANZ)

June Year End	2009-10	2010-11	2011-12p	2012-13f	% Change
<b>Finance</b>					
Weighted Rural Interest Rate	7.20	7.00	6.60	6.50	NA
<b>Dairy (\$ per kg of milksolid)</b>					
Fonterra Milk Price	6.10	7.60	6.05	5.50	-9%
Dividend/share after retentions	0.27	0.30	0.35	0.40	14%
Tatua	6.37	8.10	7.00	6.10	-13%
Westland	6.15	7.70	6.35	5.90	-7%
Open Country Dairy	6.02	7.56	6.42	5.90	-8%
Synlait	6.12	7.66	6.20	5.90	-5%
<b>Wool (\$ per kilogram greasy, whole of clip net of costs)</b>					
Fine (<24 micron)	8.30	9.25	13.20	12.40	-6%
Medium (25-31 micron)	4.90	6.15	6.90	5.55	-20%
Crossbred (>31 micron)	2.30	3.80	4.20	3.00	-29%
<b>Sheep (\$ per head, weighted averages, GST exclusive and net at farm gate)</b>					
Lamb (17.5kg carcass)	88	105	117	100	-15%
Mutton (24.5kg carcass)	55	86	93	85	-9%
Stores (LW 30-35kg)	55-65	75-100	80-110	75-90	-13%
<b>Beef (\$ per kilogram carcass weight, weighted averages, GST excl, net levies at farm gate)</b>					
Steer (296-320kg carcass)	3.35	4.00	4.00	4.10	2%
Heifer (195-220kg carcass)	3.30	3.90	4.00	4.10	2%
Bull (296-320kg carcass)	3.15	3.80	3.90	4.00	3%
M Cow (160-195kg carcass)	2.15	2.90	2.90	3.00	3%
<b>Deer (\$ per kilogram carcass weight, weighted averages, GST excl, net levies at farm gate)</b>					
Stag (60kg carcass)	7.25	7.35	7.80	7.60	-3%
Hing (50kg carcass)	7.10	7.20	7.65	7.45	-3%
Velvet (\$ per kg)	97	96	95	95	0%
<b>Grains (\$ per tonne, Agrifax prices grower bids delivered nearest store or mill, net levies and freight to this point)</b>					
Milling Wheat	340-420	355-460	400-450	380-400	-6%
Feed Wheat	280-310	295-330	350-455	290-310	-25%
Feed Barley	270-300	290-340	340-450	290-310	-26%
<b>Kiwifruit (\$ per tray OGR)</b>					
Zespri™ Green	3.70	4.21	3.72	4.00	8%
Zespri™ Gold	7.73	8.89	7.60	9.30	22%
<b>Apples (Weighted FAS returns \$ per TCE)</b>					
Braeburn	16.13	18.25	18.04	20.00	11%
Royal Gala	21.11	22.90	24.20	21.00	-13%
Fuji	25.53	25.71	20.95	21.00	0%
Jazz™	19.46	21.59	18.97	20.00	5%
Pacific Rose	27.29	30.72	28.01	33.00	18%
NZ Average	20.52	22.22	20.47	20.90	2%

June Year End	2009-10	2010-11	2011-12p	2012-13f	% Change
<b>Grapes (\$/tonne, national average)</b>					
Sauvignon Blanc	1,636	1,194	1,166	1,250	7%
Merlot	1,588	1,570	1,521	1,520	0%
Pinot Noir	2,891	2,752	2,439	2,500	3%
Chardonnay Mendoza	1,317	1,089	1,258	1,320	5%
Chardonnay Other	1,362	1,070	1,129	1,200	6%
Pinot Gris	1,687	1,419	1,236	1,250	1%
<a href="https://www.anz.co.nz/resources/f/0/f07f39004b85cealae8525aa9ea6/ANZ-AgriFocus-20120607.pdf">https://www.anz.co.nz/resources/f/0/f07f39004b85cealae8525aa9ea6/ANZ-AgriFocus-20120607.pdf</a> , Retrieved 8 Sep, 2012.					

Information such as this is invaluable for understanding trends over time and income potential over widely varying agricultural enterprises.

### 3.1.3 Use of Gross Margins

Gross Margins can be used as a first step in comparing the profitability of different enterprises. The direct or variable costs associated with a particular enterprise are subtracted from the total income from that enterprise. The gross margin result is then normally expressed in terms of dollars per stock unit or per hectare. In some instances it may be worth also comparing enterprises against other limits to production – eg water.

Direct or variable costs include items such as animal health costs, and harvesting costs. They do not include costs common to all enterprises, such as rates and interest payments (fixed costs).

Gross margins are a simple means of comparing enterprises, but care must be taken when interpreting the results. It is important to note that gross margins make the assumption that each enterprise is independent of all other farm or orchard activities, both technically and financially. This is seldom the case, with enterprises competing for labour and other resources, and unaccounted for synergies (eg the N fixed by a white clover seed crop is not accounted for in a gross margin analysis). Gross margins also assume that each additional unit of production is worth as much as, and costs as much as, each preceding unit. Note also that different properties are likely to show differing gross margin returns for identical enterprises, because yields, costs and various environmental variables will differ according to each individual property.

A critical evaluation of the gross margin technique will reveal further limitations with this form of analysis. In many instances, the farmer or grower will find it necessary to go the next step, and that is to prepare partial or full budgets in order to further compare alternative enterprises.

### Explanation of Tables

Some Gross Margins are accompanied by a ‘sensitivity’ table, sometimes known as a ‘what if’ table. These show how profitability of the enterprise differs with changing yield and price per unit. The central, boxed, figure in the sensitivity table is the gross margin result from the example used.

### **Interest and Supplementary Feed Costs:**

Interest and supplementary feed costs are normally excluded from gross margins when comparing enterprises (in particular livestock enterprises) for the same property.

However a partial budgeting approach may be adopted with livestock enterprises, including estimates of interest and feed costs in order to provide a more accurate indication of actual returns. The interest cost takes account of the high capital requirements of some enterprises, and the fact that in many instances borrowed capital is involved. The interest used here is that of a typical stock and station agent livestock loan as at January 2012. Feed costs can be ignored where there is no change in the supplementary feed required to change from one stock enterprise to another. Where there is a change however, all additional supplementary feed costs, should be included.

The gross margins (particularly arable crops) in spreadsheet form now rely on some standard worksheets – calculating costs of irrigation, tractor use and providing links for all standard inputs of fertiliser, pesticides and harvesting costs.

**NOTE: ALL FIGURES USED IN THE CALCULATIONS ARE GST EXCLUSIVE.**

## **3.2 LIVESTOCK GROSS MARGINS**

Prices and costs used are those ruling in mid-2012.

Assistance in the preparation of these gross margins was given by a number of industry sources as well as staff from the Faculty of Commerce, Farm Management Division. Their assistance is gratefully acknowledged.

### **3.2.1 Sheep Gross Margins**

Animal health expenses have been estimated on a per stock unit (SU) basis, given a ‘normal’ animal health programme. There is a wide range of costs that contribute to this expenditure including scanning, drenching, vaccinating, dipping, tailing, tags and vet expenses. Accurate gross margins can only be calculated if specific programmes are costed out. Care is required when costs per head and per SU are used in gross margins. As performance increases per head, the SU conversion may alter and introduce some anomalies if not adjusted accordingly.

As with the comments for the dairy industry a gross margin is only a starting point. Full farm budgets are considerably more useful and needed when significant decisions are being made.

However the ability to make quick comparisons across enterprises ensures an on-going role for gross margins.

**No liability (whether as a result of negligence or otherwise) is accepted for any loss of any kind that may arise from actions based on the examples in this section.**

### 3.2.2 Sheep – Intensive Breeding Ewe Flock focussed on meat production

#### SHEEP GROSS MARGIN

Crossbred Ewe Flock Breeding Own Replacements  
(High Performance, meat focussed)

#### Capital Stock Wintered:

	No.			Total	SU	Total SU
Breeding Ewes (M.A. 68kg lw)	1100	@	\$135	\$148,500	1.35	1485
2th Ewes approx 62kg to ram	400	@	\$170	\$67,993	1.3	520
Hoggets	500	@	\$125	\$62,494	1.2	600
Rams	20	@	\$800	\$16,000	1.1	22
Totals	2,020			\$294,987		2,627

Dollar Investment in sheep per stock unit

\$112.30

#### Production Parameters:

Ewe to ram ratio	75		Other	
Ewe replacement rate (2th vs M.A. ewes)	36 %		Wool	190 kg/bale
% of hoggets that are culled	20 %		bale	
Ram replacement %	35 %			
Lambing % Ewes	155 % (survival to sale)			
Lambing % Hoggets	95 %		No. dead resulting fr mortality	
Death rate (ewes/hoggets)	4 %		%	
Lamb kill carcass weight	18 kg		Ewes/2th	60
			Hgts	20

Productivity	kg	% shorn	Total wt of wool	
Wool clip (kg/ewe)	5	96	7,200	
kg/hogget & % shorn	3	96	1,440	
kg/lamb & % of lambs shorn	1.2	50	1,613	
Lamb price/kg	5.5		10,252	kg wool

#### INCOME:

(Revenue per head net of freight and levies, wool net of selling charges)

Ewe and 2th's lambs sold	1732	@	\$99.00	\$171,467
Hogget's lambs	456	@	\$99.00	\$45,139
Cfa ewes	340	@	\$80.00	\$27,197
Wool (kg)	10252	@	\$2.70	\$27,681

**TOTAL INCOME**

**\$271,485**

**EXPENDITURE:**

Shearing -					
Sheep	1,440	@	\$348	per 100	\$5,011
Hoggets	480	@	\$348	per 100	\$1,670
Lambs	1,344	@	\$328	per 100	\$4,408
Total shorn	3,264				
Wool shed expenses, packs			\$62.00	per 100	\$2,024
					\$13,113
Animal Health /S Unit	2,627	@	\$3.70		\$9,719
Cartage					
Wool - bales	54	@	\$10.00		\$540
Ram Purchase	7	@	\$800		\$5,600

**TOTAL DIRECT COSTS** **\$28,972**

**TOTAL GROSS MARGIN (before interest)** **\$242,513**

**GROSS MARGIN per dollar invested in sheep** **\$0.82**

**GROSS MARGIN per Stock Unit** **\$92.32**

**Interest Costs:**

Interest on Capital Stock Value:				
	\$294,987	@	7.00%	\$20,649

**RETURN per Stock Unit (after interest)** **\$84**

**Gross Margin per Stock Unit at various  
Lamb and Wool Prices**

		Average Wool Price \$/kg (net)		
		\$2.50	\$3.00	\$3.50
Av. lamb price \$/Head (net)	\$80	\$79.01	\$80.96	\$82.91
	\$99	\$91.54	\$93.49	\$95.44
	\$120	\$105.38	\$107.34	\$109.29

The sensitivity table above for wool prices does not carry the exact figure used in this gross margin - \$2.70/kg.

The farm monitoring reports, as noted in the introduction to this section provide very useful and more comprehensive analysis. Two are presented here.

### Key parameters, financial results and budget for the Southland / South Otago intensive sheep and beef farm model

Year ended 30 June	2008/09	2009/10 <sup>1</sup>	2010/11	2011/12 actual	2012/13 budget
Effective area (ha)	234	234	234	234	234
Breeding ewes (head)	2,325	2,214	2,216	2,275	2,276
Replacement ewe hoggets (head)	386	542	600	697	707
Other sheep (head)	30	30	30	29	27
Breeding cows (head)	0	0	0	0	0
Rising one-year cattle (head)	0	0	0	0	0
Other cattle (head)	0	0	0	0	0
Opening sheep stock units (ssu)	3,098	3,119	2,952	3,329	3,345
Opening cattle stock units	108	108	108	108	108
Opening total stock units	3,206	3,227	3,060	3,437	3,453
Stocking rate (stock unit/ha)	13.7	13.8	13.1	14.7	14.8
Ewe lambing (%)	131	142	122	134	141
Average lamb price (\$/head)	90	77	110	110	103
Average store lamb price (\$/head)	0.00	0.00	0.00	103.22	0.00
Average prime lamb price (\$/head)	90.11	77.31	110.22	112.44	103.11
Average wool price (\$/kg)	2	2	4	4	4
Total wool produced (kg)	13,461	13,250	14,300	13,500	13,600
Wool production (kg/ssu)	5	4	5	4	4
Average rising two-year steer (\$/head)	0	0	0	0	0
Average cull cow (\$/head)	0	0	0	0	0
Net cash income (\$)	294,703	274,777	355,528	407,050	401,307
Farm working expenses (\$)	156,143	150,791	156,817	159,988	161,318
Farm profit before tax (\$)	69,960	72,433	159,223	196,208	189,790
Farm surplus for reinvestment (\$) <sup>2</sup>	18,716	16,138	75,993	104,014	91,885

#### Notes

1 The sample of farms used to complete this model changed between 2008/09 and 2009/10. Caution is advised if comparing data between these two years.

2 Farm surplus for reinvestment is the cash available from the farm business, after meeting living costs, which is available for investment on the farm or for principal repayments. It is calculated as farm profit after tax plus depreciation plus stock adjustments less drawings.

Ministry of Primary Industries 2012. Farm Monitoring 2012: South Island High Country Sheep and Beef farm model.

From <http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>



Note – The Ministries monitoring team note that beef cow numbers have dropped to zero in this model.

Below, the South Island High Country Sheep and Beef farm model provides the situation from 2008/2009 to present, with cattle playing an important role. Note these are all available on line – and are presented here to show the kind of analysis that is being done for the industry by Government.

### Key parameters, financial results and budget for the South Island High Country sheep and beef farm model

Year ended 30 June	2008/09	2009/10 <sup>1</sup>	2010/11	2011/12 actual	2112/13 budget
Effective area (ha)	10,212	10,212	10,212	10,212	10,212
Breeding ewes (head)	5,251	5,513	5,692	5,586	5,721
Replacement ewe hoggets (head)	1,366	1,531	1,534	1,553	1,351
Other sheep (head)	2,892	2,914	2,914	2,800	2,863
Breeding cows (head)	205	256	260	267	275
Rising one-year cattle (head)	140	115	118	123	144
Other cattle (head)	59	79	55	40	40
Opening sheep stock units (ssu)	8,238	8,082	8,245	8,132	8,160
Opening cattle stock units	1,971	2,221	2,140	2,134	2,273
Opening total stock units (su)	10,540	10,659	10,742	10,644	10,813
Stocking rate (stock unit/ha)	1.0	1.0	1.1	1.0	1.1
Ewe lambing (%)	89	86	81	83	89
Average lamb price (\$/head)	57.20	68.77	95.14	98.67	90.88
Average store lamb price (\$/head)	51.22	60.00	83.00	87.90	80.00
Average prime lamb price (\$/head)	71.72	74.00	101.00	104.70	96.60
Average wool price (\$/kg)	5.92	8.11	9.83	11.39	11.21
Total wool produced (kg)	39,557	41,650	38,834	39,919	40,500
Wool production (kg/ssu)	4.80	5.15	4.71	4.91	4.96
Average rising two-year steer (\$/head)	730	717	1,106	1,130	1,097
Average cull cow (\$/head)	522	550	811	711	671
Net cash income (\$)	553,425	764,976	938,524	1,046,149	1,036,390
Farm working expenses (\$)	413,591	513,237	547,718	620,624	610,721
Farm profit before tax (\$)	-36	81,811	181,800	290,360	320,423
Farm surplus for reinvestment (\$) <sup>2</sup>	-49,770	56,212	177,294	165,897	125,498

Notes from the MPI website relating to this table.

1 The sample of farms used to complete this model changed between 2008/09 and 2009/10. Caution is advised if comparing data between these two years.

2 Farm surplus for reinvestment is the cash available from the farm business, after meeting living costs, which is available for investment on the farm or for principal repayments. It is calculated as farm profit after tax plus depreciation plus stock adjustments less drawings.

Source:-

Ministry of Primary Industries 2012. Farm Monitoring 2012: South Island High Country sheep and beef farm model.

From <http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

### South Island High Country Sheep and Beef model budget

	2011/12			2012/13 budget		
	Whole farm (\$)	/ha (\$)	/SU <sup>1</sup> (\$)	Whole farm (\$)	/ha (\$)	/SU <sup>1</sup> (\$)
<b>Revenue</b>						
Sheep	453,670	44	55.79	428,214	42	52.47
Wool	454,677	45	55.91	454,005	44	55.64
Cattle	133,099	13	62.38	146,162	14	64.30
Grazing income (including hay and silage sales)	0	0	0.00	0	0	0.00
Other farm income	71,030	7	6.67	65,155	6	6.03
Less:						
Sheep purchases	56,207	6	6.91	51,615	5	6.33
Cattle purchases	10,120	1	4.74	5,531	1	2.43
<b>Net cash income</b>	<b>1,046,150</b>	<b>102</b>	<b>98.29</b>	<b>1,036,390</b>	<b>101</b>	<b>95.85</b>
<b>Farm working expenses</b>	<b>620,624</b>	<b>61</b>	<b>58.31</b>	<b>610,721</b>	<b>60</b>	<b>56.48</b>
<b>Cash operating surplus</b>	<b>425,526</b>	<b>42</b>	<b>39.98</b>	<b>425,669</b>	<b>42</b>	<b>39.37</b>
Interest	79,717	8	7.49	71,122	7	6.58
Rent and/or leases	25,300	2	2.38	27,630	3	2.56
Stock value adjustment	27,073	3	2.54	48,341	5	4.47
Minus depreciation	57,223	6	5.38	54,835	5	5.07
<b>Farm profit before tax</b>	<b>290,360</b>	<b>28</b>	<b>27.28</b>	<b>320,423</b>	<b>31</b>	<b>9.63</b>
Income equalisation	0	0	0.00	0	0	0.00
Taxation	70,217	7	6.60	115,274	11	10.66
<b>Farm profit after tax</b>	<b>220,143</b>	<b>22</b>	<b>20.68</b>	<b>205,149</b>	<b>20</b>	<b>18.97</b>
Allocation of funds						
Add back depreciation	57,223	6	5.38	54,835	5	5.07
Reverse stock value adjstmt	-27,073	-3	-2.54	-48,341	-5	-4.47
Drawings	84,395	8	7.93	86,145	8	7.97
<b>Farm surplus for reinvestment<sup>2</sup></b>	<b>165,897</b>	<b>16</b>	<b>15.59</b>	<b>125,498</b>	<b>12</b>	<b>11.61</b>
Reinvestment						
Net capital purchases	38,420	4	3.61	31,255	3	2.89
Development	8,515	1	0.80	2,975	0	0.28
Principal repayments	39,210	4	3.68	45,056	4	4.17
<b>Farm cash surplus/deficit</b>	<b>79,752</b>	<b>8</b>	<b>7.49</b>	<b>46,212</b>	<b>5</b>	<b>4.27</b>
Other cash sources						
Off-farm income	4,900	0	0.46	4,900	0	0.45
New borrowings	0	0	0.00	0	0	0.00
Introduced funds	0	0	0.00	0	0	0.00
<b>Net cash position</b>	<b>84,652</b>	<b>8</b>	<b>7.95</b>	<b>51,112</b>	<b>5</b>	<b>4.73</b>

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All Prices are GST Exclusive –

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Assets and Liabilities						
Farm, forest and building (opening)	9,991,825	978	938.77	9,988,842	978	923.82
Plant and machinery (opening)	361,595	35	33.97	345,776	34	31.98
Stock valuation (opening)	1,875,716	184	176.23	1,902,789	186	175.98
Other produce on hand (opening)	0	0	0.00	0	0	0.00
<b>Total farm assets (opening)</b>	<b>12,229,136</b>	<b>1,198</b>	<b>1,148.97</b>	<b>12,237,406</b>	<b>1,198</b>	<b>1,131.78</b>
<b>Total assets (opening)</b>	<b>12,388,516</b>	<b>1,213</b>	<b>1,163.95</b>	<b>12,396,786</b>	<b>1,214</b>	<b>1,146.52</b>
Total liabilities (opening)	1,090,699	107	102.48	1,069,504	105	98.91
<b>Total equity (farm assets-liabilities)</b>	<b>11,138,437</b>	<b>1,091</b>	<b>1,046.50</b>	<b>11,167,902</b>	<b>1,094</b>	<b>1,032.86</b>

Source: –

### Farm Monitoring Report 2012 - Pastoral Monitoring: South Island High Country Sheep and Beef

Notes

1 Sheep stock units are used in the per stock calculation for sheep and wool income and sheep purchases. Cattle stock units are used for cattle income and purchases. The remainder of the time total stock units are used.

2 Farm surplus for reinvestment is the cash available from the farm business, after meeting living costs, which is available for investment on the farm or for principal repayments. It is calculated as farm profit after tax plus depreciation plus stock adjustments less drawings.

The farm working expenses of \$620,624 (2011/2012) are broken down in the table below.

#### South Island High Country Sheep and Beef model expenditure

	2011/12			2012/13 budget		
	Whole farm (\$)	/ ha (\$)	/ stock unit <sup>1</sup> (\$)	Whole farm (\$)	/ ha (\$)	/ stock unit <sup>1</sup> (\$)
<b>Farm working expenses</b>						
Permanent wages	113,330	11	10.65	115,045	11	10.64
Casual wages	5,970	1	0.56	6,055	1	0.56
ACC	4,018	0	0.38	3,548	0	0.33
<b>Total labour expenses</b>	<b>123,318</b>	<b>12</b>	<b>11.59</b>	<b>124,648</b>	<b>12</b>	<b>11.53</b>
Animal health	31,480	3	2.96	32,260	3	2.98
Breeding	2,780	0	0.26	4,330	0	0.40
Electricity	13,150	1	1.24	15,895	2	1.47
Feed (hay and silage)	32,590	3	3.06	28,025	3	2.59
Feed (feed crops)	11,990	1	1.13	12,195	1	1.13
Feed (grazing)	0	0	0	0	0	0
Feed (other)	9,965	1	0.94	9,555	1	0.88
Fertiliser	80,800	8	7.59	85,325	8	7.80
Lime	10,230	1	0.96	11,610	1	1.07

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Cash crop expenses <sup>1</sup>	30	0	0.00	0	0	0.00
Freight (not elsewhere deducted)	7,600	1	0.71	8,055	1	0.74
Re-grassing costs	23,760	2	2.23	22,460	2	2.08
Shearing expenses <sup>2</sup>	72,730	7	8.94	71,635	7	8.78
Weed and pest control	17,835	2	1.68	16,805	2	1.55
Fuel	32,610	3	3.06	33,060	3	3.06
Vehicle costs (excluding fuel)	22,810	2	2.14	18,875	2	1.75
Repairs and maintenance	50,100	5	4.71	39,110	4	3.62
<b>Total other working expenses</b>	<b>420,460</b>	<b>41</b>	<b>39.50</b>	<b>408,195</b>	<b>40</b>	<b>37.75</b>

Communication costs (phone and mail)	5,600	1	0.53	5,450	1	0.50
Accountancy	7,390	1	0.69	7,535	1	0.70
Legal and consultancy	9,230	1	0.87	8,690	1	0.80
Other administration	5,880	1	0.55	6,430	1	0.59
Water charges (irrigation)	2,925	0	0.27	3,005	0	0.28
Rates	13,295	1	1.25	13,765	1	1.27
Insurance	14,605	1	1.37	15,120	1	1.40
ACC employer	4,641	0	0.44	4,467	0	0.41
Other expenditure	13,280	1	1.25	13,415	1	1.24
<b>Total overhead expenses</b>	<b>76,846</b>	<b>8</b>	<b>7.22</b>	<b>77,877</b>	<b>8</b>	<b>7.20</b>
<b>Total farm working expenses</b>	<b>620,624</b>	<b>61</b>	<b>58.31</b>	<b>610,721</b>	<b>60</b>	<b>56.48</b>

	2011/12			2012/13 budget		
	Whole farm (\$)	/ ha (\$)	/ stock unit <sup>1</sup> (\$)	Whole farm (\$)	/ ha (\$)	/ stock unit <sup>1</sup> (\$)
<b>Calculated ratios</b>						
Economic farm surplus (EFS <sup>3</sup> )	320,376	31	30.10	344,175	34	31.83
Farm working expenses /NCI <sup>4</sup>	59%			59%		
EFS/total farm assets	2.6%			2.8%		
EFS less interest and lease/equity	1.9%			2.2%		
Interest+rent+lease/NCI	10.0%			9.5%		
EFS/NCI	30.6%			33.2%		
Wages of management	75,000	7	7.05	75,000	7	6.94

Farm Monitoring Report 2012 - Pastoral Monitoring: South Island High Country Sheep and Beef  
From <http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

Notes:-

1 Includes forestry expenses.

2 Shearing expenses per stock unit based on sheep stock units.

3 EFS is calculated as follows: net cash income plus change in livestock values less farm working expenses less depreciation less wages of management (WOM). WOM is calculated as follows: \$31,000 allowance for labour input plus 1 percent of opening total farm assets to a maximum of \$75,000.

4 Net cash income.

These data above provide an indication of the relevant information that is available on the Ministry web site. The whole farm budget approach is an obvious step towards greater understanding of financial position for various enterprises. In the following pages, some further gross margins are provided to assist in comparisons.

### 3.2.3 Bull Beef

#### BULL GROSS MARGIN

Friesian Bulls purchased as 100 kg weaners as early as possible in Spring  
 sold at 19 to 24 months of age, when reach target weight  
 (70% killed at 20 months)

Buy each Spring 100 calves weighing 100 kg

#### Stock Wintered:

	No.	@	Value	Total	SU	Total SU
Rsg 1 yr Friesian Bulls	98	@	\$550	\$53,900	3.6	353
Rsg 2 yr Friesian Bulls	29	@	\$900	\$26,460	6	176
Total stock wintered	127			\$80,360		529

Dollar Investment in beef per stock unit \$152

#### Production Parameters:

Death rate. 2 %

		No. less mortality able to be sold
Sales		
Percent sold at 19-21 months, between March and May	70.00 %	67
Residual sold at about two years old in Oct/Nov	30.00 %	29
Sell majority at 19 to 21 months of age between March and May, retain balance until Oct/Nov (sell at 24 months of age).	Total to sell	96

#### INCOME:

#### Bulls 19-24 months, slaughtered as they reach target weight

	No.	Wt	\$ /kg	
Carcass Wt at sale	96	275 kg	\$3.70 /kg	\$97,680

**TOTAL INCOME \$97,680**

**EXPENDITURE:**

Weaner Bulls (100 kg)	100	@	\$3.20	/ kg		\$32,000
Animal Health						
Anthelmintics (4x)	400	@	\$0.40	/ dose	\$160	
Pour on	100	@	\$0.25	/ head	\$25	
Cobalt injection	100	@	\$0.50	/ dose	\$50	
Copper Bullet	100	@	\$2.30		\$230	
Five in One (2x)	200	@	\$0.50		\$100	\$565
Transport based on 50km						
Weaners to Farm	100	@	\$6.50		\$650	
Finished Bulls to Works	96	@	\$15.0		\$1,440	\$2,090
Levies - AHB, M&WNZ	96	@	\$15.1	/ head		\$1,450

**TOTAL DIRECT COSTS** **\$36,105**

TOTAL GROSS MARGIN (before interest) \$61,575

GROSS MARGIN per dollar invested in cattle \$0.77

**GROSS MARGIN per Stock Unit** **\$116.36**

**Interest Costs:**

Interest on Capital Stock Value:

\$80,360 7.00%

\$5,625

**RETURN per stock unit (after interest)** **\$105.73**

**Gross Margin per stock unit at various  
weaner and bull prices**

Weaner Price \$/kg	Bull Schedule \$/kg			
	\$3.00	\$3.20	\$3.70	\$4.20
\$3.00	\$95.19	\$120.13	\$145.08	
\$3.20	\$91.41	\$116.36	\$141.30	
\$3.40	\$87.63	\$112.58	\$137.52	

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All Prices are GST Exclusive –

Using your values will make these more appropriate

### 3.2.4 Dairy cow enterprise analysis

Gross margins are an inappropriate tool to use for dairy based enterprise analysis. There are many large costs that are not entered in the gross margin, and a simple gross margin is therefore unhelpful. For example the very large capital costs incurred in developing the dairy shed, lanes and effluent disposal are not included.

A whole Farm Budget is a more appropriate analysis tool. Resources that will assist you include:-

#### **DairyNZ Economic Survey**

For those wishing to analyse dairy farm profitability the DairyNZ website is very informative. Key performance indicators are described here-

<http://www.dairybase.co.nz/page/pageid/2145849060>

The 2010-11 Dairy NZ Economic Survey is the fifth annual survey of dairy farmers using dairy farm business data from [DairyBase](#) and is available at→

[http://www.dairynz.co.nz/page/pageid/2145871201/DairyNZ\\_Economic\\_Survey#719](http://www.dairynz.co.nz/page/pageid/2145871201/DairyNZ_Economic_Survey#719)–

How milk payments work is described and understanding the primary issues is required to provide a cash flow and other analysis. A key section in the economic survey is the operating profit forecasts – cash operating surplus and operating profit estimate. Table 6.1 and 8.3 are likely to be particularly helpful.

#### **Lincoln University Dairy Farm and the Southland Demonstration farm**

The Lincoln University Dairy Farm and the Southland Demonstration farm are both run as commercial demonstrations of best practice. Each year they generate a comprehensive budget and financial records that provide an excellent starting place to generate whole farm budgets.

Refer→

<http://www.siddc.org.nz>.

This url<sup>1</sup> provides the budgeted (and actual) values for the season with analysis that assists with comparisons – eg cash farm working expenses per kg milksolids and cash operating surplus \$/ha.

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<sup>1</sup> <http://www.siddc.org.nz/files/LUDF%20Budget%202011%202012%20Season.pdf>



### 3.2.5 Deer

Refer also to North and South Island monitoring reports at

<http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

The limitations with gross margins discussed elsewhere apply in the deer industry. Some comparisons are provided, with the starting point being evaluation of costs of dry matter used to produce velvet and meat in the deer enterprises. Calculations are provided below.

<b>Baleage</b>				
Bale weight (kg)	<b>700</b>			
	% DM	\$/tonne	Price/bale	Price cents/kg DM
at	35	\$105.00	\$73.50	30
or	40	\$105.00	\$73.50	26
or	45	\$105.00	\$73.50	23
	35	\$120.00	\$84.00	34
	<b>40</b>	<b>\$120.00</b>	<b>\$84.00</b>	<b>30</b>
	45	\$120.00	\$84.00	27
	35	\$150.00	\$105.00	43
	40	\$150.00	\$105.00	38
	45	\$150.00	\$105.00	33
<b>Barley</b>				
	85	\$280.00		33
	85	\$320.00		38
	85	<b>\$360.00</b>		<b>42</b>
<b>Kale</b>				
	Based on current charges for kale as standing crop			<b>24</b>

### HYBRID DEER GROSS MARGIN - STAGS, BUY IN WEANERS

All Stag policy - Buy in weaners and all killed by January

#### Capital Stock Wintered: (1 July)

	No.	@	Total	SU	Total SU
Weaner stags	<b>100</b>		<b>\$350</b>		
				<b>1.7</b>	<b>170</b>
Dollar Investment in deer per stock unit			<b>\$205.88</b>		

#### Production

##### Parameters:

Death rate		<b>3</b>	%
Carcass weight at slaughter av date 1 Nov		<b>55</b>	kg
Spiker velvet			
Percent of spikers carrying velvet	<b>90</b>	Wt of velvet	<b>0.6</b> kg/hd
Days during year when supplementary feeding needed		<b>60</b>	

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All Prices are GST Exclusive –

Using your values will make these more appropriate

## HYBRID DEER GROSS MARGIN - STAGS, BUY IN WEANERS (continued)

**Income:**

	No.	kg	\$/kg		
Stags (55 kg CW)	97	55	@ \$7.50	/kg	\$40,013
Velvet fr % of the stags	87	52	@ \$85.00	/kg	\$4,452

**INCOME** **\$44,465**

**Expenditure:**

Purchase weight of weaner stags

58 kg/hd

**Supplements**

	60	Days/yr feeding	kg DM/head/day			
Barley	38	c/kg DM	0	\$0		
Baleage	30	c/kg DM	0	\$0		
Kale	24	c/kg DM	3	\$4,190	\$4,190	
Weaner stags	100	58	@ \$5.00	/kg		\$29,000
Animal Health -	100		@ \$12.00	/hd		\$1,200
Freight (Purchasing company pays this)		100	@ \$10.00	/hd	\$1,000	
		97	@ \$0.00	/hd	\$0	\$1,000

**TOTAL DIRECT COSTS** **\$35,390.40**

**TOTAL GROSS MARGIN (before interest)** **\$9,074.40**

**GROSS MARGIN per dollar invested in deer** **\$0.26**

**GROSS MARGIN per Stock Unit** **\$53.38**

**Interest Costs:**

Interest on Capital  
Stock Value:

\$35,000 @ 7.00 \$2,450

RETURN per Stock Unit (after interest) **\$39**

**Gross Margin per Stock Unit at various weaner purchase price and meat value (\$/kg).**

	Venison Schedule \$/kg			
		\$6.50	\$7.50	\$8.50
	Weaner purchase price	\$4.00	\$56.11	\$87.50
	\$5.00	\$22.00	\$53.38	\$84.76
\$/kg LW	\$6.00	(\$12.12)	\$19.26	\$50.64

## RED DEER GROSS MARGIN SELLING HYBRID WEANER STAGS AND SURPLUS WEANER HINDS

### Capital Stock Wintered:

	No.			Total	SU	Total SU
6 Month Hinds	25	@	\$300	\$7,425	1.5	37
18 Month Hinds	24	@	\$450	\$10,803	2	48
M.A. Hinds	165	@	\$450	\$74,250	2.2	363
Breeding Stags	5	@	\$6,000	\$28,351	3.5	16.5
	218			\$120,830		465

Dollar Investment in deer per stock unit

\$260.03

### Production Parameters:

One stag to how many hinds?

1: 40

Fawning - survival to sale

85 %

Death rate.

3 %

Rising 2 year hinds entering herd each year

15 % of MA hinds

Days during year when supplementary feeding needed

60 days

Surplus weaner hinds and stags sold on the farm

All Breeding stock TB tested every second year

### INCOME: (Net of commission and levies)

Breeding hinds produce how many fawns?

161

Weaner Stags (58 kg LW) 80 58 @ \$5.00 /kg \$23,295

Weaner Hinds (52 kg LW) 56 52 @ \$4.80 /kg \$13,872

Works Hind (50 kg CW) 25 50 @ \$7.20 /kg \$8,910

Works Stag (85 kg CW) 1 85 @ \$7.00 /kg \$595

\$46,672

Velvet (4 kg/hd) 5 4 @ \$85.00 /kg

\$1,607

**TOTAL INCOME**

**\$48,279**

**Expenditure:**

Sire Stag	1	@	\$8,000	\$8,000
Animal Health	218	@	\$10.00	\$2,185
Annual vet inspect			\$200.00	
Velvet removal	5	@	\$4.00	\$19
Freight	26	@	\$0.00	\$0
TB Test (some areas, once/2yr)	218	@	\$5.00	\$1,092.41
<b>Supplements</b>	60	Days/yr feeding		
Barley	42	c/kg DM	0	\$0
Baleage	30	c/kg DM	0	\$0
Kale	24	c/kg DM	3	\$9,438

<b>TOTAL DIRECT COSTS</b>	<b>\$20,735</b>
<b>TOTAL GROSS MARGIN (before interest)</b>	<b>\$27,544</b>
<b>GROSS MARGIN per dollar invested in deer</b>	<b>\$0.23</b>
<b>GROSS MARGIN per Stock Unit</b>	<b>\$59.28</b>

**Interest Costs:**

Interest on Capital Stock Value:			
\$120,830	@	7	\$8,458.07

RETURN per Stock Unit (after interest) \$41.07

## DEER GROSS MARGIN - VELVET PRODUCTION, RED DEER

### Capital Stock Wintered:

		<u>No.</u>		<u>Total</u>	<u>SU</u>	<u>Total</u> <u>SU</u>
Desired total flock	400					
Spikers		65	@ \$500	\$32,258	1.7	110
Rsg 2 yr Stags		59	@ \$600	\$35,613	2.3	136.5
Rsg 3 yr Stags		57	@ \$700	\$39,742	3.0	170
M.A. Stags		219	@ \$800	\$175,484	3.0	658
		400		\$283,097		1,075
Dollar Investment in deer per stock unit				\$263.45		

### Production Parameters:

Cull percentage, on ma stags 15 %

Death rate. 3 %

Velvet yields, ranges and prices are extremely variable. The following yield assumptions have been made for this gross margin.

Spiker 0.6 kg Spiker grade

2 yr 2 kg Korean grades

3 yr 3 kg Korean grades

M.A. Stags 4 kg Korean grades

Percent second cut velvet 30 %

(Third cut is built into the percent second cut rate)

Days during year when supplementary feeding needed 60

### INCOME: (net of commission and levies)

Velvet Price \$ 80 /kg

Velvet Yields plus the % second cut, with no second cut from spikers

Spiker 63 @ 0.6 kg 49 kg \$3,004

2 yr Stags 58 @ 2 kg 150 kg \$9,212

3 yr Stags 55 @ 3 kg 215 kg \$13,217

M.A. Stags 213 @ 4 kg 1106 kg \$68,088

**Total Velvet Sold** 1520 kg \$93,521

**Average weight of velvet / stag** 3.92 kg/stag

Cull stags sold 32 @ 120 kg 7.00 /kg CW \$26,810

**TOTAL INCOME** **\$120,330**

## EXPENDITURE

Weaner stags	65	@	\$350		\$22,581
Velveting by accredited farmer					
Velvet assessment costs - one off fee				\$200.00	
1st cut	388	@	\$8	\$3,104	
2nd cut	116	@	\$8	\$931	
Animal health	388	@	\$12 /hd	\$4,656	\$8,891
<b>Supplements</b>	60	Days/yr feeding		kg DM/head/day	
Barley	42	c/kg DM		0	\$0
Baleage	30	c/kg DM		0	\$0
Kale	24	c/kg DM		5	\$28,800
<b>TOTAL DIRECT COSTS</b>					<b>\$60,272</b>

**TOTAL GROSS MARGIN (before interest) \$60,058**

**GROSS MARGIN per dollar invested in deer \$0.21**

**GROSS MARGIN per Stock Unit \$55.89**

### Interest costs:

Interest on Capital Stock Value:

\$283,097 @ 7 % interest \$19,817

RETURN per Stock Unit (after interest) \$37.45

### Gross Margin per Stock Unit at various velvet prices and meat value (\$/kg).

Average velvet price \$/kg	Value of carcass - \$/kg		
	\$70	\$5	\$7
\$70	\$38	\$45	\$52
\$80	\$49	\$56	\$63
\$90	\$60	\$67	\$74

### 3.2.6 Pig Gross Margins

#### PIG GROSS MARGIN - WEANER BUYER

Indoor Sows Selling 20 kg Weaners - Canterbury - labour included

This Gross Margin has been kindly provided by Fresh Pork Farms Ltd

#### Capital Stock:

Weaners	4800	@	\$100.00	\$480,000
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#### Production Parameters

Proportion sold as Baconers	95	as Porkers	5	%
Mortality rate				
Pork	2			%
Bacon	2.5			%
Carcass Weight				
Pork	48			kg
Bacon	70			kg
Feed used to Pigmeat sold (kg DWt) (FCR)	2.66			FCR = Feed Conversion Ratio
Meal cost as a percentage of income	45			%
Buying 20kg weaners				
kg fed per animal on grower diet		90		kg
kg fed per animal on finishing diet		91		kg
Purchase to Finish 13.4 weeks				Grading Penalty
Pork Schedule	\$3.80		-\$0.02	
Bacon Schedule	\$3.50		\$0.09	

The grading penalty is the variance to the prime pig schedule of the day (e.g. \$3.50) due to price variation within a schedule matrix due to weight and backfat. A population of pigs will not all be within the same weight and fat category in the matrix as the prime pig and this impact is expressed as a variation to the schedule price. Typically as pigs get heavier they get fatter and the average price/kg received by the farmer is increasingly less than the prime pig schedule.

#### INCOME

	No.	@	\$/pig	
Porkers	235	@	\$183.36	\$43,126
Baconers	4446	@	\$238.70	\$1,061,260
	4681			

<b>TOTAL INCOME</b>	<b>\$1,104,386</b>
---------------------	--------------------

## EXPENDITURE

Stock purchase (delivered)

Weaners 4800 @ \$100 each \$480,000

Purchased Feed (delivered)

Grower Diet (t) 432 @ \$596 per tonne \$257,472

Finisher Diet (t) 426 @ \$563 per tonne \$239,832

Total 858 \$497,304

Average feed price per tonne \$580

Animal Health @ \$6 per pig \$28,800

R & M @ \$3 per pig \$14,400

Electricity @ \$3 per pig \$14,400

Labour @ \$5 per pig \$24,000

Freight

- weaners @ \$2 per pig \$9,600

-baconers @ \$4 per pig \$18,725

Sundries @ \$7.47 per pig \$35,856

**TOTAL DIRECT COSTS \$1,123,085**

TOTAL GROSS MARGIN (before interest) -\$18,698

**GROSS MARGIN (per weaner) -\$3.90**

### Interest Cost:

Interest on Capital Stock Value:

\$480,000 @ 6.00% per annum (13.4 weeks) \$7,421.54

Return per weaner after interest -\$5.44

### Gross margin per weaner at varying prices for baconers and price of (grower) feed.

Price/tonne of grower feed	Price per baconer		
	\$230	\$240	\$250
\$550	-\$7.81	\$1.45	\$10.71
\$600	-\$12.31	\$3.05	\$6.21
\$650	\$16.81	\$7.55	\$1.71

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All Prices are GST Exclusive –

Using your values will make these more appropriate



## PIG GROSS MARGIN - WEANER PRODUCER

Indoor Sows Selling 20 kg Weaners - Canterbury - labour included  
 This Gross Margin has been kindly provided by Fresh Pork Farms Ltd

### Capital Stock:

Sows	200	@	\$480.00	
Boars*	7	@	\$1,850.00	\$108,950

\*(in combination with Artificial Insemination)

### Production Parameters

Weaners sold per sow per year	24	
Sow Replacement rate	45	%
Boar replacement rate	50	%
Meal cost as a percentage of income	43%	
Litters per sow per year	2.35	
Feed/sow/yr (t)	1.30	
High health herd (minimal disease)		
Sow mortality	10	%

## INCOME

Weaners at 20 kg	4800	@	\$100.00	\$480,000
Chopper Sows	70	@	\$228.50	\$15,995
Chopper Boars	3.5	@	\$175.50	\$614

## TOTAL INCOME

**\$496,609**

## EXPENDITURE

### Replacement breeding stock (delivered)

Gilts	90	@	\$480	each	\$43,200
Boars	3.5	@	\$1,850	each	\$6,475

### Purchased Feed (delivered)

Lactating Diet (t)	117	@	\$600.00	/ tonne	\$70,200
Gestating Diet (t)	143	@	\$523.00	/ tonne	\$74,789
Creep Diet (t)	29	@	\$899.00	/ tonne	\$25,891
Weaner Diet (t)	60	@	\$743.00	/ tonne	\$44,580
	349				\$215,460

Average feed price per tonne \$618

Genetic Costs (semen doses)	1000	@	\$18.00	/ dose	\$18,000
Animal Health		@	\$50.00	/ sow	\$10,000
R & M		@	\$60.00	/ sow	\$12,000
Electricity		@	\$100.00	/ sow	\$20,000
Labour		@	\$450.00	/ sow	\$90,000
Sundries		@	\$50.00	/ sow	\$10,000

**TOTAL DIRECT COSTS \$ 425,135**

TOTAL GROSS MARGIN (before interest) \$71,474

**GROSS MARGIN (per sow) \$357**

**GROSS MARGIN (per weaner) \$ 14.89**

### Interest Cost:

Interest on Capital Stock Value

\$108,950 @ 6.00% per annum (13.4 weeks) \$1,684.53

Return per sow after interest \$348.95

### Gross Margin per sow at various weaner prices and (weaner) feed costs

(Weaner) Feed \$/tonne (Delivered)	Weaner price \$/head			
		90	100	105
	700	\$130	\$370	\$490
743	\$117	<b>\$357</b>	\$477	
800	\$100	\$340	\$460	

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All Prices are GST Exclusive –

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### 3.3 CROP GROSS MARGINS

The following gross margins relate to an intensive cropping farm in Canterbury, on a medium soil type.

Take care when interpreting these results, as estimates of both yield and costs will differ according to each farm.

Assumptions made are:	→ All cultivation work carried out by the farmer, using a modern, powerful 115 kW (150HP) tractor. Drilling is by contract. Given that all enterprises apply the same cost for drilling - \$100/ha the comparison remains valid. Crops that last longer than one year (fescue) calculate costs of drilling and cultivation over the life of the crop.
	→ All spraying and harvesting done on contract.

#### 3.3.1 Tractor costs/assumptions.

Refer page B-143 for costs associated. Note fuel usage is often greater at 27 litres/hour than the quoted 23 litres per hour. Gross margins in the following page use tractor costs, plus implement as \$118.54/hr, which is based on the 27 litres/hour and insurance of \$1500, not \$1400.

#### 3.3.2 Irrigation calculations

Although irrigation is expensive and often consent processes add very considerably to risk and cost, (but much less than risk and costs without irrigation), the gross margins presented indicate irrigation at the costs calculated may be profitable. Costs associated with wells and set up are not included – so profitability is being overstated. Options for purchase of electricity can significantly affect costs. Two scenarios are presented here – which are available to farmers in at least some parts of the country →

*1 mm = 1 litre/m<sup>2</sup>  
and there are  
10,000 m<sup>2</sup> in a ha, so  
1 mm irrigation (or  
rainfall) =  
10,000 litres on each ha*

1. The first involves a pump capacity charge applied whether the irrigator is run or not, through the whole of the growing season – from 1 Oct to 31 March – 182 days. Day and night/weekend rates differ.
2. The second has no pump capacity charge and normally just a flat fee for use of electricity.

For a farmer with a relatively small irrigation system, needing to run their irrigator 24/7 OR during seasons requiring less water to be applied – the second option of no pump capacity charge and a higher per unit rate of water may well be more profitable at \$1.17/mm/ha of water applied.

If a farmer's irrigation is 80% at night/weekends (and they pay a flat fee for pump capacity charge) their cost is \$1.20/mm/ha. However if they are only able to water 50% of the time in night/weekend rates the cost rises to \$1.43.

Note these costs are based on the table below – none of the key and very large set up costs are in this calculation, so it is clear that farmers are paying well in excess of the costs stated here. What these calculations show is how seasonal costs can be reduced by careful management of contracts.

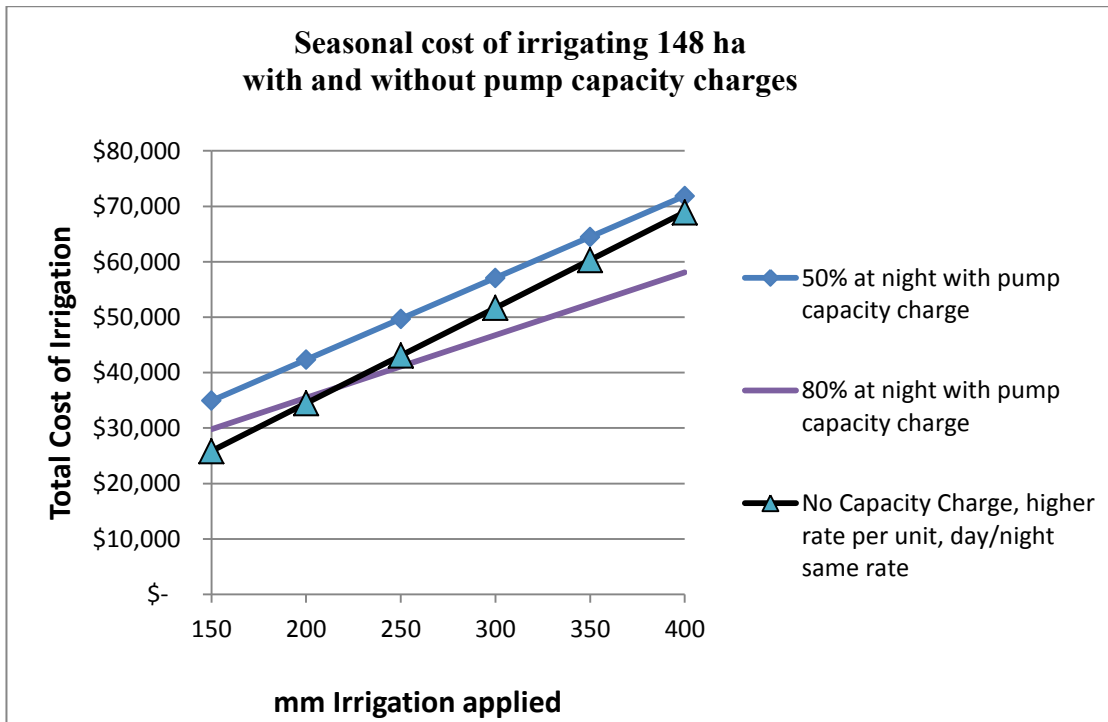
**Calculations for two irrigation pumping scenarios – With and without pump capacity charge and associated changes to day night rates for electricity purchase.**

**Baseline information for calculations**

	<b>Value</b>	
Irrigation		
Baseline expected irrigation for season (mm)	200	
Pump capacity		
Pump power rating (kW)	120	
Pumping capacity (L/s)	60	
Irrigation season		
Start date	1/10/2012	Days
End date	31/03/2013	182
Irrigator area	Area (Ha)	
Pivot length ie radius (m)	700	153.9
Amount in tracks/not cropped (%)	4%	6.2
Net area of crop irrigated		147.8

<b>Scenario Comparison</b>	<b>Pump capacity charge, with cheap night/wkend rates</b>	<b>No Pump capacity charge, higher rate night and weekend</b>
Power charges (c/unit)		
Night and weekend rate	11	21
Day rate	25	21
<b>% of pumping at Night-Weekend rate</b>	<b>80%</b>	<b>50%</b>
Pump capacity charge (\$/kW/Day) over 182 days	\$0.59	\$0.00
<b>Irrigation Cost Calculation</b>		
Irrigation rate		
Time to apply 1mm to 1 ha ie 10m <sup>3</sup> (min.)	2.78	2.78
Power cost		
Average cost (\$/unit)	\$0.14	\$0.21
Variable cost (\$/mm/Ha)	\$0.77	\$1.17
Fixed power cost for season (\$)	\$12,886	\$0.00
Fixed cost where 200mm/ha applied (\$/mm/ha)	\$0.44	\$0.00
<b>Total cost (\$/mm/ha)</b>	<b>\$1.20</b>	<b>\$1.17</b>
<b>Total cost for irrigation</b>	<b>\$35,545</b>	<b>\$34,482</b>

The graph below shows three scenarios with increasing irrigation applied over a season. Where a farmer chooses a contract with a pump capacity charge, they must do most irrigation at night and weekends to match the costs of the farmer without a pump capacity charge.



Each gross margin for the crops listed takes the mm irrigation budgeted in a season and multiplies it by the cost of applying water of \$1.17/mm. A base irrigation rate is set, then each crop is adjusted from that base as shown below. This happens in the calculators driving the gross margins in following pages.

<b>Base irrigation over season</b>	<b>200</b>	<b>mm</b>			
<b>Crop</b>	Peas	Barley	Wheat	Grass Seed	Kale
<b>Weighting</b>	0.8 <sup>2</sup>	1	1.3	1.5	1.60
<b>Therefore mm/season</b>	160	200	260	300	320

<sup>2</sup> This row is shaded green in the on-line version and the line below in red. Green indicates farmer entered values and red indicates a value that is calculated. The 200 mm base irrigation is green, as the grower chooses the amount to apply to a barley standard.

### 3.3.3 Wheat

<b>WHEAT GROSS MARGIN</b>						
<b>(Autumn sown feed)</b>						
<b>INCOME:</b>						
Per tonne	9	t/ha	@	\$380.00	/tonne	\$3,420.00
Straw	0		@	\$25.00	bale	\$0.00
<b>TOTAL INCOME - assumes wheat straw is normally burnt</b>						<b>\$3,420</b>
<b>EXPENDITURE (per hectare):</b>						
Cultivation -						
115 kW Tractor	1.5	hrs	@	\$118.54	/hour	\$177.82
(Running and Fixed costs)						
Seed -	120	kg/ha	@	\$1,110.00	/tonne	\$133.20
Fertilizer -						
Sulphur Super 15	250	kg/ha	@	\$364.40	/tonne	\$91.10
Urea	350	kg/ha	@	\$860.00	/tonne	\$301.00
Weed, Pest and Disease -						
Cougar	0.75	l/ha	@	\$66.60	/litre	\$49.95
Glean	15	g/ha	@	\$0.63	/gram	\$9.45
Opus	0.5	l/ha	@	\$9.00	/litre	\$4.50
Amistar	0.75	l/ha	@	\$100.87	/litre	\$75.65
Applications	3		@	\$20.00		\$60.00
Irrigation	260	mm	@	\$1.17	mm	\$303.33
Straw baling	0		@	\$15.00	/bale	\$0.00
Harvest -				\$280.00	/ha	\$280.00
(in silo; contract)						
Freight -	9	t	@	\$22.00	/tonne	\$198.00
(silo to port 60 km)						
<b>TOTAL DIRECT COSTS</b>						<b>\$1,684</b>
<b>GROSS MARGIN per hectare</b>						<b>\$1,736</b>

Gross Margin per hectare at various selling prices and yields.

Price /tonne	Yield tonnes/ha			
		6	9	12
	\$340	\$422	\$1,376	\$2,330
\$380	\$662	\$1,736	\$2,810	
\$420	\$902	\$2,096	\$3,290	

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All Prices are GST Exclusive –

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### 3.3.4 Barley

<b>BARLEY GROSS MARGIN</b>						
Spring Barley						
<b>INCOME</b>						
Per tonne	7.50	t/ha	@	\$360.00	/tonne	\$2,700
Straw bales	7	/ha	@	\$35.00	/bale	\$245
<b>TOTAL INCOME</b>						<b>\$2,945</b>
<b>EXPENDITURE (per hectare):</b>						
Cultivation including drilling						
115 kW Tractor	1.5	hrs	@	\$118.54	/hour	\$178
(Running and Fixed Costs)						
Seed	120	kg/ha	@	\$1,180.00	/tonne	\$142
Fertilizer						
Cropmaster 20	150	kg/ha	@	\$823.90	/tonne	\$123.59
Urea	200	kg/ha	@	\$860.00	/tonne	\$172.00 \$296
Weed, Pest and Disease						
Trimec	3	l/ha	@	\$13.35	/litre	\$40.04
Opus	0.5	l/ha	@	\$9.00	/litre	\$4.50
Amistar	0.5	l/ha	@	\$100.87	/litre	\$50.44
Applications	3		@	\$20.00		\$60.00 \$155
Irrigation	200	mm	@	\$1.17	/mm	\$233
Harvest -						
(in silo; contract)				\$280.00	/ha	\$280
Straw baling	7			\$15.00	/bale	\$105
Freight -	7.5	t	@	\$22.00	/tonne	\$165
(silo to port 60 km)						
<b>TOTAL DIRECT COSTS</b>						<b>\$1,553</b>
<b>GROSS MARGIN per hectare</b>						<b>\$1,392</b>

#### Gross Margin per hectare at various selling prices and yields

Value \$/tonne	Yield t/ha			
		5.0	7.5	10.0
	\$320	\$347	\$1,092	\$1,837
\$360	\$547	\$1,392	\$2,237	
\$400	\$747	\$1,692	\$2,637	

### 3.3.5 White clover

<b>WHITE CLOVER GROSS MARGIN</b>						
<b>(Proprietary White Clover Seed - Medium Leaf)</b>						
<b>INCOME</b>						
Clover Field Dressed	900		Dressing loss	20	%	
Clover (M.D.)	720	kg	@	\$5.00	/kg	\$3,600
Value in soil following white clover, not estimated (minimal removal of nutrients + N fixation)						
<b>TOTAL INCOME</b>						<b>\$3,600</b>
<b>EXPENDITURE (per hectare):</b>						
Cultivation						
115 kW Tractor -	1.8	hr	@	\$118.54	/hour	\$213
(Running and Fixed costs)						
Seed	3	kg/ha	@	\$15.00	/kg	\$45
Fertiliser -						
Ammonium Sulphate	100	kg/ha	@	\$645.00	/tonne	\$64.50 \$65
Weed, Pest and Disease -						
Glyphosate	1	l/ha	@	\$4.18	/litre	\$4.18
Nortron (vs Annual poa)	2.5	l/ha	@	\$29.40	/litre	\$73.50
Phorate (O/P insecticide)	5	kg/ha	@	\$11.77	/kg	\$58.84
Gallant Ultra	0.3	l/ha	@	\$290.00	/litre	\$87.00
Preside (Herbicide at est)	50	g/ha	@	\$0.61	/g	\$30.74
Buster	5	l/ha	@	\$21.70	/litre	\$108.50
Reglone	3	l/ha	@	\$21.90	/litre	\$65.70
Application	5		@	\$20.00		\$100.00 \$528
Irrigation 75 mm	300	x	@	\$1.17		\$350
Harvest (direct heading - contract)			@	\$250.00	/ha	\$250
Freight	900	kg	@	\$22.00	/tonne	\$20
Seed Dressing	900	kg	@	\$0.45	/kg	\$405
<b>TOTAL DIRECT COSTS</b>						<b>\$1,876</b>
<b>GROSS MARGIN per hectare</b>						<b>\$1,724</b>

#### Gross Margin per hectare at various selling prices and yields

	Yield kg (MD – machine dressed)/hectare			
		600	800	1000
Price \$/kg	\$4.50	\$824	\$1,724	\$2,624
	\$5.00	\$1,124	\$2,124	\$3,124
	\$5.50	\$1,424	\$2,524	\$3,624



### 3.3.6 Ryegrass

#### RYEGRASS GROSS MARGIN

(Proprietary AR1 Endophyte)

#### INCOME

Seed Field Dressed	1950	kg/ha		Dressing loss	20	%	
Seed (Machine Dressed)	1560	kg/ha	@	\$2.20	/kg		\$3,432
Straw	15	bales	@	\$45			\$675
Grazing value (Lambs) 4 wks	200	/ha	@	\$0.50	/wk	4	\$400
Grazing 3 weeks spring, 1 week Autumn							
<b>TOTAL INCOME</b>							<b>\$4,507</b>

#### EXPENDITURE (per hectare):

##### Cultivation -

115 kW tractor -	1.5	hr	@	\$118.54	/hour		\$178
(Running and Fixed costs)							
Seed -	10	kg/ha	@	\$9.50	/kg		\$95
Fertiliser -							
Cropmaster 20	100	kg/ha	@	\$823.90	/tonne	\$82.39	
Urea (split appln.)	400	kg/ha	@	\$860.00	/tonne	\$344.00	\$426
Weed, Pest and Disease -							
Nortron Herbicide	2.5	l/ha		\$29.40	/litre	\$73.50	
Jaguar Herbicide	1.5	l/ha	@	\$35.65	/litre	\$53.48	
Opus fungicide	0.5	l/ha	@	\$9.00	/litre	\$4.50	
Proline fungicide	0.5	l/ha	@	\$121.90	/litre	\$60.95	
Amistar	0.5	l/ha	@	\$100.87	/litre	\$50.44	
Moddus - growth reg.	1.2	l/ha	@	\$126.78	/litre	\$152.14	
Application costs	5		@	20		\$100.00	\$422
Irrigation (75 mm)	300	mm	@	1.17	/mm	\$350.00	\$350
Straw baling	15		@	\$15.00	/bale	\$225.00	
Harvest - Windrow (contract)				\$105.00	/ha	\$105.00	
Header (contract)				\$270.00	/ha	\$270.00	\$600
Freight - (F.D.)	1.56	t	@	\$35.00	/tonne		\$55
Seed Dressing -	1872	kg	@	\$0.25	/kg		\$468

#### TOTAL DIRECT COSTS

**\$2,593**

#### GROSS MARGIN per hectare

**\$1,914**

Refer also-

[http://www.fedfarm.org.nz/f132,137531/137531\\_Costs\\_of\\_Ryegrass\\_Growing.pdf](http://www.fedfarm.org.nz/f132,137531/137531_Costs_of_Ryegrass_Growing.pdf)

**Gross Margin (for Ryegrass) per hectare at various selling prices and yields**

	Yield kg (MD) / hectare			
		1000	1500	2000
Price	\$2.00	\$669.29	\$1,501.79	\$2,334.29
\$/kg	\$2.20	\$869.29	\$1,801.79	\$2,734.29
	\$2.40	\$1,069.29	\$2,101.79	\$3,134.29

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### 3.3.7 Fescue

#### FESCUE GROSS MARGIN

3 year crop (establishment cost spread over the three years)

#### INCOME

Seed Field Dressed	1100	kg/ha	Dressing loss	20	%	
Seed (Machine Dressed)	880	kg	@	\$4.75	/kg	\$4,180
Straw	10	bales	@	\$30.00	each	\$300
Grazing value (Lambs)	200	/ha	@	\$0.50	/wk	2 \$200
<b>TOTAL INCOME</b>						<b>\$4,680</b>

#### EXPENDITURE (per hectare):

Cultivation -						
115 kW Tractor	1.5	hr	@	\$118.54	/hour	\$59
(Running and Fixed Costs, crop lasts 3+ yrs, so 1/3 cultivation cost)						
Seed -	10	kg/ha	@	\$19.40	/kg	(1st yr only) \$65
Fertiliser -						
Cropmaster 20	150	kg/ha	@	\$823.90	/tonne	\$123.59
Urea (split appln.)	300	kg/ha	@	\$860.00	/tonne	\$258.00 \$382
Weed, Pest and Disease -						
Opus	1	l/ha	@	\$9.00	/litre	\$9.00
Amistar	0.75	l/ha	@	\$100.87	/litre	\$75.65
Jaguar	1.5	l/ha	@	\$35.65	/litre	\$53.48
Straw Shortener -						
Moddus	1	l/ha	@	\$126.78	/litre	\$126.78
Application costs	6		@	\$20.00		\$120.00 \$385
Irrigation	300	mm	@	\$1.17		\$350
Harvest						
Windrow (contract)				\$105.00	/ha	\$105.00
Header (contract)				\$280.00	/ha	\$280.00 \$385
Freight (F.D.)	1.1	t	@	\$35.00	/tonne	\$39
Seed Dressing -	1100	kg	@	\$0.25	/kg	\$275
<b>TOTAL DIRECT COSTS</b>						<b>\$1,939</b>

#### GROSS MARGIN per hectare \$2,741

**Gross Margin (for Fescue) per hectare at various selling prices and yields**

PRICE \$/kg	YIELD kg (MD) / hectare			
		600	880	1000
	\$4.50	\$1,261.06	\$2,521.06	\$3,061.06
\$4.75	\$1,411.06	\$2,741.06	\$3,311.06	
\$5.00	\$1,561.06	\$2,961.06	\$3,561.06	

### 3.3.8 Field Peas

#### FIELD PEAS GROSS MARGIN (Marrowfat)

##### INCOME

Peas	4.5	t	@	\$450.00	/tonne	\$2,025
Straw	10			\$35.00	/bale	\$350

**TOTAL INCOME** **\$2,375**

##### EXPENDITURE (per hectare):

Cultivation -						
115 kW tractor -	1.8	hr	@	\$118.54	/hour	\$213
(Running and Fixed costs)						
Seed	300	kg/ha	@	\$950.00	/tonne	\$285
Fertilizer -						
Superphosphate	125	kg/ha	@	\$345.00	/tonne	\$43
Weed, Pest and Disease -						
Gardoprim eg Terb	2	l/ha	@	\$11.55	/litre	\$23.10
Applications	1		@	\$20.00		\$20.00
						\$43
Irrigation	160	mm	@	\$1.17	/mm	\$187
Harvest -				\$270.00	/ha	\$270
Straw baling	10			\$15.00	/bale	\$150
Freight - (60 km)	4.5	t/ha	@	\$22.00	/tonne	\$99

**TOTAL DIRECT COSTS** **\$1,290**

**GROSS MARGIN per hectare** **\$1,085**

**Gross Margin per hectare for marrowfat peas at various selling prices and yields**  
**NB – It is possible to achieve even better than \$800/tonne with top quality lines.**

Price /tonne	Yield tonnes/ha			
		3	5.0	7
\$300		-\$7	\$549	\$1,105
\$450		\$443	\$1,299	\$2,155
\$800		\$1,493	\$3,049	\$4,605

### 3.3.9 Vining Peas

#### VINING PEA GROSS MARGIN

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## INCOME

Peas	6.5	t	@	\$425.00	(105 TR)	\$2,763
Pea vine Med sq bales	5		@	\$65.00		\$325

(Depends on variety, can be more or less straw)

**TOTAL INCOME** **\$3,088**

## EXPENDITURE (per hectare)

Cultivation -						
115 kW tractor -	1.8	hr	@	\$118.54	/hour	\$213
(Running and Fixed costs)						
Seed -	280	kg/ha	@	\$2.25	/kg	\$630
Fertiliser -						
Ammophos 8.15.15.1	150	kg/ha	@	\$1,029.21	/tonne	\$154
Weed, Pest and Disease -						
Gardoprim eg Terb	2	l/ha	@	\$11.55	/litre	\$23
Poss extra fungicide or herb						
eg Sencor						
Application	2		@	\$20.00		\$40
Irrigation	160.00	mm	@	\$1.17	/mm	\$187
Harvest - Costs paid by purchaser of peas						\$0
Baling of Pea straw	5	bales		15	/bale	\$75
Freight - Purchaser of peas						\$0

**TOTAL DIRECT COSTS** **\$1,323**

**GROSS MARGIN per hectare** **\$1,765**

### Gross Margin per hectare at various selling prices and yields

Price / tonne	Yield tonnes/ha			
		4	6.5	8
\$400		\$602	\$1,602	\$2,202
\$425		\$702	\$1,765	\$2,402
\$450		\$802	\$1,927	\$2,602

### 3.3.10 Kale- Dryland and Irrigated comparisons

Kale's importance continues to increase in Canterbury alongside the need for dairy support. Other fodder crops are also being used, such as fodder beet, silage (various types), hay and straw.

There are plenty of options for farmers to choose from in terms of cultivation, herbicide, insecticide and fertiliser. Generally 10 kg N are required for each tonne of dry matter. Very high levels of dry matter may be achieved through large amounts of fertiliser and irrigation – over 20 t DM/ha, but lodging and heavy stalks reduce utilisation. Very high yield targets, based on heavy fertiliser use and irrigation could increase ground water nitrates if heavy rain occurs in an 'untimely' manner. Fifteen t DM/ha seems a reasonable target.

Insect control at the seedling stage and later in the season is critical to ensuring a high level of dry matter is achieved for winter grazing. Over-use of insecticides reduces the chances of a natural balance – so much so that even white butterfly may require control with spray.

After pasture or sometimes after a first crop of kale, the soil conditions warrant use of herbicide (maybe two applications) followed by direct drilling. Herbicide is normally Roundup with perhaps added Granstar or Versatil for flat weeds and a surfactant to increase effectiveness.

The pesticide companies provide many opportunities for decisions!

However when soil structure has deteriorated sufficiently during (wet) winter grazing, direct drilling is abandoned in favour of cultivation. Most farmers would view the ease and cost of herbicide favourably compared with costs of cultivation- fuel, running costs and labour.

Given the deterioration in soil conditions that often occurs during kale grazing, it may be sensible to cost extra cultivation required out of kale, against the kale gross margins. The gross margins below provide tools for you to assess likely outcomes in unique situations.

(Refer

[http://www.side.org.nz/IM\\_Custom/ContentStore/Assets/10/58/e460ae180adb32516ae9cb483485e9a/4.4%20Scott%20&%20Maley.pdf](http://www.side.org.nz/IM_Custom/ContentStore/Assets/10/58/e460ae180adb32516ae9cb483485e9a/4.4%20Scott%20&%20Maley.pdf) for further information and some comparisons

between conventional cultivation and direct drilling in farmer settings (Table 1 in that paper- assume tonnes DM/ha, not kg DM/ha)).

## KALE GROSS MARGIN (Dryland - Direct Drilled)

(Crop sold standing on kg DM basis)

All kale is susceptible to insect damage - dryland or irrigated particularly as seedlings. Care must be exercised to protect it from being 'wiped out' by insects, but excessive use of insecticides can reduce chance of natural balance controlling, for example, white butterfly. Fertiliser requirements increase with increasing growth potential and potential is driven by water. A rule of thumb is 10 kg of N required / tonne of DM.

### INCOME

kg DM/ha grown	9,000	kg DM	@	24	c/kg DM	\$2,160
----------------	-------	-------	---	----	---------	---------

### EXPENDITURE (per hectare):

Cultivation -

115 kW tractor - 0 hr @ \$118.54 /hour \$0

(Running and Fixed Costs)

Seed - 4 kg/ha @ \$2.27 /kg \$9

Fertilizer -

DAP Bo Boost 200 kg/ha @ \$1,040.00 /tonne \$208.00

Urea (autumn) 200 kg/ha @ \$860.00 /tonne \$172.00 \$380

Weed, Pest and Disease -

Pre-drill

Roundup with 4 l/ha @ \$4.18 /litre \$16.70

Dicamba with 0 l/ha @ \$40.54 /litre \$0.00

Lorsban 50EC 2 l/ha @ \$14.48 /litre \$28.96

Versatill or 0 l/ha @ \$45.45 /litre \$0.00

Granstar 60 g/ha @ \$0.42 /g \$25.45

Pulse 0.4 l/ha @ \$32.52 /litre \$13.01

Application 1 @ \$20.00 \$20.00

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All Prices are GST Exclusive –

Using your values will make these more appropriate

Post - drill-								
Karate (40 ml)	0.04	l/ha	@	\$688.68	/litre	\$27.55		
with Lorsban	1.2	l/ha	@	\$14.48		\$17.37		
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01		
w. Dicamba500SL	0.3	l/ha	@	\$40.54	/litre	\$12.16		
Applications	1		@	\$20.00		\$20.00		
During growth - insect control using a non O/P insecticide								
Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17		
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01		
Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17		
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01		
Applications	2		@	\$20.00		\$40.00	\$343	
Direct Drill	1			\$100.00		\$100.00	\$100	
Irrigation	0	mm	@	\$1.17	/mm	\$0.00	\$0	
<b>TOTAL DIRECT COSTS</b>							<b>\$832</b>	

**GROSS MARGIN (per hectare) \$1,328**

**Effect of changes in yield and price per kg DM on the overall gross margin for dryland direct drilled kale.**

		Yield kg DM/ha		
		7000	9000	15000
Price / kg DM	\$0.21	\$638	\$1,058	\$2,318
	\$0.24	\$848	<b>\$1,328</b>	\$2,768
	\$0.27	\$1,058	\$1,598	\$3,218



## KALE GROSS MARGIN (Irrigated - Cultivated)

(Crop sold standing on kg DM basis)

### INCOME:

kg DM/ha grown	15,000	kg DM	@	24	c/kg DM	\$3,600
----------------	--------	-------	---	----	---------	---------

### EXPENDITURE (per hectare):

#### Cultivation -

115 kW tractor - 1.3 hr @ \$118.55 /hour \$154

#### (Running and Fixed Costs)

Seed - 4 kg/ha @ \$2.27 /kg \$9

#### Fertilizer -

DAP Bo Boost 200 kg/ha @ \$1,040.00 /tonne \$208.00

Urea (autumn) 300 kg/ha @ \$860.00 /tonne \$258.00 \$466

#### Weed, Pest and Disease -

##### Pre-drill

Roundup with 4 l/ha @ \$4.18 /litre \$16.70

Dicamba with 0 l/ha @ \$40.54 /litre \$0.00

Lorsban 50EC with 2 l/ha @ \$14.48 /litre \$28.96

Versatill or 0 l/ha @ \$45.45 /litre \$0.00

Granstar 0 g/ha @ \$0.42 /g \$0.00

Pulse 0.4 l/ha @ \$32.52 /litre \$13.01

Application 1 @ \$20.00 \$20.00

##### Post - drill-

Karate (40 ml) 0.04 l/ha @ \$688.68 /litre \$27.55

with Lorsban 1.2 l/ha @ \$14.48 \$17.37

with pulse 0.4 l/ha @ \$32.52 /litre \$13.01

Dicamba 500 SL 0.3 l/ha @ \$40.54 /litre \$12.16

Applications 1 @ \$20.00 \$20.00

During growth - insect control using a non O/P insecticide eg

Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17		
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01		
Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17		
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01		
Applications	2		@	\$20.00		\$40.00	\$317	
Drilling	1			\$100.00		\$100.00	\$100	
Irrigation	320	mm	@	\$1.17	/mm	\$373.33	\$373	
<b>TOTAL DIRECT COSTS</b>							<b>\$1,420</b>	

**GROSS MARGIN (per hectare) \$2,180**

**Effect of changes in yield and price per kg DM on the overall gross margin for irrigated, cultivated kale**

		Yield kg DM/ha		
		10000	15000	20000
Price / kg DM	\$0.21	\$680	\$1,730	\$2,780
	\$0.24	\$980	<b>\$2,180</b>	\$3,380
	\$0.27	\$1,280	\$2,630	\$3,980

## KALE GROSS MARGIN (Irrigated - Direct Drilled)

(Crop sold standing on kg DM basis)

### INCOME

kg DM/ha grown	15,000	kg DM	@	24	c/kg DM	\$3,600
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### EXPENDITURE (per hectare):

#### Cultivation -

115 kW tractor -	0	hr	@	\$118.54	/hour	\$0
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#### (Running and Fixed Costs)

Seed -	4	kg/ha	@	\$2.27	/kg	\$9
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#### Fertilizer -

DAP Bo Boost	200	kg/ha	@	\$1,040.00	/tonne	\$208.00
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Urea (autumn)	300	kg/ha	@	\$860.00	/tonne	\$258.00	\$466
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#### Weed, Pest and Disease -

##### Pre-drill

Roundup with	4	l/ha	@	\$4.18	/litre	\$16.70
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Dicamba with	0	l/ha	@	\$40.54	/litre	\$0.00
--------------	---	------	---	---------	--------	--------

Lorsban 50EC	2	l/ha	@	\$14.48	/litre	\$28.96
--------------	---	------	---	---------	--------	---------

Versatill or	0	l/ha	@	\$45.45	/litre	\$0.00
--------------	---	------	---	---------	--------	--------

Granstar	60	g/ha	@	\$0.42	/g	\$25.45
----------	----	------	---	--------	----	---------

Pulse	0.4	l/ha	@	\$ 32.52	/litre	\$13.01
-------	-----	------	---	----------	--------	---------

Application	1		@	\$20.00		\$20.00
-------------	---	--	---	---------	--	---------

##### Post - drill-

Karate (40 ml)	0.04	l/ha	@	\$688.68	/litre	\$27.55
----------------	------	------	---	----------	--------	---------

with Lorsban	1.2	l/ha	@	\$14.48		\$17.37
--------------	-----	------	---	---------	--	---------

with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01
------------	-----	------	---	---------	--------	---------

Dicamba 500 SL	0.3	l/ha	@	\$40.54	/litre	\$12.16
----------------	-----	------	---	---------	--------	---------

Applications	1		@	\$20.00		\$20.00
--------------	---	--	---	---------	--	---------

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All Prices are GST Exclusive –

Using your values will make these more appropriate

During growth - insect control using a non O/P insecticide

Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17	
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01	
Ampligo	0.1	l/ha	@	\$411.65	/litre	\$41.17	
with pulse	0.4	l/ha	@	\$32.52	/litre	\$13.01	
Applications	2		@	\$20.00		\$40.00	\$343
Direct Drill	1			\$100.00		\$100.00	\$100
Irrigation	320	mm	@	\$1.17	/mm	\$373.33	\$373

**TOTAL DIRECT COSTS** **\$1,291**

**GROSS MARGIN (per hectare)** **\$2,309**

**Effect of changes in yield and price per kg DM on the overall gross margin for irrigated, direct drilled kale**

		Yield kg DM/ha		
		10000	15000	20000
Price / kg DM	\$0.21	\$809	\$1,859	\$2,909
	\$0.24	\$1,109	<b>\$2,309</b>	\$3,509
	\$0.27	\$1,409	\$2,759	\$4,109

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All Prices are GST Exclusive –

Using your values will make these more appropriate

### 3.3.11 Maize

#### MAIZE GROSS MARGIN

Please note – screen shots are from Pioneers Calculator at →  
<http://www.pioneer.co.nz/pioneerproduct/calculatorgraineconomic.php>

Used with permission

► Table 1: Estimated gross margin analysis for growing maize for grain 2012 - 2013

Use the "My costs" column (far right of Table 1) and Table 2 below to calculate your gross margin forecast.

**Tip:** To move quickly to the next input field press the TAB key.

		Indicative costs (\$/ha)	My costs (\$/ha)
<b>Inputs</b>			
Pre-Planting	Soil testing	7	<input type="text"/>
	Base: Lime @ 1 t/ha	60	<input type="text"/>
	Base fertiliser: 300 kg/ha + application	290	<input type="text"/>
	Cultivation: To planting specifications	360	<input type="text"/>
Planting	Pioneer® brand maize seed 34P88 @ 94,000/ha	400	<input type="text"/>
	FAR levy (\$0.90/10,000 kernels @ 94,000/ha)	8	<input type="text"/>
	Seed insecticide treatment (Poncho®)	130	<input type="text"/>
	Starter fertiliser: 250 kg/ha DAP + application	270	<input type="text"/>
	Planting	150	<input type="text"/>
Post Planting	Pre-emergence weed control	70	<input type="text"/>
	Post-emergence weed control	70	<input type="text"/>
	Sidedressing: 250 kg/ha urea + application	210	<input type="text"/>
	Spraying: Two applications	80	<input type="text"/>
<b>Total input costs excluding harvest</b>		<b>\$2,105</b>	<b>\$0</b>
<b>Interest on input costs excluding harvest</b>			
	Interest rate	10	<input type="text"/>
	Interest on \$2,095 @ 10% for 8 months	\$140	<b>\$0</b>
	Harvest: Combine	380	<input type="text"/>
<b>Total costs (inputs &amp; interest)</b>		<b>\$2,625</b>	<b>\$0</b>

Yield					
Tonnes per hectare - WET (@ 24% moisture)	12.14	13.29	14.45	15.61	16.76
Tonnes per hectare - DRY (@ 14% moisture)	10.50	11.50	12.50	13.50	14.50
Cartage and drying costs					
Cartage cost per wet tonne (\$)	<input type="text" value="18"/>	18	18	18	18
Cartage: 50 km per wet tonne	219	239	260	281	302
Drying costs per wet tonne (\$)	<input type="text" value="46"/>	46	46	46	46
Drying: (from 24% - 14%) per wet tonne	558	611	665	718	771
<b>Total drying costs per hectare</b>	<b>777</b>	<b>850</b>	<b>925</b>	<b>999</b>	<b>1073</b>
Cost summary	10.5 t/ha DRY	11.5 t/ha DRY	12.5 t/ha DRY	13.5 t/ha DRY	14.5 t/ha DRY
Input costs	0	0	0	0	0
Interest (on input costs)	0	0	0	0	0
Combine					
Drying costs / cartage costs	777	850	925	999	1073
<b>Total costs</b>	<b>777</b>	<b>850</b>	<b>925</b>	<b>999</b>	<b>1073</b>
Revenue					
Tonnes per hectare - DRY	10.5	11.5	12.5	13.5	14.5
Indicative price per tonne - 2011 harvest	<input type="text"/>				
<b>Total gross revenue per hectare</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net margin per hectare</b>	<b>-777</b>	<b>-850</b>	<b>-925</b>	<b>-999</b>	<b>-1073</b>

### Assumptions:

1. All costs exclude GST and were indicative at 1 June 2012
2. Medium yield growing environment where 94,000 seeds of hybrid 34P88 are planted per hectare.
3. Wet (harvest) moisture content of 24%.
4. Includes a shrinkage factor of 1.35% when dried to 14%.

The information in this calculator is general in nature only. Although the information generated by this calculator is believed to be accurate, no liability (whether as a result of negligence or otherwise) is accepted for any loss of any kind that may arise from actions based on the contents of this calculator.

Editors note – the GM shows loss (negative net margin/ha) – until you provide your indicative price per tonne. With that information, the calculator provides a sensitivity analysis of dry yield ranging from 10.5 to 14.5 t/ha.

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All Prices are GST Exclusive –

Using your values will make these more appropriate

### 3.4 ENTERPRISE ANALYSIS IN HORTICULTURE<sup>3</sup>

This is not for the faint hearted. A simple gross margin doesn't do justice to the task. What is needed is a detailed development budget that spans start-up right through to full production (and beyond for crops lasting several years). For some crops (eg strawberry, asparagus) the time frame may be just 1-3 years, while apples may require a budget process spanning 15 years. Inputs (costs) are heavily loaded during set up. Growers should expect to spend at least \$50,000/ha (often well in excess of this figure) in some or all of the following→

- Council consents,
- Design issues / advice – block layout,
- Equipment – some of the expenditure may be delayed until crops are yielding, or through the use of contractors,
- Trellis design, posts and other structures,
- Soil tests and fertilisers including start up fertiliser for major soil amelioration – eg Sulphur required as part of lowering pH for blueberry,
- Pest and Disease control,
- Weed Control,
- Irrigation including design, pumps, main lines, laterals, sprinklers, drippers,
- Netting including posts – height, size, layout, wire supports, bracing and style of netting,
- Packing sheds, cooler facilities, storage facilities, transport
- Pollination.

*A key issue is  
timeliness – when  
does expenditure  
and income occur?  
Cash flow is critical.*

The result is total expenditure climbing for the first few years with normally no income and increasing mortgage interest costs. Risks add to the challenge of creating a profitable enterprise and include snow / frost, wind, disease / insect attack and for crops focussed on export – NZ currency fluctuations can markedly affect profitability. Market preferences may change quickly and an apple cultivar that was preferred at the start of orchard development may no longer be preferred a few years later – just when trees of that cultivar are reaching maximum yield.

A useful analysis will incorporate many separate 'calculators' taking information and decisions and placing them appropriately into the 10+ year process indicating cash flow, mortgage and labour requirements. Some of these separate calculators may relate to fencing, trellising, irrigation, etc. Each component will have various possibilities and the calculators will assist growers in making wise decisions.

It is clear by now, that the analysis of perennial crops like grapes, apples etc requires considerable detail over time. This is normally done on an annual basis.

For annual crops, a more in-depth analysis will include the cash flow – expense and income, month by month.

Although there is a need for detailed analysis over years, relatively simple comparisons – of varying cultivars, for example, within an enterprise mean that Gross Margin analysis remains a useful tool.

---

<sup>3</sup> This section is being revamped. Expect more detailed examples – as on-line calculators at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

The following gross margins provide a starting point for the more detailed analysis required. Also, make use of the detailed and up to date information available on the Ministry of Primary Industries web site

<http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

eg Bay of Plenty Kiwifruit, Horticulture and Arable Overview, Horticulture Monitoring – Apiculture, Kiwifruit, Pipfruit and Viticulture. Note that many of the crops of interest in NZ horticulture are not covered, and that information is increasingly hard to come by – ‘commercially sensitive’ and all that entails!

An online grape calculator that provides useful structure for planning is available at

<http://www.nwgrapecalculators.org/> (collaborative effort between USDA and Washington Wine Industry Foundation).

Various websites in Australia publish useful gross margin calculators – eg

[http://www.daff.qld.gov.au/26\\_9874.htm](http://www.daff.qld.gov.au/26_9874.htm) and <http://agbiz.daff.qld.gov.au/plants/field-crops-pastures.htm>

and for vegetables in Queensland the approach at

<http://agbiz.daff.qld.gov.au/plants/vegetables.htm> may well be useful even though the climate and soils are vastly different.

### **3.4.1 Kiwifruit**

We suggest using these data as a starting point only, then looking at your unique situation to make this useful. Note the figures below provide for green and gold yields to be largely unaffected by disease, with \$3000 spent on PSA management. However, there is considerable risk in these figures. PSA continues to challenge growers and destruction of vines rather than control is the more normal practise currently. (Refer overleaf)



## BAY OF PLENTY MODEL KIWIFRUIT ORCHARD 2012

Based on a mature orchard in the Bay of Plenty with both Zespri Green and Zespri Gold

The proportion of each cultivar is used as a weighting to estimate total income. Income is not simply 'multiply trays by price per tray'.

	Green	4	ha	Gold	1	ha
<b>Income: (per hectare)</b>			Trays		\$/tray	\$/ha
<b>Green-OGR progress</b>		8100	/ha @	\$3.91		\$25,337
Final payment (from previous season)*		8350		\$0.34		\$2,271
<b>Gold-OGR progress</b>		9900	/ha @	\$8.25		\$16,335
Final payment (from previous season)*		10730		\$0.35		\$751
<b>TOTAL INCOME</b>						<b>\$44,694</b>

### EXPENDITURE (PER HECTARE)

Casual Wages - Pruning and thinning	\$12,250
- Picking	\$3,300
- Other	\$600
Fertiliser & Lime	\$1,930
Pollination	\$1,360
Weed and Pest Control	\$1,800
Electricity	\$260
Vehicle Expenses	\$1,460
Repairs and Maintenance	\$1,980
Contract Machine Work	\$150
General	\$530
Freight to packhouse	\$592
Irrigation	\$85
Frost Protection	\$0
PSA Management	\$3,000
<b>TOTAL DIRECT COSTS</b>	<b>\$29,297</b>
<b>GROSS MARGIN PER HECTARE</b>	<b>\$15,397</b>
<b>GROSS MARGIN per tray</b>	<b>\$0.86</b>

This gross margin relies heavily upon published data from MPI Kiwifruit [search for Farm Monitoring Report 2011 - Horticulture Monitoring: Kiwifruit at](http://www.mpi.govt.nz/news-resources/publications)

\* Residual payments for each crop are paid to growers in the next financial year

### 3.4.2 Apples

#### APPLE GROSS MARGIN

##### Hawkes Bay Model Orchard 2012, Exporting 69% of Production

Based on effective planted area at full production of 22 hectares with a conservative yield and an export price averaged over a range of varieties. (Figures are budgeted for 2012).

Yields may be higher than those budgeted below, with consequent improvements in GM.

Yield (TCE - Tray Carton Equivalent 18 kg of apples)	3062	t/ha
Proportion of harvested apples that are exported	69	%
Proportion sold local	31	%
Tray Price Local	\$2.19	Tray Price Export
Juice price approx \$0.16/kg		No. Trays exported
		2113

#### INCOME (per hectare)

Apple Sales Local	\$2,079
Apple Sales Export	\$46,587

**TOTAL INCOME** **\$48,666**

#### EXPENDITURE (per hectare)

Hand harvesting	\$6,336
Pruning	\$1,900
Thinning	\$2,464
Other wages	\$1,818
ACC-employees	\$191
Total wages	\$12,709
Packing	\$8,568
Packaging	\$8,205
Cool storage	\$3,805
Freight	\$673
Total post harvest expenses	\$21,251
Weed and pest control	\$2,700
Pollination	\$66
Fertiliser and lime	\$91
Electricity	\$150
Vehicle	\$455
Fuel	\$650
Repairs and maintenance	\$682
General	\$332
Frost protection	\$0
Contract machine work	\$100
Total other working expenses	\$5,226

<b>TOTAL DIRECT COSTS</b>		<b>\$39,186</b>
<b>GROSS MARGIN PER HECTARE</b>		<b>\$9,480</b>
<b>GROSS MARGIN per Tray Carton Equivalent</b>		<b>\$4.49</b>

\* Tray Carton Equivalent (TCE) is a measure of apple weight and is defined as 18.6 kg packed weight which equates to 18 kg sale weight.

Yield and other data are based on info from MPI - Hort and Arable Overview 2011.

Farm Monitoring Report 2012 - Horticulture Monitoring:

Pipfruit

<http://www.mpi.govt.nz/news-resources/publications?title=farm%20monitoring%20report>

Many reports at this URL, search for pipfruit.

Effect on Gross Margin per tray carton equivalent of changing percentage of apples exported and the Tray price for export apples.

		% sold as export			
		20	40	60	80
<b>Tray price export</b>	<b>\$16</b>	\$-39.23	\$-12.71	\$-3.87	\$0.55
	<b>\$18</b>	\$-37.23	\$-10.71	\$-1.87	\$2.55
	<b>\$20</b>	\$-35.23	\$-8.71	\$0.13	\$4.55
	<b>\$22</b>	\$-33.23	\$-6.71	\$2.13	\$6.55
	<b>\$24</b>	\$-31.23	\$-4.71	\$4.13	\$8.55

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# Lincoln University

## FINANCIAL BUDGET MANUAL 2012/13

### SECTION D TAXATION

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## PREFACE

The "Financial Budget Manual 2012" is an invaluable reference book for farmers and growers, consultants and students. It contains a wealth of up to date information on farm and orchard costs and prices, the profitability of different enterprises, and income taxation. Following its successful introduction in 1999, the manual is in the process of moving to the web. However, many users find having the information in a book is the most convenient and efficient format, and this manual is the result of the Universities commitment to the wide readership.

This year we have started a process of moving information in sections to the web, for individual purchase as pdf's. On-line calculators are being prepared and the opportunity for contractors to register/advertise is available at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

Unless stated otherwise, data contained in the Manual are current mid-2012 and are exclusive of GST. Prices do not remain stationary so the Manual should be used as a guide only. Market movements and exchange rate changes are just two of the factors which can rapidly alter costs and prices. The availability of discounts for bulk purchases, and deferred payment arrangements, may also affect final costs for budgeting purposes. In addition, some commodity price information is becoming increasingly sensitive and remains confidential between the client and the supplier and/or buyer. It is therefore unavailable for publication in this Manual.

Information quoted has been gathered from hundreds of sources throughout New Zealand, but some variation may occur between regions. Trade names have been used for clarity and convenience; no preferential endorsement by the University is intended, nor is any criticism implied of any product which does not appear in the Manual. If you as a supplier would like your products listed – please use the website as your point of contact.

Please note that each of the sections is paged individually, and comprehensive index provided.

Our sincere thanks to staff at Leech and Partners Ltd., and Murray Clark who contributed Section D on Tax. Thanks also to all the individuals, organisations and commercial firms who have provided information for our use. Without their co-operation, the production of the Financial Budget Manual would not be possible, and we sincerely appreciate the willingness of all those who have contributed. We wish to express our appreciation to the Assistant Editor Annmarie Baldwin for her efforts in gathering and collating the information.

This Manual has been prepared in good faith and is published with the condition that it and its owners, authors and editors disavow and exclude any liability in any way for any costs, claims, demands or actions arising from its use. In no event shall Lincoln University be liable for any direct, indirect, incidental or consequential damages of any kind whatsoever arising from the use of the Manual. This disclaimer includes, but is not limited to, all implied warranties of fitness for a particular purpose, merchantability or non-infringement. While every effort has been made to ensure that the information in this publication is accurate, no responsibility can be taken by Lincoln University for any error or omission in these pages, nor for any loss or damage resulting from the reliance on, or the use of information or opinions contained in this Manual. Lincoln University does not

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The inclusion of advertisements in the text does not necessarily imply the University's endorsement of those advertised products/services.

Any suggestions for the improvement of the Manual would be welcomed.

For readers' information the Faculty of Commerce at Lincoln University also produces a companion volume - the "Farm Technical Manual". It is a versatile reference book, which brings into one place all manner of essential technical information required by farmers and others involved in the farming industry.

David and Virginia Askin

EDITORS

October 2012

**Note:** Before reading this Taxation section, please refer to the disclaimer in the Preface of this Manual.

## NOTES for TAXATION SECTION:

This section details both the current (January 2012) legislation and proposed changes where applicable.

While every attempt is made to ensure accuracy, we must caution readers not to rely solely on the Financial Budget Manual without further reference, including professional advice where appropriate.

Significant changes in the past few years have arisen out of:

- Changes to the depreciation regime following the reduction of depreciation on buildings to zero;
- The changes to the Qualifying Company regime and the introduction of the Look Through Company;
- The tightening of the association rules and the use of these amended rules;
- Changes throughout the income tax regime to things such as tax credits, and other areas of perceived avoidance and abuse.

In forthcoming years, significant changes are likely to be felt from:

- Significant change to the taxation of income from non-portfolio foreign shareholdings.
- The taxation of foreign retirement savings;
- Anticipated changes to the treatment of dividends from closely held companies, including Qualifying Companies;
- Further changes to the tax rates applicable to companies compared to individuals.

Added to this, a number of high profile tax cases have strengthened the hand of the IRD in the area of tax avoidance without the need for new legislation.

Such complexity can never be completely covered by a manual of limited scope, so professional advice should always be sought.

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## **4.1 INTRODUCTION**

### **4.1.1 Tax Legislation**

This section sets out some of the more important requirements for Income Tax, Fringe Benefit Tax and Goods and Services Tax. Gift Duty was abolished in October 2011. Historical information is available at [www.aginfo.lincoln.ac.nz](http://www.aginfo.lincoln.ac.nz).

The law relating to tax in New Zealand includes the Income Tax Act 2007, the Tax Administration Act 1994 and the Goods and Services Tax Act 1985. The Income Tax Act also sets out the requirements for other taxes, including Fringe Benefit Tax. Only selected aspects of the taxation law have been included in this section, and caution must be exercised when applying those guidelines to a particular circumstance. If in doubt, your accountant, or financial adviser should be consulted.

### **4.1.2 Recent Changes to Tax Law**

In recent years there have been significant changes to the legislation in order to:

- broaden the income and consumption tax bases;
- reduce the scope for avoidance and evasion;
- lower the rates of tax;
- make the system fairer;
- simplify the tax system;
- make it more certain.

In essence, provisions relating to the calculation of tax liabilities are contained in the Income Tax Act 2007; administrative provisions have been consolidated into the Tax Administration Act 1994, while legislation relating to the Taxation Review Authority has been transferred to a separate Act.

The legislation changes were essentially a reorganisation and consolidation of existing law into a more logical order (including a change in the method of numbering sections of the Act), which also allowed some wording to be modernised. There has been no intention to change existing income tax law or current interpretation of that law.

The tax legislation has been rewritten in plain English in order to make it more understandable.

One aspect that changed was the introduction of a binding rulings regime. Under this regime, the Commissioner of Inland Revenue is able to issue rulings regarding the interpretation of tax law that will bind the Inland Revenue Department (IRD) in future decisions. For example, the IRD could issue a ruling regarding the tax implications of a proposed business transaction. Rulings can be classified as public rulings, product rulings, private rulings and status rulings. Product and private rulings are charged for on a full cost recovery basis. Rulings are valid for the period specified in the ruling but may be subsequently withdrawn. Rulings may also be terminated if there is a change in relevant law. Taxpayers are not bound by a ruling. The Commissioner is bound by the ruling he or she issues.

Simplification of the tax system, reducing compliance costs and clarification of problem areas of tax law and practice have been key features of IRD's tax policy work programme. Changes made include amendments to the depreciation regime, new provisional tax rules, and amendments to the taxpayer compliance, penalty and interest regimes. Changes to the ACC levies were also announced.

Individuals earning employment income are able to request an income statement if they wish. Income statements show any tax owing or refund due i.e. it replaces the general assessment produced after the filing of the now long-defunct IR5. Earnings Certificates can also be requested which will detail an individual's wage and salary income and PAYE deductions, but unlike income statements will not show any tax calculations.

The changes also affect employers who have to file monthly schedules containing individual employee's salary and wages together with PAYE deductions and other information. This system replaced the former year-end reconciliation of PAYE.

With respect to farming, the scope of changes to the tax legislation was minimal. Many of these related to the application of the legislation to the current year e.g. livestock tax values, as opposed to structural changes.

Other tax-related investment changes introduced were the Portfolio Investment Entity (PIE) regime which allows investors in managed funds or other pooled investment vehicles to be taxed on investment gains at tax rates applicable to the investor and the introduction of the Kiwi Saver scheme which introduces first year incentives to encourage investors to join and annual employer/employee contributions.

Industry related changes include the introduction of an emissions trading scheme.

Taxpayers should seek professional advice regarding these changes.

## 4.2 THE INCOME TAX SYSTEM

### 4.2.1 Overview

The New Zealand income tax system is primarily a self-assessment system where the onus or responsibility rests on the taxpayer to correctly calculate taxable income and his or her tax liability on that taxable income and to pay income tax due within set time limits.

The role of the Inland Revenue Department (IRD) is mainly regulatory in that the IRD is required to ensure that taxpayers have correctly determined their tax liability within existing tax law and that income tax due has been paid on time. The IRD has the power to administer the penalty regime against taxpayers who do not correctly comply with their obligations.

The Income Tax Act introduced the Core Provisions, which state and define the key principles of income tax law and taxpayer obligations. The taxpayer obligations stated in the core provisions are:

- correctly determine their amount of tax payable;
- deduct or withhold the correct amount of tax from payments or receipts;
- pay tax on time;
- keep all necessary information and maintain all necessary accounts or balances;
- disclose all information that the Commissioner requires in a timely and useful way;
- co-operate with the Commissioner, and
- to comply with other specific tax obligations.

Income tax is collected throughout the year by either the PAYE (Pay As You Earn), RWT (Resident Withholding Tax), withholding tax on scheduler payments, or provisional tax systems. After the income year has concluded, each taxpayer should complete the appropriate annual Return of Income, which calculates actual tax payable and allows tax already collected to be credited against calculated tax liability. The taxpayer must file the return with the Inland Revenue Department, if required to do so. (See *Section 4.2.5 Returns of Income*). An assessment is then issued to the taxpayer.

A taxpayer can dispute his or her income tax assessment. Under the disputes procedures, the taxpayer and the IRD must, in writing, state their various positions with respect to the items under dispute. There are several stages in this process which may involve a conference between the parties and adjudication. Recourse to the Taxation Review Authority and/or the Court is available in the final stages of the dispute.

Because of the complexity and rigid time restrictions of the dispute procedures, it is important that disputes are promptly dealt with and suitable professional advice is obtained by the taxpayer.



#### 4.2.2 PAYE (Pay As You Earn) Tax on Personal Income

Under the PAYE system, source deductions of tax are made by employers, i.e. tax is deducted prior to payment or crediting of salary and wages to employees. Employees (and contractors in some cases) are required to complete an employee tax code declaration form IR330 which is used by the employer to help establish how much tax should be deducted. The employee is to complete a declaration form when they start with a new employer or change tax codes. The tax deducted is periodically paid to the Inland Revenue Department.

The PAYE system applies to salaries, wages, and schedular payments (previously called withholding payments). Salary or wages are defined as any salary, wages or allowances received by way of overtime pay, bonus, gratuity, extra salary, commission or remuneration of any kind in respect of or in relation to the employment of the person.

The amount of tax deducted depends on the amount of payment and the tax code shown on the employee declaration. Tax tables to calculate the amounts to be deducted are published by the Inland Revenue Department (IR 340). The obligations of an employer are detailed in the booklet IR335 Employers Guide.

The tax codes for salaries, wages and secondary earnings are as follows:

<b>Code</b>	<b>Description</b>
No declaration	For employees who have not given their employer a tax code declaration or their tax code certificate. (Tax rate 45%)
M	Earnings are the main source of income
M SL	Earnings are the main source of income with a student loan. (Only one job can have this code.)
ME	Earnings are the main source of income between \$24,000 and \$48,000, and qualify for the independent earner tax credit.
ME SL	Earnings are the main source of income between \$24,000 and \$48,000, qualify for the independent earner tax credit and have a student loan.
SB	Earnings are secondary sources of income and annual taxable income is \$14,000 or less. (Tax rate 10.5%) See Note 1 below.
S	Earnings are secondary sources of income and annual taxable income is between \$14,001 and \$48,000. (Tax rate 17.5%). See Note 1 below.
SH	Earnings are secondary sources of income and annual taxable income is between \$48,001 and \$70,000. (Tax rate 30%).
ST	Earnings are secondary sources of income and annual taxable income is over \$70,000. (Tax rate 33%).
SB SL	Earnings are secondary sources of income and annual taxable income is \$14,000 or less with a student loan.
S SL	Earnings are secondary sources of income and annual taxable income is between \$14,001 and \$48,000 with a student loan.
SH SL	Earnings are secondary sources of income and annual taxable

	income is between \$48,001 and \$70,000 with a student loan.
ST SL	Earnings are secondary sources of income and annual income is over \$70,000 with a student loan.
ML	Earnings are the main source of income where annual taxable income is less than \$9,880 (i.e. entitled to the transitional tax allowance). Note: this tax credit has been removed from 1 April 2012.
CAE	Casual agricultural employee.
EDW	Election day workers.

Note 1: If the employee gross income from their main job is less than \$367 per week, a 10% standard student loan deduction for their secondary income may be too high. They may qualify for a student loan special deduction rate.

*Schedular Payments* (previously called withholding payments) are payments for personal services which are casual in nature or where there is not an employer-employee relationship. Common types of payment and the appropriate tax rates are specified in the IR330 form and include:

	%
Company directors' fees	33
Droving work	15
Shearing work	15
Agricultural, maintenance, development or other allied work on farm or land (including non-building improvements)	15
Planting, sowing or harvesting of vegetable crops	15
Agricultural work involving firewood cutting, post splitting etc, grass or seed cutting, hedge cutting, planting trees, planting or cutting flax, threshing, chaff cutting, hay making, etc, or gathering crops	15
Forestry or bush work	15

A non-employee performing any of the above services needs to complete an IR330 Tax Code Declaration and give it to the person paying him or her.

Failure to provide an employee declaration form increases the rate of withholding tax to be deducted by 15 cents for every \$1. The amount on which withholding tax is calculated should not include any GST charged by the contractor.

This tax mainly applies to payments by businesses to self-employed contractors. Withholding tax does not apply for payments to Companies.

#### *Payment of PAYE and Withholding Tax on Schedular Payments*

Employers must pay the total PAYE and withholding tax to the Inland Revenue Department and provide employer monthly schedules to IRD. The employer monthly schedule will contain various information including name and IRD number, tax code, child support, employers superannuation contribution (ESC), employer superannuation

contribution tax (ESCT), Kiwi Saver contributions on behalf of employees and student loan deductions of each employee. Due dates depend upon the type of employer.

‘Small’ employers are those whose PAYE and ESCT deductions did not exceed \$500,000 in the preceding year and they make one payment by the 20th of the month following the month when the deductions were made.

‘Large’ employers are those whose PAYE and ESCT deductions exceed \$500,000 in the preceding year and they must make two payments each month. Payments are due on the 20th of the month (for tax deducted from payments made from the 1<sup>st</sup> to the 15th of the month); or the 5th of the following month (for tax deducted from payments made on or after the 16th of the month). A PAYE payment form must accompany payments made to Inland Revenue, and the full employer monthly schedule must be supplied with the second payment that is due on or before the 5<sup>th</sup> of the following month. Large employers are required to provide schedules electronically.

Electronic filing is optional for employers that have gross annual PAYE of less than \$100,000.

Employers must keep proper records for each employee showing gross wages, tax deductions, and tax credits (if any). Tax credits relate to the working for families tax credit scheme. All records relating to employee wages must be kept for seven years.

#### **4.2.3 Resident Withholding Tax**

Resident withholding tax (known as interest/dividend PAYE) is deducted from interest/dividend income earned by taxpayers. RWT is deducted and withheld at source by the institutions or companies that pay interest or dividends to their clients or shareholders. The RWT rate for dividends is 33% and for interest is 10.5, 17.5, 30 or 33% depending on the income level of the recipient. Where the recipient does not provide their IRD number to the payer of the interest, the rate of deduction is increased to 33%. RWT on dividends is also reduced to the extent that imputation credits are attached.

No tax is required to be deducted from payments to organisations holding a Certificate of Exemption. These certificates are issued by the Inland Revenue Department to financial institutions, companies with sales greater than \$2 million p.a. and organisations whose income is exempt from tax.

Interest will not attract RWT liability if:

- the interest is not paid wholly or partly in the course of carrying on a taxable activity;
- the payer does not hold a valid certificate of exemption;
- the payer’s interest is below the \$5,000 exemption threshold.

RWT does not have to be deducted on private borrowings unless those borrowings are used in a taxable activity e.g. Farming.

Institutions which deduct resident withholding tax from interest/dividends are required to provide taxpayers with RWT certificates by 20th May each year. The certificates show RWT credits and allow a credit for the tax withheld to be claimed in the annual tax returns.

#### **4.2.4 Provisional Tax System**

Provisional tax is levied on all income which does not have tax deducted at source, such as PAYE or RWT. It is meant to ensure that all income will be taxed in the year in which it is earned. Provisional taxpayers include:

- Individuals who derive business or professional income, e.g. farmers.
- Companies.
- Trusts.

Taxpayers who have residual income tax (total tax less source deductions) of more than \$2,500 are required to pay provisional tax.

Provisional tax is based on either an estimate of the current year's income or a figure calculated from a previous year's tax liability. The rules are intended to ensure that approximately the correct amount of tax is paid in the year in which income is earned. The difference between provisional tax paid and the actual tax on the income earned, is adjusted in the next year.

Provisional taxpayers pay provisional tax:

- in three instalments if their residual income tax (RIT) was greater than \$2,500 in the previous income year;
- in either one, two or three instalments if they are new provisional taxpayers.

End of year tax to pay, called terminal tax, is calculated in the annual tax return. Terminal tax is due and payable based on the balance date of the taxpayer. The due dates are specified in *Section 4.15.1*. Where provisional or terminal tax is not paid by the date it is due, it will be charged with "use of money interest". Use of money interest applies to any underpayment or overpayment of provisional tax in addition to any late payment penalty which may apply. Use of money interest will generally run from the first instalment due date, except in the case of safe harbour taxpayers, who use the standard or "uplift" basis of estimating provisional tax.

Safe harbour taxpayers are individuals (other than a trustee) who use the standard option for determining their Residual Income Tax (RIT) for the current year (i.e. to calculate the 2012 provisional tax, taxpayers are to use 95% of last year's RIT or 95% of the RIT for the year before last).

## *Options for calculating Provisional Tax*

There are three options available to provisional taxpayers:

- The standard or ‘uplift’ method - See the table below for the adjustment to be used when different RIT’s are available for different years calculations.
- The estimation method - Based on an estimate of RIT, which may be revised at any time before the final instalment date. Those who estimate may be subject to shortfall penalties if they do not take reasonable care when making their estimates.
- The GST Ratio method - Based on a percentage of GST taxable supplies.

<b>Year for provisional tax being calculated</b>	<b>Year of RIT amount used</b>	<b>Adjustment</b>
2011 (instalments payable on or after 1 October 2010)	2009	RIT x 95%
	2010	RIT x 95%
2012	2010	RIT x 95%
	2011	RIT x 95%
2013	2011	RIT (no adjustment)
	2012	RIT + 5%
2014 and onwards	2012	RIT + 10%
	2013	RIT + 5%

In certain circumstances, the Commissioner of Inland Revenue may determine the amount of provisional tax to be paid (Section 119 of the Tax Administration Act 1994.)

Residual income tax is based on:

- a notice of assessment if one has been issued
- a taxpayer’s return of income if one has been filed
- the Commissioner’s assessment if a return has not been filed or an extension of time has been granted

Taxpayers may elect to become provisional taxpayers, so long as they have a RIT of at least \$2,500.

Taxpayers have the right to estimate their liability at any time on or before the third instalment date during an income year. All estimates must be ‘fair and reasonable’. For example, it is not ‘fair and reasonable’ to make ‘nil’ returns for the first two provisional payments, and pay the full amount as the third payment in order to bring the total provisional tax up to the required level for the year. The reasonable care standard for estimations of provisional tax for those taxpayers with RIT under the safe-harbour threshold does not apply.

Generally provisional tax is treated as being due and payable in three equal instalments. Use of money interest (UOMI) applies to any underpayment or overpayment of

provisional tax in addition to any late payment penalty which may apply. Use of money interest runs from the first instalment date except in the case of safe harbour taxpayers.

Use of money interest may be cancelled where a notice of assessment is issued stipulating a new due date for payment of the unpaid tax. If the assessment is issued before the original due date, a 30 day grace period is allowed which allows a taxpayer to pay the amount stated on the assessment without being charged interest.

### ***Provisional Tax Example***

Mr J. Smith is a farmer, with a personal income from his farm and from casual work for a local contractor. He uses the standard option of 95% of 2010/11 RIT and pays 2012 provisional tax of \$10,000. His total income is \$63,875. Total tax due in his 31 March 2012 tax return (in whole dollars) is:

Tax on total income	\$12,183
Less PAYE deductions	<u>1,000</u>
RESIDUAL INCOME TAX	\$11,183
Less provisional tax already paid	<u>10,000</u>
TERMINAL TAX	<u><u>\$1,183</u></u>

His terminal tax payment will be due on 7 February 2013. As he did not estimate his provisional tax, he is not subject to interest on the terminal tax due.

For the 2013 year, his provisional tax will be +5% of the residual income tax, (i.e. \$11,772). The provisional tax payments for 2013 are due as follows:

28 August 2012 (one third)	\$3,924
15 January 2013 (one third)	\$3,924
7 May 2013 (one third)	\$3,924

### **Provisional Tax 2012/13**

Key features are summarised as follows:

	<b>Safe harbour Current rules</b>	<b>Non-safe harbour Taxpayers</b>
<b>Classification</b>	All natural person provisional taxpayers except: <ul style="list-style-type: none"> <li>• those who opt out</li> <li>• trustees</li> <li>• those with certificates of exemption</li> </ul>	All provisional taxpayers other than those who are safe harbour.
<b>Interest Starting date:</b>	Terminal tax date for those safe-harboured	The interest applies from first instalment date in all cases

<b>Estimation:</b>	Not required. A taxpayer who estimates leaves the safe harbour	Estimates not required
<b>Instalment amount:</b>	Formula	Formula or estimate. A requirement that taxpayers take reasonable care if they estimate.
<b>Late payment penalty:</b>	Yes	Yes, if taxpayer pays less than estimated or required by formula.
<b>Interest on overpayments:</b>	No (but taxpayers may opt out of the safe harbour by estimating, in which case interest starts at the first instalment date)	Yes (if more than \$100)
<b>Interest on underpayments:</b>	No, unless taxpayer opts out of safe harbour	Yes (if more than \$100)

The key features of the new rules are as follows:

### **GST Ratio Method**

The GST ratio method allows taxpayers to calculate their provisional tax liability based on a percentage of their GST taxable supplies. This method was introduced to assist taxpayers whose income varies greatly throughout a tax year, as by aligning provisional tax payments with a tax payer's GST taxable supplies, the provisional tax payments due should be better aligned with the taxpayer's cash-flow. However, only taxpayers who qualify to use this method are able to do so.

The qualifying criteria are as follows:-

- A taxpayers residual income tax liability for the previous tax year is greater than \$2,500 but does not exceed \$150,000;
- The taxpayer was registered for GST for the whole of the previous tax year and the previous year was not a year in which they began their taxable activity;
- The taxpayer's GST ratio (residual income tax to total taxable supplies) for the current tax year is between 0-100%,
- For the current tax year the taxpayer files GST returns on a monthly or 2 monthly basis; and
- The business you are operating is not a partnership.

If a taxpayer meets the qualifying criteria and wishes to use the GST ratio method they must, before the beginning of the tax year in which they wish to use the method, send an

election to the CIR. The CIR will calculate the taxpayer's GST ratio and advise the taxpayer of their ratio before their first provisional tax instalment is due.

### *Calculation of GST Ratio*

The GST ratio for individuals is calculated as follows:

<b>Year for provisional tax being calculated</b>	<b>RIT previous year</b>	<b>RIT two years previous</b>
2011	$\frac{2010 \text{ RIT} - 10\%}{(2010 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$	$\frac{2009 \text{ RIT} - 15\%}{(2009 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$
2012	$\frac{(2011 \text{ RIT} - 10\%)}{(2011 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$	$\frac{(2010 \text{ RIT} - 10\%)}{(2010 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$
2013	$\frac{(2012 \text{ RIT (original formula)})}{(2012 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$	$\frac{(2011 \text{ RIT} - 10\%)}{(2011 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$
2014	$\frac{(2013 \text{ RIT (original formula)})}{(2013 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$	$\frac{(2012 \text{ RIT (original formula)})}{(2012 \text{ taxable supplies} - \text{asset adjustments}) \times 100}$

When a taxpayer's RIT or GST taxable supplies are not available for the previous tax year, the taxpayer must use their RIT for the year before the previous tax year (i.e. 2 years previous) and use their GST taxable supplies that correspond with that income year.

An adjustment to the taxpayers GST ratio may be made if, as part of the taxpayer's taxable activity, an asset is disposed of, provided that the asset is not revenue account property and the value of the supply is not less than the greater of:

- An amount equal to 5% of the business's total taxable supplies for the previous 12 months; or
- \$1,000

The adjustment is optional, and may be made by adjusting the taxpayer's taxable supplies for both the relevant period and income year.

### *Number of Provisional Tax Payments Using the GST Ratio Method*

If a taxpayer chooses to use the GST ratio method they are required to make 6 provisional tax payments (every 2 months) along with GST. Monthly GST filers will pay provisional on every second GST return. However, if the total amount of provisional tax is underpaid, only the taxpayer's compulsory provisional tax payments (instalments B, D and F) will be subject to UOMI (use of money interest). See *Section 14.15.1*.



For overpaid provisional tax, the UOMI provisions have been amended to ensure that if a taxpayer makes a voluntary payment of provisional tax on instalments A, C or E they will receive UOMI from the day after the date of payment 'date interest starts'.

#### *Amount of Provisional Tax Payments using the GST Ratio Method*

To calculate their provisional tax payments, a taxpayer must multiple their GST ratio by their total taxable supplies for the appropriate GST return period.

Example:

Jane has a 31<sup>st</sup> March balance date and chooses to pay her first instalment (instalment A) of provisional tax using the GST ratio method. The CIR has advised that her GST ratio is 9%. Jane files her GST returns on a 2-monthly basis. Jane's taxable supplies for the GST period 1<sup>st</sup> April to 31<sup>st</sup> May 2011 is \$22,050. Jane's provisional tax due on 28<sup>th</sup> June 2011 is \$1984.50 ( $\$22,050 \times 9\%$ ). This formula must be used to calculate her provisional tax due for each of other 5 GST periods. For example, if Jane's taxable supplies for the GST period 1<sup>st</sup> June to 31<sup>st</sup> July 2010 are \$18,630, Jane's provisional tax due on 28<sup>th</sup> August 2010 will be \$1,676.70 ( $\$18,630 \times 9\%$ ).

For taxpayers who file GST returns monthly, they must apply the GST ratio to the sum of their taxable supplies in the current taxable period and the preceding taxable period (i.e. the taxable supplies in the 2-month period matching the provisional tax instalment period.)

#### **4.2.5 Returns of Income**

In general, every taxpayer must furnish a return of income each year setting out details of the assessable income derived during the year, plus supporting information, including accounts, etc. Annual returns relate to an income year ending 31 March unless an alternative balance date has been approved by the Inland Revenue Department.

While IR3 returns will still have to be filed by relevant taxpayers, those taxpayers who have tax deducted from all their income at source, for example PAYE, RWT, receive an income statement which replaces the IR5. The result is the elimination of a yearly tax return for many taxpayers. Income statements will be sent mainly to people who have a student loan, or receive working for families or are entitled to receive it. Income statements will also be sent to taxpayers who have had the PAYE rules applied incorrectly or had their tax under-deducted as a result of using inappropriate tax codes.

Taxpayers who earn income that does not have tax deducted at source, such as business or rental income, will be required to complete an individual income tax return. Those who earn wage, salary, interest and dividend income but have something out of the ordinary, such as a loss, will also be required to file a tax return.

The following return forms should be used:

IR3 For individuals who pay provisional tax. Includes self-employed taxpayers, salary and wage earners and superannuitants who derive investment income with a

residual income tax liability in excess of \$2,500, and taxpayers whose income was derived from estates, trusts or partnerships.

IR3B Schedule of business income.

IR3F Farming income.

IR4 Income tax return: Companies

IR6 Income tax return: Estate or trust.

IR7 Income tax return – Partnerships and Look-through companies

IR9 Income tax return – Clubs or Societies.

### ***Due Dates for Annual Returns***

Annual returns for IR3 taxpayers and all other persons are due 7 July each year, or on the 7<sup>th</sup> day of the 4<sup>th</sup> month after the end of that person's income year.

There are penalties for filing returns after the due date. Refer to *Section 4.2.7*.

Special rules apply to returns completed by accountants and other specialists. These allow an extension of time for filing returns until 31 March of the following year.

### **4.2.6 Assessment of Tax**

The return of income requires the taxpayer to calculate his or her actual tax liability and then credit the PAYE, withholding, or provisional tax, which was paid during the income year. The Inland Revenue Department will issue an assessment notice to the taxpayer which will either accept or amend the return as filed. Possible outcomes are:

- A refund of tax overpaid (or a credit that can be offset against other tax due).
- More tax to pay (terminal tax). For individuals who are not provisional taxpayers, the due date for terminal tax is the 7<sup>th</sup> day of the following February. For provisional taxpayers, due dates are specified in *Section 4.15.1*.
- No adjustment required.
- Confirmation of a tax loss which can be carried forward to be offset against future income.

The Inland Revenue Department has the right to issue an amended assessment if it believes a previous assessment was not correct. The IRD has the right to do this until four years after the end of the income year (31 March) in which an assessment was made. Where a tax return was fraudulent or wilfully misleading or where it omitted income, then the Inland Revenue Department can issue an amended assessment without any time limit.

The taxpayer has the right to dispute their tax assessment. Commentary on the disputes procedures appears in *Section 4.2.1, Overview of the Tax System*. It is advisable to seek professional advice if a tax assessment is under dispute as the procedures are complex and subject to strict time restrictions.

A taxpayer who has lodged a competent objection or challenge to an assessment is not required to pay:

- the deferrable tax
- a shortfall penalty in respect of tax in dispute
- the interest accruing on the deferrable tax or shortfall penalty until the due date for payments of that deferrable tax.

If the taxpayer is successful in the dispute, the IRD will pay interest on the tax which the taxpayer paid before litigation. Alternatively, if the IRD is successful the taxpayer will be liable for interest on the unpaid portion of tax which is outstanding from the original due date.

#### **4.2.7 Penalties**

##### ***Interest***

“Use of money interest” is not a penalty as such, although it is appropriate to outline the provisions here.

The principle behind the two-way interest regime is that tax payments are due on prescribed dates, and taxpayers have an obligation to pay on the applicable date. Interest will provide an incentive to pay the right amount of tax at the right time by removing any benefit which can be achieved by deferring tax payments.

The two-way interest regime applies to both the taxpayer and the IRD, although the interest rates differ. Interest on underpayment of tax will be charged to the taxpayer at 8.40% p.a., while interest on overpayment will be paid to the taxpayer by the IRD at 1.75% p.a. (**Note:** These rates of interest are determined by the IRD and are subject to change. Taxpayers should consult their tax adviser or the IRD for the current rates.) Generally, interest will be charged from the day after the original due date until the tax is paid. Interest received (by the taxpayer) will be assessable and subject to withholding tax; interest paid will be deductible provided it is “business related”.

##### ***Penalties***

The penalties regime applies to place greater emphasis on taxpayers meeting their obligations at the standard expected of a reasonable person. The penalty regime supports self-assessment concepts by encouraging voluntary compliance with the law.

Some, but not all, penalties may be remitted by the Commissioner. Where remitted, the debt (penalty) is legally forgiven.

There are two classes of penalty under the regime. The key features of each class are outlined on the next page.

### ***Civil Penalties***

Civil penalties apply in the following circumstances:

- Late filing of returns. (Penalties range from \$50 to \$500, depending on the amount of net income.)
- Late payment of tax (5% plus 1% per month until paid). The 5% penalty is charged in two stages. The first 1% is charged on the day immediately after the due date for payment. The remaining 4% is charged if the tax remains unpaid seven days after its due date. The late payment penalty does not apply if unpaid tax is \$100 or less.
- Shortfall penalties where tax is underpaid because of;
  - a lack of reasonable care (20% of deficient tax)
  - an unacceptable interpretation or application of tax law (20% of deficient tax)
  - gross carelessness (40% of the deficient tax)
  - an abusive tax position (100% of the deficient tax)
  - tax evasion (150% of the deficient tax)
- Promoter penalties imposed upon promoters of certain arrangements intended to produce taxation-related benefits.

The penalties may be abated for voluntary disclosure, or increased if the taxpayer obstructs the IRD. Threshold amounts apply to ensure that trivial amounts do not attract such penalties.

Civil penalties are not tax-deductible.

### ***Criminal Penalties***

Penalties relate to the offence and can vary from fines of up to \$4,000 for first offences (e.g. for failing to provide information when required to do so), to fines of up to \$50,000 and/or imprisonment for up to five years for tax evasion.

## **4.3 CALCULATING TAXABLE INCOME - OVERVIEW**

### **4.3.1 Core Provisions**

The core provisions of the Income Tax Act 2007 set out the basis of income tax law in New Zealand. Core provisions, broadly, are those sections of the legislation which define the tax base by bringing certain income to tax, exempting various types of income, prescribing the rules for deductions, and defining when a person is resident in New Zealand. These provisions adopt a “global” approach to the calculation of an income tax liability, and have been written in plain language.

The core provisions state in writing and in diagrammatic form the method of calculating and satisfying the annual income tax liability. The annual gross income is reduced by the allowable tax deductions in order to determine the net income or net loss of the taxpayer. Taxable income is calculated by deducting net losses carried forward (if any) from net income. Tax at the applicable rates is calculated on the amount of taxable income, and is then adjusted for rebates.

Available tax credits (e.g. PAYE, RWT, overseas tax paid and/or provisional tax already paid by the taxpayer) are then credited against this net tax liability in order to establish if the taxpayer has underpaid or overpaid their tax for the year. Underpaid tax results in more tax to pay (terminal tax) while overpaid tax generally results in a refund to the taxpayer.

## 4.4 CALCULATION OF TAXABLE INCOME - INDIVIDUALS

### 4.4.1 Overview

Individuals have to file IR3 tax returns (depending on their sources of income - see *Section 4.2.5*, Returns of Income). While IR3 returns will still have to be filed by relevant taxpayers those taxpayers who have tax deducted from all their income at source e.g. PAYE, RWT etc may receive an income statement which replaces the IR3. Individuals are required to pay tax at the rates specified by the Income Tax Act. These rates vary according to the level of income on the basis that the higher the income, the higher the marginal rate of tax. The rates of tax are set out in *Section 4.15.2* Rates of Income Tax.

Taxable income is the net amount after deducting exempt income and allowable deductions from income received by the taxpayer.

The actual tax liability for the year is the amount of tax (calculated on taxable income) less the applicable tax credits and adjustments (if any). These are calculated in the taxpayer's income statement.

It is usual to find that some taxpayers must make a final adjustment to settle their tax liability. The amount of adjustment is calculated by deducting the tax paid during the year (e.g. PAYE or provisional tax) and any other tax credits from their actual tax liability. A negative amount represents an overpayment of tax, which will be refunded to the taxpayer. A positive amount represents an underpayment of tax, which must be subsequently paid to the Tax Department as terminal tax.

### 4.4.2 Assessable Income

This includes, among other sources:

1. Business income (includes farm income).
2. Monetary remuneration from employment, such as salary and wages, allowances (other than reimbursing allowances), bonuses, gratuities, emoluments (including redundancy), or other monetary benefits.

*Salary and wages* includes:

- Value of board, lodging and house allowances received.
- Payments on account of an employee.
- Pensions and superannuation from past employment.
- National superannuation.
- Earnings related Accident Compensation receipts.
- 'Basic Grant' paid to students.

3. Personal property sales e.g. company shares if it is the business of the taxpayer to deal in such property, or if the property was acquired for the purpose or intention of selling or otherwise disposing of it.
4. Revenues from land e.g. net rents received; profits from extraction, removal or sale of minerals, timber, etc.
5. Gains from the sale of land in some circumstances.  
There are complex rules regarding the taxation of gains from the sale of land (including improvements e.g. buildings). The following list provides a simplified summary:

Gains are taxable where:

- A. Land purchased and sold with the intention of resale. Intention of resale must be present at the time of purchase. Tax liability will attach whenever the land is sold.
- B. Land sold by a dealer in land. If the land was purchased for a land dealing business, tax liability will attach no matter when the land was sold. If the land was purchased not for the dealing business, tax liability will attach only if the land is sold within ten years of purchase. A dealer has been judicially defined as “one who is engaged in a reasonable frequency of transactions.”
- C. Land sold by a developer/divider of land. The same provisions re business/non-business acquisition set out in B above apply.
- D. Land and improvements sold by a builder. The same provisions re business/non-business acquisition set out in B above apply.
- E. Land sold where at least 20% of the gain is due to resource consent changes or approvals and the land is sold within ten years of acquisition.
- F. Sub-divided land where the scheme of subdivision was commenced within ten years of acquisition.
- G. Major sub-divisions involving significant expenditure.

There are various exemptions to avoid tax liability attaching under one or more of the above categories of land sales. There is an exemption for land used as genuine residential accommodation by the taxpayer and his/her family prior to the sale and where the area does not exceed 4,500 square metres. This exemption applies to all the land sale categories.

There is also an exemption for land used prior to the sale by the taxpayer as business premises for which business activities are actively conducted. This

exemption also applies to all categories of land sales but is qualified with respect to the builder category.

For land sale categories E, F and G, there is also an agricultural exemption. This exemption requires the land to be used for the purposes of an agricultural business prior to the sale and able to be used for the purposes of an agricultural business subsequent to the sale.

For land category F, there is an exemption if the sub-division is undertaken for the purposes of deriving rental income.

There are a number of anti-avoidance measures in this legislation, the most significant of which are the associated persons provisions. These provisions deem spouses, children, parents, companies, trusts and partnerships to be associated persons of a liable taxpayer. There are two purposes to these provisions. Firstly they are designed to prevent land owners from transferring liable land to an associated person to avoid the tax liability. The provisions deem that the transferor will be liable for tax on any profit made by the transferee.

The second purpose applies only to categories B, C and D. Where the taxpayer is an associated person of dealer, developer/divider or builder when the land was acquired, that association will taint the taxpayer meaning that the land sale can be taxed under the category B, C and D tax provisions even though the taxpayer him/herself is not a dealer, developer/divider or builder. The definition of an associated person was amended in 2009 to extend the liability of an associated person.

6. Royalties and 'know how' payments.
7. Interests, dividends, annuities and pensions.
8. All income-tested benefits paid by the Department of Social Welfare.
9. Travelling allowances received by an employee will be taxable except those amounts which represent a reimbursement of additional transport costs incurred by the employee in travelling between home and his or her place of work.

#### **4.4.3 Exempt Income**

The following items, amongst others, are exempt from income tax:

- Prize money from horse or dog racing, or trotting.
- Prizes from Lotto, Instant Kiwi and Bonus Bonds.
- Monies received by way of gifts, legacies, and capital gains.
- Any educational scholarship or bursary (but not the 'basic grant' which is paid by the New Zealand Government).



#### **4.4.4 Deductions for Employees**

Recipients of salary, wages and/or national superannuation, and casual agricultural employees, are not permitted to deduct employment related expenses.

However, there is one category of deduction that still applies to most people. Expenses incurred in the calculation of a person's liability for tax may be claimed as a deduction. This includes fees paid for preparation of accounts and tax returns, and purchase of reference materials to assist the taxpayer in calculating his or her tax.

#### **4.4.5 Personal Tax Credits**

Tax credits are offset against the tax liability calculated. However, the total tax credit claimed cannot exceed the assessed amount of tax payable, so the tax credit cannot be claimed as a refund if they are more than the tax which is due.

In the past tax credits were claimed by salary and wage earners when completing an annual tax return. Now, individual taxpayers claim tax credits using a tax credit claim form. All tax credit claim forms for an income year can be filed at any time. The tax credit claim form will be used by all individuals who are eligible to claim tax credits, including those who will still be required to file an annual tax return.

When Inland Revenue has processed a tax credit claim form a tax credit claim notice will be issued to inform the taxpayer of the tax credits allowed and the amount of the refund payable.

The principal tax credits available to individuals for the current income year are:

##### ***Tax Credit for Children***

As part of the 2012 Budget announcements this tax credit is being replaced by a limited tax exemption. The exemption will not allow a child to claim a refund on tax that has already been paid, such as PAYE and RWT.

##### ***Tax credit for income under \$9,880***

This allowance is available to a full-time earner (20 hours remunerative work per week) without dependent children.

Note: this tax credit cannot be claimed from 1 April 2012 as this tax credit has been repealed.

##### ***Housekeeper/Child Care Tax Credit***

The lesser of \$310, 33% of payments made, or 33% of taxable income.

This tax credit is allowable for a housekeeper, or for childcare (at home, at a childcare centre, or any other institution). It is available, provided the child care services are necessary because the taxpayer is a sole parent, or is disabled, or the care is necessary for business or employment, or when a housekeeper is required because of the taxpayer's disability.

Note: this tax credit cannot be claimed from 1 April 2012 as this tax credit has been repealed.

### ***Donations***

The lesser of 33.33% of total qualifying payments made, or 33.33% of taxable income.

Donations must be for a minimum of \$5 and made to approved charities. Receipts must be furnished in support of the rebate claimed.

### ***Payroll Giving***

33.33% of the amount donated is deducted from PAYE when it is paid.

This tax credit is available only to employees whose employer files their monthly schedules and PAYE deduction forms electronically, and the donation is made to an approved donee organisation.

### **4.4.6 Working for Families Tax Credit**

Working for families tax credits are intended to give income support to low and middle income earners with families.

The Working for Families Tax Credits package is made up of the following credits:

- family tax credit
- in-work tax credit
- parental tax credit
- minimum family tax credit

The family tax credit, in-work tax credit and the parental tax credit are collectively referred to as the WFF tax credits in the legislation.

Family tax credits and in-work credits are to provide assistance for families who have dependent children aged 18 years or younger. The parental tax credit provides additional family support to low to middle income working families for an eight week period after the birth of a child. The maximum entitlement is \$1,200 per dependent child born.

Family assistance credits are administered by the IRD and may be received by way of interim fortnightly instalments or at year end upon filing an annual return.

A person's WFF tax credits entitlement for each year is determined under the following formula:

family tax credit + in-work payment + parental tax credit - credit abatement.

The family income thresholds and tax credit entitlements for receiving family tax credits, in-work tax credits, family tax credits and parental tax credits for the years ending 31 March 2013 are set out in *Section 4.15.10*.

In addition to family income being within the income threshold, a family's eligibility to receive family assistance is determined in relation to an "eligible period" for the income

year and where four criteria are met. An eligible period means an unbroken period in an income year. The four criteria are:

- the person is a New Zealand resident and is sixteen years of age or over during the period,
- he or she must be the principal caregiver of one or more children during the period,
- his or her marital, civil union or de facto status must remain the same during the period,
- the child or children to whom the claim relates must be a dependent child or dependent children.

Other provisions are:

- A separated parent will be entitled to the in-work payment if he or she has exclusive care of a dependant child for at least one third of a tax year, a four month period, or the entitlement period, in the case of a parental tax credit.
- A separated person's eligibility for the in-work payment and eligibility criteria relating to the care of that child are considered for the periods during which that parent was the principal caregiver.
- Only the family tax credit or a parental tax credit will be apportioned on the basis of the time that a dependant child spends with another qualifying person.
- If two people are eligible for a child tax credit or an in-work payment in relation to a child, the amount of the credit that one person is entitled to is not affected by the other person's eligibility.

## 4.5 CALCULATING TAXABLE INCOME - COMPANIES

A company pays tax in its own right (i.e. it is separate and distinct from its shareholders). The company rate of tax on income derived by New Zealand resident companies is 28%. Taxable income essentially means business income less allowable deductions including depreciation. Under the imputation system, tax payable by a company can be available as a tax credit to the shareholders by the way of imputation credits attached to dividends. Companies pay tax through the provisional tax system (see *Section 4.2.4*).

### 4.5.1 Imputation System

Dividends paid can be subject to imputation tax credits. This means that tax paid by the Company can be passed on as a tax credit to the shareholders.

In a simplified example:

Family Company Limited earns a taxable income of	\$100.00
Company tax payable (28%)	<u>\$28.00</u>
Profit after tax	<u><u>\$72.00</u></u>

The directors decide to declare a dividend of \$28.00. They have the option of deciding how much imputation tax credit can be attached to the dividend, although the maximum imputation credit cannot be: (a) more than the ratio of tax to income at the current tax rate, and (b) more than the amount of tax paid.

$$\begin{aligned}\text{Maximum ratio} &= \frac{\text{tax rate}}{1 - \text{tax rate}} \\ &= \frac{0.28}{1 - 0.28} \\ &= 38.88 \% \text{ of the dividend}\end{aligned}$$

In the example, the maximum possible imputation credit is the total tax paid by the company, i.e. \$28.00. However, the maximum possible imputation credit also cannot exceed the ratio multiplied by the dividend, i.e. \$17.11 (\$28.00 x 38.88%). Therefore, the maximum imputation credit that can be distributed with this dividend is \$10.89.

The remainder of the tax paid can be carried forward, subject to shareholder continuity rules being met, in an imputation credit account. The balance carried forward can be used for tax credits in later years. Assuming the directors decide to distribute the maximum tax credit shown above, this will affect the shareholders (in total) as follows:

Dividend received by shareholder	\$28.00
plus imputation credit advised on the dividend notice:	<u>\$10.89</u>
Total to be declared on the tax return along with other income	<u>\$38.89</u>
Tax on \$38.89 at 33% (personal tax rate)	\$12.83
Deduct imputation tax credit advised by the company (as above)	<u>\$10.89</u>
	<u>\$1.94</u>

Additional tax to pay as a result of receiving a \$28.00 dividend is \$1.94. This will generally be collected by way of RWT deduction from the dividend.

Note: there are transitional rules to allow credits for tax paid at 30% to be imputed at that rate until 31 March 2013. This transitional rule is due to the company tax rate changing from 30% to 28%.

The company must maintain an Imputation Credit Account (ICA)

This account will include:

**CREDITS:**

- All Company tax payments
- Balances brought forward from previous years
- Dividends received with imputation credits attached

less DEBITS

- Imputation credits allocated to shareholders on dividends declared;
- Tax refunds received

The Imputation Credit Account can go into debit, by allocating the shareholders' credits before the company pays its tax, but it must be zero or in credit by 31 March each year, or the amount overpaid plus a penalty (of 10%) is payable. An imputation return must be filed by 31 May each year. These dates apply regardless of the company's actual balance date.

*To Summarise:*

Imputation means that company dividends are not subject to double taxation. Company tax paid by the company can be passed on as a credit to shareholders. As a result, if a company has enough imputation credits, and decides to distribute them, then dividends received should not result in extra tax to pay.

***Resident Withholding Tax***

Resident withholding tax (refer to *Section 4.2.3*) must also be deducted from dividends at a rate of 33%, but any imputation credits are offset against the amount to be deducted.

#### **4.5.2 Bonus Issues**

A company can elect to treat a bonus issue as either taxable or non-taxable.

#### **4.5.3 Losses**

Losses can be carried forward and deducted from the first available assessable income, subject to the following rules:

- At least 49% of the voting interests or market value interests in the company must be held by the same shareholders from the beginning of the period of loss to the end of the period of carry forward (shareholder continuity).
- Losses must be offset in the same order as incurred.
- Losses can be group offset between a loss company and a profit company provided that there is a minimum 66% common shareholding between the two companies (shareholder commonality).

#### **4.5.4 Payments to Associated Persons**

Special considerations apply where associated persons (for example, relatives) of the shareholders or directors receive remuneration from the company. These may affect arrangements to split income between family members, and it would be advisable to seek professional advice under these circumstances.

#### **4.5.5 Dividends Received by Companies are Taxable**

Dividends received by a company are taxable but imputation credits may be attached to eliminate tax liability. Dividends received from a foreign company and dividends from a wholly-owned group company are exempt income.

Previously, dividends received from a foreign company were subject to a foreign dividend payment (FDP). This FDP ceased for income years beginning on or after 1 July 2009. Transitional rules exist up until 31 March 2013.

#### **4.5.6 Qualifying Companies (QC's)**

Closely held companies may elect to be taxed as though they are a partnership under the Qualifying Company tax regime.

From 1 April 2011 new rules to the Qualifying Company (QC) regime were introduced. These rules allow existing QCs and loss-attributing qualifying companies to continue to use the QC rules, however these companies will not be able to attribute losses.

Transitional rules are available to those QCs wanting to elect to be a look-through company (LTC) or change to another business entity without tax consequences. This transitional period ceases on 31 March 2013.

Those companies that were not a QC before 1 April 2011 can no longer enter the QC regime.

#### **4.5.7 Look-Through Companies (LTC's)**

These entities are companies for the purposes of the Companies Act 1993, but are more akin to partnerships for tax purposes. They are a successor to the Loss Attributing Qualifying Company regime but, in a similar way follow the treatment of limited partnerships. LTC's have a number of limitations to the amount of losses that may be attributed to shareholders. Due to the limitations and LTC's being significantly different to Loss Attributing Qualifying Companies professional advice should be taken before a company is elected into the LTC regime.

#### **4.5.8 Repurchase of Shares by a Company**

Under the Companies Act 1993, a company may repurchase shares which it has issued. This amounts to a distribution, but may not be subject to tax. The rules regarding the cancellation, repurchase or redemption of shares are complex, and professional advice should be sought concerning the impact such activities have upon company tax.

## **4.6 CALCULATING TAXABLE INCOME - PARTNERSHIPS**

### **4.6.1 Overview**

A partnership is not a taxpaying entity and is not itself liable to pay tax. However the partnership must file a return of income (IR7) that shows the partnership income (or loss), and details the distribution of income among the partners. Each partner must then file an annual return declaring their portion of the partnership income. Accounts should be furnished with the partnership return.

The partnership's assessable income is calculated under the same provisions that apply to other businesses conducted by sole traders or by companies.

Each partner is liable for tax as an individual and must add his or her share of the net partnership income to income received from other sources. Partnership losses are also allocated to the individual partners, as a partnership may not carry a loss forward.

Payments of salary or wages and bonus payments made to a working partner under a written contract of service will be tax-deductible to the partnership. Normal PAYE procedures will apply to these payments.

### **4.6.2 Family Partnerships**

The use of family partnerships has been a common device for splitting income among family members.

If the Commissioner of Inland Revenue believes that the remuneration or share of profits paid to the relative is excessive, he has the power to reallocate the partnership income for taxation purposes between the partners in such shares as he considers reasonable, having regard to the capital and services contributed by the partners and other relevant matters.



## 4.7 CALCULATING TAXABLE INCOME - TRUSTS

A trust is an equitable obligation binding on a person (who is called a trustee) to deal with property over which he has control (which is called the trust property), for the benefit of persons (who are called the beneficiaries) of whom he may himself be one, and any one of whom may enforce the obligation.

It is not necessary that a trust be in writing, as a valid trust can be created by an oral agreement, or by the conduct of the parties concerned. However, it is desirable to evidence a trust in writing by a Deed of Trust, or inclusion in a will, or by some other trust instrument.

Trusts are commonly used as a means to hold family assets until children reach an appropriate age. They can have advantages in estate planning, and have some income tax effect.

### 4.7.1 Classification of Trusts

The Income Tax Act distinguishes between three types of trust:

#### *Complying Trusts*

This category covers most New Zealand based trusts.

#### *Foreign Trusts*

Generally trusts settled by a non resident.

#### *Non-Complying Trusts*

All other trusts - generally those with an off-shore trustee. Special rules apply to foreign trusts and non-qualifying trusts. These are not dealt with in this Manual.

### 4.7.2 Liability for Income Tax (Complying Trusts)

A trust is a separate legal entity, and as such all the income of a trust is liable for income tax in the hands of the trustee, either as *Trustees Income* or as *Beneficiary Income* where the trustee acts as the agent of the beneficiary (although the primary liability remains with the beneficiary).

*Beneficiary Income* is:

- Where a beneficiary of any trust becomes entitled to income under a specific provision of the trust deed or by the discretionary act of the trustee; or
- Where the trustee pays or credits income to, or on behalf of the beneficiary of a trust, during or within twelve months after the income year by a genuine transaction which places the income beyond the possession and control of the trustee in his/her capacity as trustee of that trust.

*Trustee Income* is any income that is not distributed as Beneficiaries' Income.

In the case of *Beneficiary Income*, the taxation liability is determined by calculating the tax liability of the beneficiary as an individual. If the beneficiary derives additional income, a personal return of income should be filed incorporating his/her trust income and the tax already paid by the trustee on his/her behalf.

*Trustee Income* is any income which is not distributed as *Beneficiary Income* and is taxed at 33%.

Provisional tax will normally be paid on the income of a trust. The return of income for the trust (IR6) will be filed by the trustee(s). Trust income is taxed once only so that a distribution to a beneficiary is not taxed if the trustee has paid tax on the income previously.

#### **4.7.3 Income Distributed to Minor Beneficiaries**

Trust distributions of more than \$1,000 to New Zealand resident minor beneficiaries are taxed at the trustee income tax rate of 33%. Only distributions from trusts settled by a relative or guardian of a minor, or an associated person of a relative or a guardian, will be subject to this rule.

Such distributions will not be gross income of the minor beneficiary. For the purposes of this rule a minor is a person who is under the age of 16 on the balance date of the trust.

Specific types of trust will be exempt from this rule:

- Beneficiary income derived from a trust where all settlements on the trust are sourced from a person who is neither a relative or legal guardian of the minor nor a person associated with the relative or legal guardian.
- Beneficiary income derived from a trust where all settlements on the trust are made by a will, codicil, intestacy or court variation of a will, codicil or intestacy.
- Beneficiary income derived from a trust which has more than one settlement including dispositions of property for less than market value by a relative, legal guardian or associate.
- Beneficiary income derived by a minor in receipt of a child disability allowance.
- Beneficiary income derived directly by a minor from a group investment fund.
- Beneficiary income derived by a minor from a Maori Authority.

Distribution to minor beneficiaries under the above exemptions and distributions to adult beneficiaries are taxed at tax rates applicable to the beneficiary, e.g. 10.5%, 17.5%, 30% or 33%.

## 4.8 CALCULATING TAXABLE INCOME - FARMERS

### 4.8.1 Farm Income

The assessable income of a farmer will include the following:

- Business profits from trading operations (includes soil cultivation, cropping or animal husbandry, growing plants, shrubs or flowers, growing fruit or grapes, beekeeping, poultry farming, share milking, running an orchard and forestry), calculated as sales *less* purchases and other business expenses *plus or minus* changes in value of stock on hand at the end of the year. (For valuation of stock, see *Section 4.8.6*).
- The value of meat and produce consumed domestically. (Usually nominal value if grown/raised on the farm.)
- Income received from any contracting work.
- Rents received from leasing farm property, including grazing fees.
- Receipts from the hire of livestock and plant, including stud fees.
- Insurance proceeds in respect of the loss of crops or stock.
- Prize money from A & P shows, less entrance fees and other related expenses.
- Compensation for stock condemned and hail damage.
- Refunds from the Income Equalisation scheme, including interest.
- Income from the sale of timber, including standing timber and trees planted for agricultural purposes. See *Section 4.8.7*.
- Income from dealings on the futures market, e.g. wool futures.
- Other items including any other categories of income generated by the farm business and income from any off-farm activities or investments.

### 4.8.2 Farm Expenses

Private expenses in the nature of household stores, domestic wages, repairs to household equipment, etc. are to be treated as private drawings, and must not be charged against farm income. Similarly, the private portion of expenses on the dwelling and car, should also be regarded as drawings.

In addition to the appropriate business expenses, farm expenses will include the following:

- Aircraft expenses (running costs and depreciation) in respect of the use of an aircraft used for farming purposes adjusted for an apportionment between business and private use
- Accident compensation levies
- Accommodation supplied to employees. A deduction may be claimed for accommodation supplied to all employees except partner-managers and all expenses (e.g. mortgage interest, repairs, maintenance etc) are deductible in full. The value of board and lodging supplied to an employee is treated as assessable income and subject to PAYE deduction. Where accommodation is supplied to a

partner-manager, partnerships and sole traders can claim 25% of the costs of the dwelling, whereas a company must charge rent.

- Compensation for sheep worrying damage caused by farm working dogs
- Dairy Farming Expenditure:
  - the cost of replacing a single component of milking plant (e.g. a pump or the pulsator units) is generally deductible;
  - some components of a milking plant will, however, be non-deductible capital items because they are unlikely to be replaced other than as part of an upgrade (e.g. Stainless steel pipe work and milk filters);
  - where a number of milking plant components are upgraded at the same time, the cost is usually on capital account and not deductible;
  - the cost of replacing a rotary platform system in a rotary milking operation is a non-deductible capital expense;
  - the cost of replacing either the platform, the motor or the drive mechanism of the rotary platform is a non-deductible capital expense;
  - the piping used in a dairy shed complex is not a fence for the purposes of s. DO 1 or s. DO 4, it will be capital expenditure;
  - the cost of replacing a damaged pipe-work gate leading to or from the dairy shed or yard is deductible; and
  - the cost of replacing overhead power lines to the dairy shed with an underground system of power is a capital expense and not deductible.
  - The cost of replacing the electric motor in a rotary platform is deductible.
- Depreciation on farm assets, plant and equipment, amortisation on land improvements and intangible assets. (see *Sections 4.8.3 and 4.8.4*)
- Electricity. A deduction is allowed for all electricity costs attributable to running the farming business. A deduction of 25% of the cost of electricity consumed by the farming household is also permitted.
- Farm fertiliser. A deduction is allowed for expenditure on fertiliser and lime, including spreading and the deduction may be claimed either in the year the expenditure is incurred or in any of the following four income years, as deferred fertiliser expenditure.
- Farm consumables. A deduction may be claimed for farm consumables such as hay, stock feed, twine, dip and drenches provided that the value of consumables falls within the accrual expenditure exemptions in Determination E12. (see Appendix, *Section 4.15.6*)
- Farm dwelling expenditure for partnerships and sole traders. A deduction is allowed for 25% of farm dwelling expenditure such as repairs and maintenance, depreciation etc. The Commissioner has stated there is no requirement for full-time farmers to apportion interest payable on a mortgage secured over a farm between amounts applicable to the dwelling and the farm business. (IRD

Technical Rulings Para 51.5.1) It would appear that the Commissioner considers the farm dwelling to be a necessary part of carrying on a farm business. For a company a deduction is allowed for 100%, however, no GST is claimable and rent must be charged to the owners.

- Income spreading schemes. Taxable income may be altered by shifting deductions for certain expenditures (such as fertiliser application) to future income years. Farm income may also be shifted to subsequent income years under the Income Equalisation Scheme – see *Section 4.8.5*
- Insurance premiums paid for insurance cover over farm assets and livestock. The prepayment rules will apply where the expenditure exceeds \$12,000.
- Interest. The Commissioner has stated there is no requirement for full-time farmers to apportion interest payable on a mortgage secured on a farm between amounts applicable to the dwelling and the farming business.
- Land Development expenditure (see *Section 4.8.3*)
- Legal expenses incurred in raising a mortgage to buy a farm property or farm assets or in borrowing money for farm purposes.
- Legal expenses incurred in entering into or renewing a lease of farm property or farm assets and in the preparation of share milking agreements.
- Motor vehicle expenses including depreciation applicable to farm business use. The proportion of deductible motor vehicle expenses is based on the ratio of business use to total use. The ratio is established from details recorded in a logbook over a representative 90 day period, and applies for a maximum period of 3 years. A new ratio must be established if business usage declines by 20% or more so that the established ratio no longer fairly represents business usage. Where insufficient records are kept, the maximum deduction allowable for business use is limited to 25% of motor vehicle expenses.
- Pest Destruction Board contributions.
- Prepaid expenditure.  
Expenditure must be claimed as a deduction in the income year to which the expenditure relates. However for practical purposes, smaller items of pre-paid expenditure can be claimed as a deduction in the current income year if the type of expense and the amount comply with Determination E12 –See Appendix, *Section 4.15.6*. For example, rent paid in advance which is less than \$26,000 and which relates to a period less than six months after balance date can be deducted in the current income year. Rent for a higher amount, or paid for in advance over more than six months, must be carried forward and deducted in the following income year, being the year to which it relates.

- Protective clothing, e.g. wet weather gear, spray masks etc.
- Rates including the proportion attributable to the farm dwelling.
- Repairs and maintenance excluding capital improvements.
- Stores and rations provided to employees:
  - ◇ Supplied to an outside employee (including a partner with less than 20% interest): the farmer can claim the actual cost of additional stores and rations purchased if accurate records are kept. Otherwise the deduction is limited to \$10 per employee per week. This applies where these costs have not already been claimed as a tax deductible farm expense.
  - ◇ Supplied to related married employees or part proprietor employees: the actual cost of stores and rations supplied is tax deductible.

An outside employee is one that lives off the farm and the meals are provided on the farm.
- Subscriptions and levies. A deduction is allowed for the cost of papers and magazines containing farming information.
- Wages paid to spouse.

Payments for cooking duties in respect of permanent employees (including adult members of the farmer's family employed full-time) will be allowed as a deduction on the basis of:

One permanent employee	- \$18 per week
Two permanent employees	- \$27 per week
Three permanent employees	- \$33 per week

and thereafter an additional \$4.50 per employee per week.

It is necessary that the requirements for the payment of wages between husband and wife are met, that is, declaration that the wages are genuine services, IR330 completed, regular cash payments, tax and Accident Compensation levy deducted and accounted for. The following should be noted:

- ◇ Payments for work performed on, or on behalf of, the farm may be deductible if the Commissioner of Inland Revenue has given prior consent to such payments. Before consent is granted, the Commissioner must be satisfied that the payment is for genuine services rendered in producing assessable income for the year.
- ◇ An application for approval must contain certain details (the Inland Revenue Department provides appropriate declaration forms), but subsequent to approval, only written confirmation that wages are still being paid on the agreed basis is required. The declaration should be filed before the employment commences.

This payment is in addition to any special arrangements made in respect of seasonal or part-time employees, e.g. shearers.

For a business registered for GST purposes, GST paid on items purchased is not a tax-deductible expense, since it can be recovered as a GST input. However, if the taxpayer is not registered for GST purposes, then GST forms part of cost and is tax deductible if the item to which it relates is deductible.

#### **4.8.3 Deductions for Land Improvement Expenditure (Development Expenditure)**

Expenditure on land improvements would normally be regarded as the improvement of a capital asset and under usual principles be regarded as non-deductible capital expenditure. However as a specific concession, a small number of land improvement expenditures are deductible as development expenditure.

The following expenditures are deductible in full in the income year they are incurred.

- The destruction of weeds, plants, or animal pests detrimental to land
- The clearing, destruction, and removal of scrub, stumps and undergrowth
- The repair of flood and erosion damage
- The planting and maintaining of trees for the purpose of preventing or combating erosion
- The planting and maintaining of trees for the purposes of providing shelter
- The construction on the land of fences for agricultural purposes, including the purchase of wire or wire netting for the purpose of making new or existing fences rabbit proof
- The regrassing and fertilisation of all types of pasture provided that the expenditure is not incurred in the course of a change in the nature or character of the farming being undertaken on the land

A lessor of land used for farming or agricultural purposes may claim the above deductions.

Other expenditures on land improvements must be capitalised as an asset and amortised at the rates set out in *Section 4.15.3 Expenditure on Land and Aquaculture Improvements*. Note the 20% loading cannot be applied to assets purchased on or after 20 May 2010.

A deduction is allowed for tree planting and maintenance if the principal activity undertaken on the land is a farming or agricultural business.

#### ***Purchase of Land***

Where land is purchased, any development expenditure incurred by the previous owner can continue to be amortised by the new owner.

### ***Development Expenditure Example***

In the year ended 30 June 2012, a farmer incurs the following expenditure:

New fencing	\$3,000
Irrigation pump	\$5,000
Shelter tree planting	\$1,000

The amounts deductible are:

Deductible in full - New fencing	\$3,000
Deductible in full - Shelter Tree planting	\$1,000

If the irrigation pump is below the ground this can be deducted on a diminished value basis at 6% (an amortisation type deduction)  $\$5,000 * 6\% = \$300$

If the irrigation pump is above ground, this should be capitalised and depreciated at **13% diminishing value**  $\$5,000 * 13\% = \$650$ , so the value for the next year's calculation will be  $\$5,000 - \$650 = \$4,350$

OR

**8.5% straight line**  $\$5,000 * 8.5\% = \$425$  each year

#### **4.8.4 Depreciation**

(See also *Section 4.8.3* for Depreciation on Land Improvements).

Depreciation is an allowance for loss in value of a fixed asset due to fair wear and tear, obsolescence, etc. which is allowed as a tax deduction. Not all assets are depreciable, for example, assets which are not used to produce assessable income, or assets which are not subject to wear and tear (such as land). Where an asset has a part business and part private use, depreciation is calculated at the schedule rate and then apportioned between business and private use (e.g. car depreciation).

Depreciation is calculated on the net price of the asset which generally would exclude GST if the taxpayer is registered for GST purposes. For a non-registered taxpayer, depreciation is calculated on the GST inclusive cost.

Depreciation is based on the effective working life of the assets concerned, giving rise to the concept of economic rates.

For the 2012 year buildings with an estimated useful life of greater than 50 years cannot be depreciated.

The taxpayer has a choice of 3 methods of depreciation: diminishing value method, straight-line method, and the pool method.

*Diminishing value (DV) method* is a constant percentage of adjusted tax value. The rates applicable to each asset are set by the IRD although a taxpayer may apply for a special rate. Selected examples of the economic rates are set out in *Section 4.15.8*.



*Straight line (SL) method* is a constant percentage of cost price. The rates are set by the IRD although special rates may be approved. Selected examples are set out in *Section 4.15.8*.

*Pool method* allows the grouping of low value assets, with depreciation being charged on the total of the pool. Buildings cannot be pooled. To pool property, the following criteria must be satisfied:

- (i) The maximum cost or depreciated book-value of any one asset is less than \$2,000.
- (ii) Taxpayers can use more than one pool. This is important because the lowest rate applying to any asset in a pool must be used.
- (iii) The assets must be used 100% for business purposes or be subject to FBT if their business use is less than 100%.

There is no restriction on the number of assets in a pool. Depreciation is calculated using the diminishing value method on the average value of the pool. The rate of depreciation is the lowest rate applying to any asset in the pool.

Example:

Value of pool at year start	\$18,000
Asset purchased during year	<u>6,000</u>
Value at end of year	<u>\$24,000</u>
Average value of pool	= (\$18,000 + \$24,000) ÷ 2 = \$21,000
Depreciation at (say) 22% DV	= \$21,000 x 22% = \$4,620
Pool value at end of year	= \$24,000 - \$4,620 = <u>\$19,380</u>

***Changing Between Methods***

Taxpayers can change the method(s) used for depreciation on a year to year basis, except when the asset is included in a pool. The carrying value for subsequent depreciation calculations is the current adjusted tax value. Charts exist to convert diminishing value rates to/from straight line rates. The Schedule of economic rates (*Section 4.15.8*) shows rates for both methods of depreciation.

***Adjustments***

*Assets other than pool assets acquired during the year* may be depreciated (DV or SL) for the number of months owned.

*Additions to an existing pool* are taken into account when the average value of the pool is calculated.

*Disposal of assets other than pool assets* - Assets may not be depreciated in the year of disposal. A loss on sale is tax deductible except for buildings. A deduction is allowed

for losses resulting from a building being destroyed or rendered useless as a result of events outside the taxpayer's control, such as natural disasters. A gain on sale in excess of the depreciated book value is assessable but any excess over original cost price is a capital gain and is not taxable.

*Disposal of pool assets* - The sale price must be deducted from the adjusted tax value of the pool before depreciation is calculated. No adjustment should be made if the pool asset is dumped or lost. If the resultant pool value is negative, that amount must be treated as depreciation recovered i.e. assessable income. The pool value becomes zero and no depreciation is charged until new assets are added to that pool.

*Private use of non-pool assets* - Depreciation must be apportioned between personal (non-deductible) expenditure and business (deductible) expenditure using an appropriate measurement base. For vehicles the same apportionment as for running costs must be used i.e. factual apportionment when complete records are kept, or based upon a test period of 3 months (subject to review every 3 years).

*Private use of pool assets* - Depreciation on pool assets cannot be apportioned - by definition, pool assets must have 100% business use. If the usage of a pool asset is not totally business related, it must be removed from the pool (deemed sale at market value) and then depreciated separately. Depreciation can then be apportioned between business and personal.

### ***Special Rules***

*Computer Software* - Expenditures must be capitalised and depreciated at 50% DV or 40% SL. Software costing less than \$500 may be immediately expensed. Costs of upgrades follow the same rules. Maintenance costs may be expensed.

*Loose tools* are consumable items of the type that are left on the shelf or in a chest when not in use. Loose tools should be treated as any other asset i.e. separately depreciated, pooled, or treated as a low value asset.

*Low value assets* costing \$500 or less may be claimed as a deduction (subject to some rules). If such property is subsequently sold, the entire sales proceeds are assessable.

*Assets which are scrapped* may be totally written off. The disposal costs must exceed the expected sale proceeds for such assets. If a scrapped asset is later sold, the proceeds are assessable up to original cost.

*Transfers of depreciable property between associates*. In general terms, the base value of an asset purchased from an associate is the lower of the original price paid by the seller or the price paid by the buyer. In addition the purchaser cannot claim a higher rate of depreciation than that used by the seller.

*New assets and imported second-hand assets* excluding imported used cars, buildings, intangible assets and software, may be depreciated at the economic rate. Second-hand property, imported used cars and buildings are depreciated at the appropriate economic rate.

*Plant variety rights.* Plant variety rights and the right to use them are included as intangible property and subject to an annual depreciation deduction. Plant variety rights are granted for terms of 20 or 23 years depending on the plant material. For depreciation purposes, the legal life of a plant variety right is the total of its legal duration under the contract or statute which creates it and the number of months during which the person owned the plant variety rights application.

***Assets Acquired During the Income Year***

Depreciation is calculated on a monthly basis. Annual depreciation deductions are based on the number of months the asset is owned.

***Assets Sold During the Income Year***

When a depreciable asset is sold, the total depreciation already allowed is adjusted so that the amount equals the actual decline in value from original cost to the disposal value. The amount of the adjustment is calculated by comparing the net sales proceeds (after deducting the costs of sale) with the book value of the asset.

If net sales proceeds are less than book value i.e. a loss on sale occurs, the loss is deductible in the year of sale. Losses on sale of buildings are not tax deductible. However, a deduction is allowed for losses resulting from a building being destroyed or rendered useless as a result of events outside a taxpayers control such as natural disasters. Note: due to the Christchurch earthquakes specific legislation regarding depreciation has been legislated.

If net sales proceeds exceed tax depreciated book value, a gain on sale occurs. The gain is assessable in the year of sale. Any excess above the original cost price represents a capital gain which is not taxable. If net sales proceeds do not exceed tax depreciated book value i.e. a loss on sale occurs, the loss is deductible in the year of sale.

***Summary of Depreciation Methods***

<i>Date of acquisition</i>	<i>Rates</i>
On or after 20 May 2010	20% loading cannot be used for assets purchased after this date
1 April 2005 and 2005/06 onwards	New economic rates plus 20% uplift for new assets (not including buildings, used imported motorcars, fixed life intangible property, excluded depreciable property or international aircraft)
1995/96 to 2004/05 income year	1993-2005 economic rates plus 20% new asset uplift (where applicable)
1 April 1993 to 1994/95 income year	Old schedule rates plus 25% uplift (where applicable) or 1993-2005 economic rates (without new asset uplift)
16 December 1991 to 31 March 1993	Old schedule rates plus 25% uplift (where applicable)
15 December 1991 and earlier	Old schedule rates

#### **4.8.5 Income Equalisation Schemes**

There are three income equalisation schemes.

##### ***Ordinary Income Equalisation Scheme***

This scheme allows a farmer to level out income from year to year by permitting a reduction in assessable income by the amounts deposited with the Inland Revenue Department. These deposits are retained in the Income Equalisation Reserve Account in the farmer's name. When amounts are withdrawn at a later date, they become assessable income.

Those taxpayers eligible to take advantage of the ordinary income equalisation scheme are:

- a taxpayer engaged in any farming or agricultural business.
- a taxpayer engaged in any business of fishing including rock oyster, mussel and freshwater fish farming.
- an individual taxpayer (not a company, public authority, or unincorporated body) who derives assessable income from forestry i.e. from the sale of standing, cut or fallen timber in its natural state grown on land owned by the taxpayer in New Zealand or the rights to cut or remove such timber.

##### ***Deposits***

Assessable income is reduced by the amount deposited during a year. Deposits may, however, be used to reduce the income of the immediately preceding year upon the taxpayer's written election, provided the deposit is made within the shorter of:

- six months after balance date; or
- one month after the due date for filing the return of income.

Deposits and refunds made outside the specified period will be accepted if made by the required date being one month from the date of filing the return of income for that accounting year.

The maximum amount of deposits in any one year is the assessable farm income for that year, and each deposit must be a minimum of \$200 (except the last deposit to make up the maximum).

The minimum period of deposit is one year (able to be relaxed under certain circumstances) and the maximum period for any one deposit is five years.

Generally no deposit can be made in a year when the farmer voluntarily withdraws funds from the Income Equalisation Reserve Account.

3% interest is paid on deposits held (except those withdrawn within one year), and credited to the appropriate deposit.

### *Withdrawals*

Compulsory refunds are made if a deposit reaches the maximum term of five years. Voluntary refunds (withdrawals) can be made at any time but must be made from funds deposited for a minimum period of 12 months, subject to the following exceptions:

- (a) If deposited for six months or more, funds may be withdrawn:
  - ◇ For immediate expenditure on planned development or maintenance work;
  - ◇ To purchase livestock;
  - ◇ To avoid hardship.
  
- (b) If deposited for less than six months, funds may be withdrawn:
  - ◇ For immediate expenditure on unplanned development or repair work resulting from an adverse event;
  - ◇ To purchase replacement livestock due to an adverse event;
  - ◇ To avoid hardship.

All refunds become assessable income in the income year when the application is made, or the immediately preceding year on the same conditions as for deposits.

A refund will not attract more tax than the deposit saved.

Refunds are made from the oldest deposits first.

### ***Forestry Income Equalisation Scheme***

There is a limited income equalisation scheme for a forestry company earning income from thinning operations. Thinning operations means the felling of trees in an immature stand to improve the growth and form of the trees remaining in the stand.

The minimum refund is \$200 unless the account balance is smaller; the maximum is the account balance.

There is no maximum time for which deposits by a forestry company may remain in the income equalisation account.

Special rules apply where the refund is due to the retirement, death, or bankruptcy of the farmer.

### ***Adverse Event Income Equalisation Scheme***

This scheme allows taxpayers engaged in any farming or agricultural business, to deposit income that arises from the sale of livestock, or failure to replace livestock, due to a self-assessed adverse event.

Deposits may be made during the year or backdated if made within one month after the end of the financial year. Interest at 6.5% p.a. is payable on deposits.

Refunds add to assessable income in the year application is made. Deposits remaining in the Adverse Events Income Equalisation Scheme one year after the event are transferred to the Main Income Equalisation Scheme.

#### **4.8.6 Valuation of Trading Stock**

##### ***General Principles***

The value of the trading stock of any business at the beginning and at the end of every income year must be included in calculating taxable income. The value of trading stock on hand at the end of the year is included in assessable income; the value on hand at the beginning of the year is deducted from assessable income.

In general, the taxpayer has the option of valuing trading stock at cost price, market selling value, or replacement price. In practice, the lowest possible value is generally the most advantageous for taxation. Livestock is valued according to special rules (see below).

##### ***Consumable Aids***

Items consumed in the production of trading stock, but which do not form part of the final product, are regarded as consumable aids and not as trading stock. Therefore, expenditure on items such as fuel, fencing materials, ear-tags, farm chemicals, fertiliser held for spreading and hay held for winter use may be fully deductible in the year the expenditure is incurred. Expenditure on unconsumed consumable aids on hand at balance date will still be deductible if their total value does not exceed \$58,000 in accordance with Determination EI2.

However, if the value of all unused consumables on hand at balance date exceeds \$58,000, then the original expenditure cannot be treated as a lump sum expense, but must be spread over the period(s) when they are actually used. Refer to *Section 4.15.6*, Accrual Rules for Expenditure.

##### ***Growing Crops, Fruit and Vegetables***

Crops, fruit and vegetables and other products which grow from the land and are attached to the land are regarded as part of the land itself, i.e. a capital asset. Growing crops are not regarded as trading stock unless and until they are harvested or severed from the land. Fruit growers can deduct the costs of purchasing and planting. (Refer to *Section 4.9* for provisions regarding purchase and planting of horticultural plants).

##### ***Valuation of Livestock (Refer also to Sections 4.15.4 and 4.15.5.)***

Farmers who farm sheep, beef cattle, dairy cattle, deer, goats or pigs (referred to for tax purposes as specified livestock), are required to value their livestock for taxation purposes using the valuation methods prescribed by the Income Tax Act. The available methods are:

- The herd scheme
- The market value or replacement price option
- The national standard cost scheme
- The self-assessed cost scheme

For non-specified livestock (such as horses, rabbits, dogs, or ostriches) other than bloodstock, the valuation options are:

- Cost price
- Market value
- Replacement price
- Standard value as agreed by IRD

Standard value is a fixed value which stays the same for each category of stock from year to year and differs from the national standard cost scheme for specified livestock

In addition, the High Priced Livestock Scheme must be used where relevant livestock qualify.

### **Herd Scheme**

The herd scheme valuation method values each type of livestock on the basis of age classes at National Average Market Values (NAMV) set annually. In each income year, herd livestock on hand at both opening and closing balance dates are valued at the NAMV set for that income year. This effectively removes any gross income arising from the movement of livestock values between years.

The philosophy underlying the herd scheme is that the herd is a capital asset, and movements in herd values should be treated as a non-assessable gain or loss to the farmer. Changes in herd numbers or the composition of the herd will affect taxable income.

All classes of livestock are eligible for the herd scheme. The farmer can select:

- (i) the classes of livestock, and
- (ii) the number of animals within each class, which are to be valued under the herd scheme.
- (iii) dairy and beef cattle have been separated into two livestock types.

The remaining animals in each class must be valued under one of the alternative options.

Subject to a supporting valuation, herd values for any farmer may be set at 90%, 100%, 110%, 120%, or 130% of the National Average Market Value. Prior modification of an intention to change is required. Any income or loss arising from a change of herd value percentage will be assessable or deductible in the year of change.

National Average Market Values (NAMVs) are published annually by the Tax Department. NAMVs for the current income year are usually announced in April/May and published in the Tax Information Bulletin and can be accessed on the IRD's website. Refer to *Section 4.15.4* for recent national average market values.

### *Movement to/from the Herd Scheme*

In March 2012, retrospective legislation was enacted that made any elections into the Herd Scheme irrevocable apart from some narrow exceptions. Once the Herd Scheme is adopted for a particular class of livestock the taxpayer is locked into using the Herd Scheme for that particular class until such time as that class is sold or the taxpayer ceases to be in business.

Narrow exceptions include:

- Farming operations change to a fattening regime where livestock is bought and sold and a cost based valuation is more appropriate,
- Stock are sold to a non-associated party,
- Stock die and are not replaced with the same class of stock in that financial year,
- Change of class to a class not previously elected as a Herd Scheme
- Increases above the base number can be valued using other methods.

The taxpayer may still move from another valuation scheme to the Herd Scheme at any stage with a valid written election.

#### *Associated Parties:*

Also as part of the Herd Scheme changes, any sale of livestock to an associated person will require the associated person to adopt the sellers Herd Scheme elections and base numbers effective 28 March 2012.

The only exemption to this is where there is a complete intergenerational change of ownership and the exiting generation has no ties at all with the new generation owners business – direct and indirectly, e.g. the vendor cannot be a beneficiary of a trust involved in the farming business. Loans left outstanding to the purchaser will not count.

#### **Market Value or Replacement Price**

Market value is the estimated selling price of the livestock, whereas replacement price is the cost of buying an animal of the same size, age, and breed. Market and replacement values must be supported by a valuation from a recognised livestock agent.

Market value/replacement price can be used as an alternative when using either of the cost options. However the market value and replacement price options are unlikely to be used unless these values fall below cost.

#### **Cost**

##### ***National Standard Cost***

The National Standard Cost (NSC) option is a simplified way of calculating the cost of livestock produced on a farm (home bred). It is based on national average costs of production rather than on market values. A farmer will apply NSC to homebred stock while purchased stock will be valued at purchase price.



NSCs for the current income year are announced approximately in January and published in the Tax Information Bulletin and can be accessed on the IRD's website ([www.ird.govt.nz](http://www.ird.govt.nz)).

Cost per head is accumulated until the animal reaches maturity (1 year for pigs, 3 years for male cattle, and 2 years for all other livestock). The aggregated cost will be held at that level within an inventory system (such as average cost) until the livestock is disposed of.

National average costs will be announced annually by the Tax Department as:

- breeding, rearing and growing (BRG) costs of rising 1 year livestock of each type;
- rearing and growing (RG) costs for rising 2 year livestock of each type except pigs;
- rearing and growing costs for 3 year male cattle.

The average cost of livestock purchased must also be included in order to determine the final cost per head. Thus, average cost will be specific to each farmer.

Only one cost option may be operated at any one time.

Example calculations (indicative costs only).

*Example 1 Homebred sheep*

Year 1:	BRG costs from IRD	\$13.00 per head
	Value per head = \$13	
Year 2:	R1 year value	\$13.00 per head
	RG <sub>2</sub> costs from IRD	\$ 8.00 per head
	Value per head = \$21	

*Example 2 Rising 1 year stock*

No of lambs bred	1000
No of lambs purchased	400
Average purchase price	\$25 per head
BRG costs from IRD	\$13 per head

Calculation:

Homebred lambs	1000 @ \$13	\$13,000
Purchased lambs	<u>400 @ \$25</u>	<u>10,000</u>
	<u>1400</u>	<u>\$23,000</u>

$$\begin{aligned} \text{Average cost of lambs} &= \$23,000 \div 1400 \\ &= \$16.43 \text{ per head} \end{aligned}$$

**Note:** BRG costs relate to homebred stock only.

No rearing and growing costs are assigned to purchased stock in the year of purchase. Cost per head is an average over all stock of that class.

*Example 3 Rising 2 year stock*

NB: The year following example 2.

No of hoggets at start of year	400
Cost of hoggets at start of year	\$16.43
Sheep purchased (not R1 class)	200 @ \$30 each
RG <sub>2</sub> costs from IRD	\$8 per head

Calculation:

Hoggets at start of year	400 x \$16.43	\$ 6 572
Rearing and growing costs	400 x \$8	3 200
Purchases	<u>200 x \$30</u>	<u>6 000</u>
	<u>600</u>	<u>\$15 772</u>

$$\begin{aligned} \text{Average cost of mature sheep} &= \$15\,772 \div 600 \\ &= \$26.29 \text{ per head} \end{aligned}$$

**Note:** No rearing and growing costs are assigned to purchased stock in the year of purchase.

The year-end cost of opening stock can also be calculated as

$$\begin{aligned} &\text{Opening stock numbers x (Year 1 cost + RG}_2\text{)} \\ &\text{i.e. } 400 \times (\$16.43 + \$8) \end{aligned}$$

The closing cost (\$26.29 in this example) is held constant until the livestock concerned are either sold or die, or until the valuation method is changed. Depreciation is NOT charged on this stock.

An inventory system is necessary in order to account for **mature** animals. It is suggested that an average cost inventory system would be appropriate for a livestock farmer. This method recalculates average cost annually. FIFO (first in, first out) could also be used.

*Example 4 Average cost of mature sheep*

Number on hand-start	2000
Intake of mature sheep	700
Sales and deaths of mature sheep	600
Number on hand - end	2100
Last year's average cost (say)	\$25.00 per head
This year's average cost	\$26.29 per head

Calculation:

Cost of sheep surviving from last year:

(Start nos. - sales and deaths) x last year's cost

$$(2000 - 600) \times \$25 \qquad \$35,000$$

Cost of this year's intake:

700 x \$26.29

18,403

\$53,403

Average cost per head =  $\$53,403 \div 2100 = \$25.43$  per head

**Note:** The actual formulae are more complex than these examples show. Farmers should seek professional advice.

*Section 4.15.4* details the published National Standard Costs over recent years.

*Section 4.15.5* provides example calculations for the herd scheme and the National Standard Cost scheme.

### **Self Assessed Cost**

The self-assessed cost (SAC) option is based on farmers assessing their own costs according to guidelines issued by IRD. The NSC scheme uses a farmers own costs of production. The self-assessed cost guidelines use livestock units (a well accepted unit based on feed intake) to apportion farm costs between livestock types. The apportioned costs are accumulated to determine the cost of livestock production for the year.

Virtually the same rules that apply to NSC also apply to SAC:

- it is an optional scheme.
- can be used with other schemes except NSC.
- an inventory control system is required for mature stock groups.

Taxpayers cannot use the self-assessed cost and the NSC schemes in the same income year and any change from one scheme to the other requires two years notice.

Self assessed cost cannot be used for stock currently in the herd scheme.

Farmers considering the Self Assessed Cost scheme should seek professional advice.

### ***Elections and notices***

The various election and notice requirements for specified livestock valuation are detailed in s EC 7. Most elections relate to changes between various valuation alternatives. In some cases, elections can be made by using the chosen method of livestock valuation in the relevant tax return. Otherwise, a same-year written notice or a two-year written notice is required. The notice requirements are as follows:

<i>Movement from:</i>	<i>Movement to:</i>				
	<i>National standard cost</i>	<i>HS</i>	<i>HVR</i>	<i>Self-assessed cost</i>	<i>MV/RP</i>
National Standard Cost	N/A	same-year	two-year	Two-year	not required
HS	NA	N/A	NA	NA	NA
HVR	two-year	Not allowed	N/A	two-year	two-year
Self-assessed cost	two-year	same-year	two-year	N/A	not required
MV/RP	not required	same-year	two-year	not required	N/A

A taxpayer cannot use both the national standard cost and self-assessed cost in the same year.

### ***High-Priced Livestock***

High priced livestock are in a separate class for valuation purposes. “High priced” means that the purchase price is at least \$500, at the time of purchase it was capable of being used for breeding, and the purchase price exceeds by 5 times the higher of the previous year's or the current year's declared National Average Market Value for that class of livestock. The scheme applies to purchased stock only.

High priced livestock are valued at cost less a write down for ‘depreciation’. Depreciation may be calculated using the straight line method or the diminishing value method. The rate depends on the type of animal, as follows:

<b>Livestock Category</b>	<b>Straight Line Rate (%)</b>	<b>Diminishing Value Rate (%)</b>
Sheep	25	33
Cattle	20	26
Stags	20	26
Other deer	15	22
Goats	20	26
Pigs	33	40

An election to adopt the diminishing value method of depreciation is irrevocable.

There are restrictions on the closing value for the first income year. Where the livestock is owned for less than six months and is not used for breeding purposes, or is less than one year old at balance date, the closing value must be cost price (i.e. is not depreciated). Once high-priced animals have been depreciated to the NAMV for that class, they will be included in the other valuation schemes operated by the farmer i.e. transferred out of the High Priced Livestock scheme.

Livestock taxation examples are illustrated in *Section 4.15.5*.

### ***Bloodstock***

For tax purposes, bloodstock is defined to mean any horse that is a member of the standardbred or thoroughbred breed of horses.

#### *General principles*

Stake money (i.e. prize money) from horse (or greyhound) racing in New Zealand or overseas, is exempt from tax; consequently no deduction is allowed for any expenditure associated with racing, including the costs of preparing for racing. The only exceptions to the non-deductibility of costs incurred in relation to racing activities are for the race preparation costs of professional bloodstock breeders who do not race that bloodstock and taxpayers who incur such expenditure in exchange for assessable income.

Breeding activities that constitute a business are taxable whereas hobby activities are not. If the breeding activity is deemed to be a hobby, the proceeds of any progeny sold will not be assessable but associated expenses are not allowed to be deducted from taxable income. Horses raced by a bloodstock breeder can be regarded as a hobby if it is not part of the breeding business. Transferring bloodstock from 'business' to 'hobby' must be at market value, but once racing is regarded as a hobby, prize money received is exempt income.

#### *Valuation of Bloodstock*

All bloodstock is to be valued at cost price. Stud stallions may be written down to \$1 over a period of five years, while broodmares may be written down to \$1 over a period of between three and 14 years depending upon the age when first used for breeding purposes. However, if the true market value of bloodstock is less than 50% of normal market value because of infertility, birth deformity or accident, then the true market value may be used. Costs of breeding and rearing are to be capitalised until the animal is used for breeding. The write-down provisions outlined above commence in the income year in which the horse was first used for breeding purposes. Gains on sale or other disposal of breeding stock may be used to reduce the cost price of replacement bloodstock, if application is made within a specified period.

The depreciation rate applicable to bloodstock used for horse-breeding is 25%. In addition, stallions may be depreciated on a straight line basis (at 20%) or a diminishing value basis (at 37.5%). An accelerated write-down regime for bloodstock was introduced with effect from 1 August 2006.

### **GST and Bloodstock**

The valuation of bloodstock is not affected by Goods and Services Tax as regards cost price or market value. GST exclusive values should be used, so that the cost price of bloodstock does not include input tax and the market value on disposal does not include output tax.

Bloodstock of any age may be zero rated for export within 24 months of supply, provided Inland Revenue approval has been obtained. (The usual requirement is that goods must be exported within 28 days of supply.) Bloodstock owners must apply in writing to Inland Revenue enclosing a copy of the sale contract to gain the concession.

#### **4.8.7 Farm Forestry and Timber Sales**

The principles underlying the taxation of a forestry activity is that any profit or gain made from the extraction, removal or sale of timber or the right to timber is included in taxable income on a net profit basis.

The general principle is that a farmer who harvests a woodlot situated on his or her farm returns as gross income the amounts realised from timber sales with a corresponding deduction for the cost of timber. If the cost of timber is known, the calculation is straightforward. If the cost of timber is not known, the Commissioner's practice is that the net income for tax purposes is the difference between the value determined on a royalty basis of the timber at the time of purchase of the property and the value at the time of sale. The responsibility is on the farmer to establish the cost price of the timber.

Net income from the sale of timber or the right to take timber need not be returned in the income year the timber is sold. The taxpayer can elect to have the income apportioned to the year of sale and the three preceding income years by giving the Commissioner written notice of intention to use the spreading provisions.

#### ***Forestry Planting Expenses***

A limited deduction is allowed in respect of expenditure incurred by farmers in planting or maintaining trees on the land.

#### ***Forestry and Land Development Costs***

An amortisation deduction is allowed for forest land development expenditures listed in *Section 4.15.3*. Forest land development expenditures generally relate to the clearing and preparation of land for planting and the construction of access roads for use for more than 12 months. This type of expenditure is not deductible but must be capitalised and depreciated at applicable depreciation rates.

#### ***Forestry Planting and Maintenance Expenditure***

The following items are tax-deductible in the year the expenditure is incurred:

- Rent, rates, land tax, insurance premiums, administrative overheads, or other like expenses.
- Weed, pest or disease control after trees have been planted. (Excludes releasing.)
- Interest on money borrowed and used as capital for the purposes of the forestry business.
- Planting or maintaining trees on the land.
- Repairs and maintenance on plant and machinery used to develop land, or to plant or maintain trees.
- Repairs and maintenance on land improvements (not trees).
- Depreciation on plant and machinery used to develop land or to plant or maintain trees.
- Fertiliser.

- The construction to or on the land of access tracks that are constructed for a specific operational purpose and used for no longer than 12 months after construction.
- The cost of standing timber lost or destroyed.

#### **4.8.8 Limitation of Tax Losses from Farming**

There is no limitation regarding the offset of farming losses against other income.

#### **4.8.9 Emissions Trading Scheme**

There are two categories of forest land:

- Pre 1990 forest land
- Post 1989 forest land

##### *Pre 1990 Forest Land*

Pre 1990 forest land is an area that was forest land on 31 December 1989 and on 31 December 2007 was still forest land and is covered predominantly by exotic forest species. An exotic forest contains species that are not native to New Zealand.

The tax treatment is as follows:

- Treated as being on capital account mostly and not subject to income tax
- No income tax is payable on receipt of New Zealand Units (NZU's) allocated under the Forestry Allocation Plan. No tax is payable on the increase in market value of these.
- No tax is payable on the sale of NZU's allocated under the Forestry Allocation Plan.
- The surrender of NZU's when deforested has no income tax liability or conversely, no tax deductibility
- The purchase of NZU's to meet any shortfall on Deforestation has no income tax deductibility
- All transactions are Zero-Rated for GST purposes

##### *Post 1989 Forest Land*

Post 1989 forest land is exotic or indigenous forest that is established after 31 December 1989 on land that was not forest land on 31 December 1989. Indigenous forest is a forest comprised of tree species that occur naturally in New Zealand or have arrived without human assistance

The tax treatment is as follows:

- Treated as being on revenue account with income being assessable and expenditure deductible

- No income tax payable on receipt of NZU's as a result of net increases in Carbon Stocks or at tax year end if still held
- Proceeds from the sale of NZU's from net increases in Carbon Stocks *are* subject to income tax in the year they are sold
- If a forest owner is required to purchase NZU's due to having a shortfall as a result of selling NZU's earned through Carbon Stock increases (i.e. replacing sold units) then a tax deduction is allowed for that purchase
- Purchase of additional NZU's that are not replacement units will have normal trading stock rules applied and any net deduction is only allowed on disposal
- All emissions units transactions are Zero-Rated for GST purposes



## 4.9 CALCULATING TAXABLE INCOME - HORTICULTURE

Horticultural activities are regarded as farming for tax purposes, so the general provisions relating to farming apply. Readers should therefore familiarise themselves with the farming provisions contained in *Section 4.8*. However, the following provisions relate specifically to horticulture.

*Purchase of land*, including conveyancing fees, is capital expenditure and is not deductible. However, legal fees incurred in arranging finance to purchase the land, or in arranging to lease the land, will be tax deductible.

*Buildings* are capital expenditure and are subject to depreciation allowances as for a farm (refer *Section 4.8.4*).

*Expenditure on land improvements* and development is subject to the same rules as for farming (refer *Sections 4.8.4* and *4.8.5*).

### *Listed Horticultural Plants*

A listed horticultural plant is defined as a horticultural plant, tree, vine, bush, cane or similar plant that is cultivated on land and is listed in the Commissioner's determination (see *Section 4.15.11*). The term does not include trees planted for the purposes of timber production, ornamental trees, or plants or vines planted for wine production.

The following rules apply to listed horticultural plants:

- Expenditure on the acquisition and planting of listed plants is to be amortised using the diminishing value method at the rate determined by Inland Revenue, plus a 20% loading. The rate of amortisation reflects that particular plants useful life (see *Section 4.15.11*).
- A deduction is allowed for expenditure on replacement plantings (including graftings) to a maximum of 15% of the planting in any consecutive 3-year period with a maximum of 7.5% of the planting in any one year.
- An immediate deduction is allowable for the unamortised cost of any plant that ceases to exist or ceases to be used to derive income provided the taxpayer has not claimed a deduction for replacing the plant.

### *Non-Listed Horticultural Plants*

Non-listed horticultural plants are horticultural plants, trees, vines, bushes, canes or similar plants that are not 'listed horticultural plants'. General provisions for non-listed plants include:

- the initial cost of a plant and the cost of planting are to be capitalised if the lifespan is greater than one year
- The full cost of any subsequent replanting is regarded as replacement and is fully deductible in the year of expenditure
- A depreciation deduction can be claimed for non-listed horticultural plants under the development expenditure provisions (see *Section 4.15.3*)

- The replacement crop and the cost of planting, as part of a crop rotation programme, is deductible in the year of expenditure provided there is no increase in the area under cultivation.

*Recurring annual costs* during the period between establishment and the production of the first crop are tax deductible when incurred notwithstanding that they are incurred to earn profits in future years. For example, an orchardist would be entitled to deduct expenditure on cultivation, pruning, spraying, rates, insurance, depreciation, etc. in the year the expenditure is incurred.

*Hail Damage* - Compensation payments received by orchardists for hail damage made to fill a gap in the profits are assessable income in the year received.

*Bird Netting Used by Grape Growers* – The cost of bird netting used by wine growers to protect ripening grapes from birds is deductible if the netting in question only lasts for one year and the cost of the netting is less than \$12,000. Otherwise it must be capitalized and depreciated at 25% SL or 33% DV.

*Valuation of Hives* – Ordinary commercial beekeeper hives are a capital asset and may be depreciated.

*Growing crops* of fruit, vegetables etc. are a capital asset and are only regarded as trading stock when they are harvested or severed from the ground. Unharvested potatoes may be valued as inventory provided the taxpayer consistently follows this practice.

#### *Plant variety rights*

Plant variety rights are defined to mean “proprietary rights granted for a plant variety under the *Plant Variety Rights Act 1987* or similar rights given similar protection under the laws of a country or territory other than New Zealand”.

Plant variety rights are included within the definition of intangible depreciable property and an annual deduction for depreciation is allowed to be claimed after the plant variety right is given provisional protection.

The “royalty” definition has also been amended to include a reference to plant variety rights.

#### *Using Discounted Selling Price to Value Nursery Stock*

Nursery growers use an industry-wide category approach in applying the Discounted Selling Price (DSP) method to value their nursery stock. DSP is a low compliance cost method of valuing trading stock available to taxpayers with small turnover and some retailers. Most nursery growers should be eligible to use DSP.

Nursery plants are divided into five categories. The DSP of mature plants in each category are calculated by multiplying the selling price of the plant by the DSP value. The DSP values have been determined by surveying taxpayers within the industry.

Type of Stock	DSP value
Bedding plants	58%
House plants and roses	55%
Liners/plugs	52%
Shrubs and perennials	48%
Trees	42%

**Example**

A nursery has 500 mature rose plants on hand at balance date. The nursery sells their mature roses to a retailer for \$15 each. The value of that stock for trading purposes is \$4,125 (500 plants x \$15 x 55%).

**Immature Plants**

The DSP of immature plants is calculated by multiplying the DSP of a mature plant by a ratio of the whole years of completed growth to the number of whole years the plant takes to reach maturity. Whole years have been used in the ratio to minimise compliance costs. The fact that most nursery plants are propagated and sold within a 12-month cycle, and balance dates tend to be at times when stock at hand is at its lowest, should prevent significant numbers of plants being valued at nil for trading stock purposes despite the use of whole years in the calculation.

**Example**

Another nursery has 500 12-month-old flax plants and 300 24-month-old flax plants on hand at balance date. The flax plants take three years to mature and sell for \$10 each.

The value for the purposes of the trading stock rules of the 1-year-old plants would be \$800 (500 plants x \$10 x 48% x 1/3); and the 2-year plants would be \$960 (300 plants x \$10 x 48% x 2/3).

**Over-mature plants**

The value of plants past their prime, or whose value drops is calculated by multiplying their revised market value by the DSP value. The revised market value is the price at which the grower expects to sell a plant in that condition. The principle underlying this is that because the cost of scrapping plants is very low, the decision to retain over-mature stock must necessarily anticipate an economic return on the stock. Revising down the market value to the anticipated sale price of such stock is, however, appropriate.

On the other hand, plants that are scrapped are effectively no longer part of a grower's business and therefore they should not have any value as trading stock. The particular treatments proposed for different circumstances are illustrated in the following table.

<b>Circumstance</b>	<b>Treatment</b>
The market selling value drops for a particular stock item, or there is no demand for the item, and the stock is scrapped	Nil value
The market selling value drops for a particular stock item, or there is no demand but stock is not scrapped	DSP based on revised market value
Plant is damaged and left in a “bargain area”	DSP based on revised market value
Plant is irrecoverably damaged and is scrapped	Nil value
Plant is over-mature and is scrapped	Nil value
Plant is over-mature and is not scrapped	DSP based on revised market value

### **Example**

A third nursery business has 400 mature but frost-damaged Kahikatea plants at the back of its nursery. Mature plants in prime condition are sold for \$30 each. The frost-damaged items are being offered for sale at \$20. The value of these plants for trading stock purposes is \$3,360 (400 plants x \$20 x 42%).

### **Questions**

#### ***Will all growers eligible to use DSP have to use the industry standards?***

Nursery growers who prefer to calculate their own discounted selling prices will still be eligible to do so. They will need to keep records that justify their valuations.

#### ***How should large growers value their stock?***

The DSP method is not available to all taxpayers. These taxpayers will have to value their stock at cost (using a cost valuation method) or at market selling value.

#### ***How will plants in the ground be valued?***

Plants in the ground are part of the land in which they grow and are thus not trading stock. On the other hand, once they are lifted and ready for sale they become trading stock and any such plants on hand at balance date will be subject to the trading stock rules and will need to be valued.

*Horticulturists* qualify for the Income Equalisation Scheme (see *Section 4.8.5*).

## **4.10 CALCULATING TAXABLE INCOME - FISHING INDUSTRY**

The following provisions relate specifically to the fishing industry but readers should also familiarise themselves with *Section 4.8* which includes information about farming generally. In general ‘fish’ includes shellfish and crustaceans.

### **4.10.1 Fishing Quotas**

A Transferable Term Fishing Quota (TTQ) [which has a term life of 25 years] is regarded as a capital asset so that the purchase price is not an allowable deduction for the purchaser and the sale proceeds are not assessable in the hands of the seller. However, a TTQ is regarded as depreciable intangible property so an allowable deduction for depreciation arises. Note that profits from the sale of quota shares may be gross income of the seller where the seller is either in the business of dealing in them or if the quota shares have been acquired for the purpose of selling or otherwise disposing of them.

A lump sum paid to the Crown to lease a quota (usually for a term of less than 12 months) and the resource rental payable under the lease are revenue payments and therefore deductible.

### **4.10.2 Income**

When valuing a catch, the most practical method is the market value method. As the payout to the skipper and the crew is based on the proceeds of the catch, using the auction price of the day is the most equitable and simplest method.

### **4.10.3 Deductible expenditure**

The range of deductible expenditure is determined by the business activity carried on by the taxpayer. In general, an ‘aquacultural business’ refers to freshwater fish farming, mussel farming, rock oyster farming, scallop farming, and sea-cage salmon farming. As with growing crops, unharvested mussels, oysters, etc, do not have a value for closing stock purposes. Once harvested, any produce on hand at balance date would usually be valued on a market value basis.

### **4.10.4 Depreciation deductions**

Taxpayers carrying on an aquaculture business [see above] may claim depreciation on specified capital expenditures at the rates set out in Schedule 20 on the diminished value of the asset. There is no deduction allowed in the income year on which the taxpayer ceases to carry on the business.

The owner of the improvements specified in the legislation may claim a deduction for development expenses incurred either by the taxpayer or by any other person - this allows a deduction for expenses incurred by a previous owner. However, a current lessee may

not claim a deduction if the expenditure was incurred by a previous lessee or owner. Where the taxpayer does not own the improvement, the deduction applies only to expenditures incurred by that taxpayer.

If an aquaculture improvement is destroyed or irreparably damaged and made useless for the purposes of deriving income, a deduction may be available for the diminished value of the improvements.

#### **4.10.5 Repairs to fishing boats**

Repairs and maintenance are treated as normal operating expenses. However, expenditure incurred in making repairs or alterations to the hull, equipment or machinery of any fishing boat as is required by Part 10 of the *Maritime Transport Act 1994* may be spread over a five-year period, the year of expenditure and the four succeeding years. If the taxpayer ceases to carry on the fishing business before the end of that five-year period, any expenditure not already deducted may be deducted in the year when the fishing business ceased or allocated equally over the year incurred and the subsequent years in which the business is carried on. To take advantage of the spreading provision, the fishing boat must have been used wholly for the purposes of the fishing business.

#### **4.10.6 Fishing gear**

The purchase of fishing gear (e.g. nets, floats, lines, sweeps) is generally treated as capital expenditure that can be depreciated in accordance with the rates set by Inland Revenue.

#### ***Second-hand goods credit***

The Commissioner has released a number of public binding rulings on whether or not a GST-registered person can claim a second-hand GST input tax credit on the purchase of a fishing quota, a marine farming lease, a marine farming licence or a coastal permit for the principal purpose of making taxable supplies. Briefly, the rulings provide as follows:

- No second-hand input tax credit may be claimed for the purchase of fishing quota (BR Pub 03/07).
- A second-hand input tax credit may be claimed for the purchase of a marine farming lease or licence if the following criteria are met (BR Pub 03/08 and BR Pub 03/09, respectively):
  - the marine farming lease or licence defines the area subject to the lease by means of a legal description giving an area in hectares (or equivalent) and its position on a survey plan;
  - the legal effect of the marine farming lease or licence is that the seabed is not excluded from the area leased or licenced (BR Pub 03/08); and
  - the vendor used the marine farming lease or licence to carry on the marine farming activity specified in the lease or licence;
  - the marine farming lease or licence is situated in New Zealand at the time of supply;

- the purchaser maintains sufficient records as required under the GST legislation; and
- the vendor and purchaser are not associated persons;
- No second-hand input tax credit may be claimed for the purchase of a marine farming permit in conjunction with either a coastal permit or certificate of compliance (BR Pub 03/10).
- A coastal permit or certificate of compliance is not a “good” for GST purposes and therefore also cannot be classified as “second hand goods” for GST purposes. A purchaser of a coastal permit or certificate of compliance will not be entitled to deduct input tax in respect of the supply of the coastal permit or certificate of compliance (BR 09/05).

Note: Marine farming leases and licences are deemed to be coastal permits due to s67J of the Fisheries Act 1983 being repealed.

#### **4.10.7 Income Equalisation Scheme**

Taxpayers engaged in the business of fishing are able to make deposits under the income equalisation scheme, and for this purpose ‘fishing’ includes rock oyster farming, mussel farming, and freshwater fish farming. (Also see *Section 4.8.5.*)

## 4.11 DISPOSITIONS OF RELATIONSHIP PROPERTY

One partner may transfer relationship property to the other partner under the Property (Relationships) Act 1976 (as amended) without giving rise to a subsequent liability for income tax. The term “relationship agreement” now extends to agreements between de facto and same sex couples. The legislation basically allows assets to be transferred at book values rather than market values. In essence, the recipient of the relationship property is placed in the same position as the person who made the transfer.

Legislation of relevance to the agricultural sector regarding relationship transfers includes the following:

- Transfers of land are deemed to be at the original purchase price which the taxpayer paid for the land. No profit on sale, needs to be included as part of income.
- Transfers of land with growing timber on it are regarded as a sale of timber, but may be transferred at cost price.
- Livestock is to be transferred at the same value as it appears in the books of the transferor.
- The rights of ownership of an asset will accompany the asset if it is transferred under a relationship agreement e.g. depreciation, recovery of depreciation upon disposal, etc.



## **4.12 FRINGE BENEFIT TAX**

Fringe benefit tax (FBT) is a tax paid by employers on non-cash benefits that have been provided to their employees. For example, an employer who provides an employee with a company car, low interest loan or other benefits may be required to pay FBT.

### **4.12.1 General Provisions**

From 1 October 2010 personal tax rates have changed, so the higher FBT rate of 61% has reduced to 49.25%. If you are calculating FBT requirements prior to 1 October 2010, you will need to use the previous rates.

Because of the increase in the top personal tax rate from 1 April 2000, the FBT rate was increased from 49% to 64% to prevent high income earners avoiding the 39% tax rate by substituting fringe benefits for salary and wages. As a consequence of the increased FBT rate, employers providing fringe benefits to employees earning less than the top tax bracket were over-taxed. Accordingly the multi-rate FBT system was introduced applying to the 2001 and subsequent income years. Since its introduction there have been changes to the personal tax rates and consequently changes to FBT rates.

This system allows employers to choose to pay FBT either at 49.25% or at a rate based on the remuneration paid to the employee. An example of the multi-rate calculations set out in Tax Information Bulletin Vol. No. 2000 is set out in 4.12.4.

FBT is payable on a quarterly, or on an annual basis. Employers are eligible to pay FBT on an annual basis where their gross tax deductions or specified superannuation deductions in the preceding income year did not exceed \$500,000 or where they were not employers in the preceding income year.

For each FBT period the employer must complete a return form setting out details of benefits granted and the tax payable, and send the return with payment to the Inland Revenue Department by the 20th of the month following the end of each period, except the March period due 31 May. Fringe benefit tax is levied on all employers, irrespective of whether they are taxable entities or are in a tax-loss situation. It is deductible for income tax purposes.

The tax is payable by every employer who directly or indirectly grants a fringe benefit to an employee (which includes a former employee or a prospective employee).

Expenditures incurred in providing fringe benefits must be business-related or incurred in gaining assessable income in order to be tax-deductible i.e. expenditures must follow the normal rules in order to determine if they are tax-deductible.

#### 4.12.2 Definition of 'Fringe Benefit'

A fringe benefit is any benefit received by an employee which consists of:

1. The private use, or the availability for private use, of an employer provided motor vehicle with a gross laden weight of less than 3500 kg.
2. Low interest loans. A loan is deemed to be a low interest loan because the rate of interest charged is less than the “prescribed rate of interest” which at April 2011 was set at 5.90% by IRD. The prescribed rate is reviewed regularly and should reflect commercial rates of interest. Current account balances owed to a company by a shareholder-employee can also represent low interest loans and become subject to fringe benefit tax. The reason for the low interest rate is because the recipient is an employee. Loans granted because of a family relationship e.g. father to son, would not be deemed to be a fringe benefit to the employee.

Loans made to employees under an employee share purchase scheme are excluded.

3. Subsidised transport where the employer is a public carrier.
4. Other benefits, such as free, subsidised or discounted goods and services, e.g. free milk, meat, firewood etc. provided to a farm worker. Other fringe benefits, for instance, could be life insurance or accident insurance premiums paid on behalf of an employee or family, or school fees for an employee's children.

There are two general exemptions for unclassified benefits in this category:

1. Where the value of fringe benefits supplied by the employer do not exceed \$22,500 per annum or \$300 per employee per quarter (\$1,200 per annum for annual payers).
2. There is no fringe benefit where an employee purchases an item from the employer at below cost price where the normal retail price does not exceed \$200 and:
  - (a) For sale goods:
    - ◇ The difference in price is made up of the discount to the public plus the usual staff discount, and
    - ◇ The price charged to the employee is no less than the smaller of 95% of cost or 95% of the price to the public, and
    - ◇ A reasonable quantity of these sale goods are available to the public.
  - (b) For non-sale goods, the price is not less than 95% of the retail price.

Benefits which are specifically excluded from the FBT regime include:

- Benefits provided and enjoyed on the business premises e.g. sports and recreational facilities, dining facilities, etc.
- Amounts already assessable as income.
- Amounts exempt from income tax.

- Benefits provided in the place of allowances which would be regarded as exempt income.
- Transportation in a vehicle not designed for the carriage of passengers.
- Benefits arising from the discounted price of shares acquired by employees under a share purchase scheme.
- Any benefit that is entertainment except where the employee may choose when to receive the benefit and other than in the course of employment duties.
- Club subscriptions paid by employer, provided it would be ordinarily tax-deductible to the employer.
- Board, lodging and free/subsidised accommodation (as these are already assessable as income).

#### **4.12.3 Value of Fringe Benefits**

The rules for calculating the value of fringe benefits are set out in the Income Tax Act.

##### ***Motor Vehicles***

A fringe benefit will arise where an employer makes available to an employee for his or her private use, an employer owned, leased or rented motor vehicle. The fringe benefit will arise if the vehicle is available for private use even if the employee does not in fact use the vehicle.

At the option of the employer, the calculation of the motor vehicle fringe benefit can be based on either the cost or the tax depreciated book value of the motor vehicle. The tax book value option will be useful to employers who own vehicles for more than five years. Under this option, there will be a minimum tax book value of \$8,333.

##### **Calculation of the value of the motor vehicle benefit – vehicle owned**

Three bases exist for determining the fringe benefit value of a motor vehicle where the vehicle is owned by the person making it available for private use.

##### **1. Quarterly basis**

If a motor vehicle is owned by the person making it available, the value for each quarter during which the vehicle is available for private use is 5% of the GST-inclusive cost price or 9% of the GST-inclusive tax value of the vehicle to the owner. To work out the value of the fringe benefit, the following formula is used:

$$\frac{\text{days x Schedule 5 amount}}{90}$$

where:

“days” is the lesser of 90 and the number of days (including part of a day) during the quarter in which the vehicle was made available for private use by the employee (see next page), and:

“Schedule 5 amount” is the amount calculated under Schedule 5 c11 (a) of the Act, being 5% of the GST-inclusive cost price or 9% of the GST-inclusive tax value of the vehicle (or 5.75% of the GST-exclusive cost price or 10.35% of the GST-exclusive tax value).

In calculating “days”, the number of days that:

- there was no availability for private use by an employee
- the vehicle was used for an emergency call
- the vehicle was used on a business trip away from the employee’s home, and
- the vehicle was used as a work related vehicle

must be subtracted from the number of days in the quarter. Simply stating 90 days for each quarter in this part of the formula is not correct.

Example: During the quarter ending 31 March 2012, Mr TP had one of his employer’s motor vehicles available for private use. The vehicle cost \$28,500 (GST-inclusive) of which Mr TP paid \$5,000. During the quarter, the vehicle was in the workshop for one week, was used to make two emergency calls and was taken away on a selling trip for 10 days. Mr TP made a contribution of \$20 per week to the private running costs. Mr TP’s employer uses the cost price basis to calculate FBT on the vehicle and chooses to pay FBT in this quarter at 49.25%. The number of days a fringe benefit was conferred is –

Days of the quarter		90
<i>less</i> no availability for private use	7	
<i>less</i> emergency calls	2	
<i>less</i> business trip days	<u>10</u>	
		<u>19</u>
		<u><u>71</u></u>

The gross value of the benefit is calculated as follow -

$$\frac{71}{90} \times \$28,500 \times 5\% = \$1,124$$

That value must then be adjusted for Mr TP’s contribution and ownership reduction as follows -

	\$	\$
Quarterly taxable value		1,124
<i>less</i> contributions (12 wks x \$20)	240	
<i>less</i> ownership reductions (\$5,000 x 0.025)	125	
Net quarterly taxable value		<u>365</u>
		<u><u>\$ 759</u></u>

The fringe benefit tax payable for the quarter is 49.25% of the net quarterly taxable value, being –

$$\$759 \times 49.25\% = \$373.81$$

## 2. Annual basis

A benefit can be subject to FBT on an annual basis (i.e. for a year commencing 1 April and ending 31 March) under s RD 29(3). Where this occurs, the employer will determine the annual value of the fringe benefit by applying the quarterly formula provided as above to each of the four quarters.

## 3. Income-year basis

Fringe benefit tax can also be paid on an income-year basis. This has particular application to shareholder-employees and for a year (which may be an accounting year). If this occurs, the fringe benefit will be calculated over the entire year rather than as a total of four quarters. The following formula is used:

$$\frac{\text{days x Schedule 5 amount}}{365}$$

where:

“days” is the number of days in the income year in which the vehicle is available for private use reduced by the number of days in which the motor vehicle is a work-related vehicle, and “Schedule 5 amount” is the amount calculated under Schedule 5 cl 1 (a), being 20% of the GST-inclusive cost price or 23% of the GST-exclusive cost price or 36% of the GST-inclusive tax value or 41.40% of the GST-exclusive tax value of the motor vehicle.

If a car is made available to an employee, the following can be regarded as days when the vehicle was not available for private use:

- Any day when the employee used the vehicle to leave home to attend an ‘emergency call’ (defined to be between 6 pm and 6 am on a working weekday, or on any Saturday, Sunday or public holiday, and involves the protection of plant and machinery or health and safety of the employer or a customer of the employer).
- Any day when an employee uses the vehicle for regular business-related trips of at least 24 hours duration.
- Any day on which the vehicle is regarded as a ‘work related vehicle’ (defined to be a vehicle, other than a motor car designed for the carriage of passengers, with gross laden weight less than 3500 kg and which has the employer's name or logo permanently affixed to its exterior).
- The number of days used for private purposes may be determined using a three month test period. The results will form the basis for calculating fringe benefit tax for a three-year period.
- Employers can elect the start time of an FBT day to be any time in a 24 hour period e.g. 6pm election made private travel between 6pm to 6pm is not subject to fringe benefit tax.

**Note:** Vehicles with a fold-down rear seat may be regarded as a work-related vehicle only if the rear seat is removed or permanently folded down, e.g. welded in the folded down position, and the employer’s name is prominently and permanently affixed to the vehicle.

Taxable value = Value of Benefit - Employee Contributions

Employee contributions towards the cost of private use of the vehicle may take the form of:

- Payment of all or part of the running costs.
- Reimbursing employer for the use of the vehicle.
- Where the vehicle is partly owned by the employee, 2.5% (of the GST inclusive cost or 2.875% of the GST exclusive cost) of the cost price of the employee's share may be deducted from the value of the benefit calculated as above.

### ***Low Interest Loans***

The value of a fringe benefit provided by way of a low interest loan is calculated by deducting the interest actually payable by the employee from the interest calculated at the prescribed rate of interest or at market rates on the daily balance of the outstanding loan.

Recent interest rates, as prescribed by Regulation, are:

<b>Period</b>	<b>Rate %</b>
1 April 2011 –	5.90%
1 Oct 2010 – 31 Dec 2010	6.24%
1 Oct. 2009 – 31 Dec. 2009	6.00%
1 July 2009 – 30 Sept 2009	6.41%
1 April 2009 – 30 June 2009	8.05%
1 Jan 2009 – 31 March 2009	8.05%
1 Oct 2008 – 31 Dec 2008	10.90%
1 July 2008 – 30 Sept 2008	10.57%
1 April 2008 – 30 June 2008	10.57%

### ***Subsidised Transport***

This category applies to employers who carry on a business that includes transportation of the general public for hire or reward. The taxable value is the greater of: 25% of highest cost to public for that class of travel, or the amount paid by the employee.

### ***Other Benefits***

Taxable value is the value of benefit minus amount paid by employee.

### ***Free or Discounted Goods***

- Where the goods are manufactured by the employer, the value of the benefit is the lowest price at which identical goods are sold on an arm's length basis.
- Where the goods are purchased by the employer, the value of the benefit is the cost to the employer.

**Note:** The value of the benefit is the lower of the cost as determined above or the market value on the day of supply to the employee. If the value cannot be determined by the methods above, then the value is set at normal market price or such amount as the Commissioner may decide.

### ***Free or Discounted Services***

The value of the benefit is, in general, the normal price charged for the services to members of the public.

#### **4.12.4 Calculation of Fringe Benefit Tax**

(Example from Tax Information Bulletin Vol. 12 No. 11 Nov 2000 – adjusted due to legislative changes)

#### **Detailed example of how the multi-rate FBT rules will apply**

JM Ltd is a close company owned and controlled by the CEO and spouse. The CEO is a major shareholder of the company as he or she owns 40% of the shares of the company. The following schedule shows the fringe benefits provided to the employees of the company on a quarterly basis. The same benefits are provided each quarter.

#### ***Fringe benefits received by employees (quarterly filing employer)***

	Cash remuneration for year \$	Taxable value (\$) of fringe benefits received per quarter			
		Motor vehicles	Foreign superannuation scheme <sup>1</sup>	Medical insurance <sup>2</sup>	Discounted goods <sup>3</sup>
CEO	\$80,000 (Includes dividends received of \$5,000 from JM Ltd)	\$1,800*	\$750	\$200	\$100
Employee 1	\$50,000	\$1,800*	\$750	\$200	\$100
Employee 2	\$40,000			\$200	\$100
Employee 3	\$37,500			\$200	\$100
Total benefit		\$3,600	\$1,500	\$800	\$400
				<b>Total value of all benefits</b>	\$6,300

\* Based on a \$36,000 vehicle used every day in the quarter (90 days).

<sup>1</sup> The contributions to a foreign superannuation scheme are covered by section CX 13 and therefore is a category of benefits.

<sup>2</sup> The medical insurance premiums are covered by section CX 16 and therefore is a category of benefits.

<sup>3</sup> The discounted goods are not included in sections CX 6 to CX 16 and therefore are unclassified fringe benefits.

#### ***FBT obligations for the first three quarters of the year***

JM Ltd would aggregate the taxable value of all fringe benefits provided in a quarter and then apply either the 43% or 49.25% single rate to this quarter. The company elects the 43% rate.

The FBT liability for quarters 1 to 3 is as follows:

Quarter	Taxable value of benefits	FBT rate	FBT payable	Due date for return and payment
Quarter 1	\$6,300	43%	\$2,709	20 July
Quarter 2	\$6,300	43%	\$2,709	20 October
Quarter 3	\$6,300	43%	\$2,709	20 January
Total			\$8,127	

As JM Ltd has chosen to pay FBT at the 43% rate in any of the first three quarters of the year, it must undertake the multi-rate calculation for the final quarter of the year.

If JM Ltd decided to attribute these benefits, it could decide only to attribute the medical insurance benefits, the benefits of other kind category or both. If it decided to attribute all these benefits, the annual taxable value of attributed fringe benefits would be:

Employee	Annual taxable value (\$) of attributed fringe benefits received per category				
	Motor vehicles	Superannuation	Medical insurance	Benefits of other kind	Total
CEO	\$7,200	\$3,000	\$800	\$400	\$11,400
Employee 1	\$7,200	\$3,000	\$800	\$400	\$11,400
Employee 2			\$800	\$400	\$1,200
Employee 3			\$800	\$400	\$1,200

### *Calculation of FBT liability for the final quarter*

#### **Example 1**

In this example of the calculation, JM Ltd attributes only the benefits that must be attributed to the employees who received them, and the other benefits are treated as non-attributed benefits and pooled.

**Step 1:** Calculate the fringe benefit-inclusive remuneration for each employee who received attributed benefits. The calculation is the cash remuneration minus the tax on the cash remuneration plus the annual value of fringe benefits attributed.

Employee	Cash remuneration	Less tax on the cash remuneration	Plus annual value of fringe benefits attributed	Equals fringe benefit inclusive remuneration
CEO	\$80,000	\$17,320 <sup>1</sup>	\$10,200	\$72,880
Employee 1	\$50,000	\$8,020 <sup>2</sup>	\$10,200	\$52,180

<sup>1</sup> Tax on cash remuneration for CEO is as follows:  $(\$14,000 * 10.50\%) + ((\$48,000 - 14,001) * 17.5\%) + ((\$70,000 - 48,001) * 30\%) + ((80,000 - 70,001) * 33\%) = \$17,320$ .

<sup>2</sup> Tax on cash remuneration for employee 1 is as follows:  $(\$14,000 * 10.5\%) + ((\$48,000 - 14,001) * 17.5\%) + ((50,000 - 48,001) * 30\%) = \$8,020$ .



**Step 2:** Calculate the tax on the fringe benefit-inclusive remuneration from step 1 for each employee. Schedule 2, Part B is the tax rates used for this calculation.

Employee	Tax on fringe benefit-inclusive remuneration
CEO	\$22,342.85 <sup>3</sup>
Employee 1	\$12,390.92 <sup>4</sup>

<sup>3</sup> Tax on fringe benefit-inclusive remuneration for CEO is as follows:  $(\$12,530 * 11.73\%) + ((\$40,580 - 12,531) * 21.21\%) + ((\$55,980 - 40,581) * 42.86\%) + ((\$72,880 - 55,981) * 49.25\%) = \$22,342.85$ .

<sup>4</sup> Tax on fringe benefit-inclusive remuneration for employee 1 is as follows:  $(\$12,530 * 11.73\%) + ((\$40,580 - 12,531) * 21.21\%) + ((\$52,180 - 40,581) * 42.86\%) = \$12,390.92$ .

**Step 3:** Calculate the FBT liability of the taxable value of attributed benefits. This calculation is the tax on the fringe benefit-inclusive remuneration (step 2) **less** the tax calculated on the cash remuneration in step 1.

Employee	Tax on fringe benefit Inclusive remuneration	Less tax on the cash Remuneration	Equals FBT liability on attributed benefits
CEO	\$22,342.85	\$17,320	\$5,022.85
Employee1	\$12,390.92	\$8,020	\$4370.92
Total			\$9,393.77

**Step 4:** Calculate the FBT on the non-attributed benefits. This amount is calculated by applying the 49.25% single rate or the 42.86% rate to the respective pools depending on whether the recipient of the benefit is a major shareholder-employee or an associate.

Pool	Value of non-attributed benefits	FBT rate	FBT liability
Pool 1 (major shareholder-employee a recipient)	\$1,200	49.25%	\$591
Pool 2 (major shareholder-employee not a recipient)	\$3,600	42.86%	\$1,542
Total			\$2,133

**Step 5:** Calculate the final FBT liability for the final quarter. This amount is the total of FBT liability calculated in step 3 (FBT on attributed benefits) **plus** the FBT liability calculated in step 4 (FBT on non-attributed benefits) **less** the FBT assessed in the first three quarters of the year.

FBT liability calculated in step 3 (FBT on attributed benefits)	Plus the FBT liability calculated in step 4 (FBT on non-attributed benefits)	Less the FBT assessed in the first three quarters of the year	FBT liability for the final quarter
\$9,393.77	\$2,133	\$8,127	\$3,399.77

JM Ltd's FBT liability for the final quarter is \$3,399.77. The tax and the return are due 31 May following the end of the quarter.

## 4.13 GOODS AND SERVICES TAX (GST)

### 4.13.1 Overview

GST is a broad based tax on consumption, levied on virtually all goods and services (except financial services, domestic accommodation employment contracts and a few other categories) supplied in New Zealand. Exported goods and services are taxable at a rate of zero per cent. GST is imposed on all goods and services imported into New Zealand. The rate of GST is 15%.

Only persons who conduct a 'taxable activity' or who intend to carry on a taxable activity are required to register for GST purposes, and are liable to charge and account for GST. To arrive at the net amount of GST payable to the IRD, businesses ('registered persons') must deduct the GST which they paid on their inputs from the GST charged on their outputs. Thus, although GST is charged at each stage of production and distribution, it is only the final consumer who actually bears the full cost of the GST charged.

### *Registration*

Any person/organisation whose gross turnover from taxable activities is over \$60,000 p.a. must register, and charge and account for GST. Registration is optional for traders having an expected taxable turnover of less than \$60,000 per year.

A taxable activity is any activity which involves the regular supply of goods or services to any other person for a consideration (payment). This is a wide definition which includes businesses, clubs, public and local authorities; but specifically excludes private recreational pursuits or hobbies, employment income, the directorship of a company (treated as employment), and the making of exempt supplies.

The following are exempt from GST:

- The supply of financial services;
- The supply of fine metal;
- The supply of donated goods/services by a non-profit body;
- The supply of residential accommodation in a dwelling; and
- The sale of rental dwellings (which have been used for rental accommodation for a period of five or more years).
- The supply of residential accommodation in a commercial dwelling (e.g. a hotel or hall of residence).
- Penalty imposed on unpaid rates.
- Penalty or default interest imposed under a contract for the supply of goods and services.
- A postponement fee for a rates payment that relates to local authority financial costs.

Certain supplies of goods and services are zero-rated. This means that the supply is taxable, but the rate of GST is zero.

Zero-rating occurs if:

- The goods are exported or are supplied outside New Zealand;

- A taxable activity is sold as a going concern to a registered person, i.e. a business or property is sold to another registered person who can continue operating without interruption;
- The services were performed outside New Zealand;
- From 1 January 2005, supplies of business to business financial services.
- Contribution of land made as a condition of resource consent or as a development contribution.
- The goods supplied consist of newly-refined precious metal.
- Certain supplies in respect of which excise duty and petroleum tax are payable.
- Supply of certain telecommunication services.

#### **4.13.2 Returns and Payment of GST**

Registered persons must furnish GST returns to the IRD. The standard period for each return is two months. Alternatively taxpayers may choose to make monthly returns, or six monthly returns (but only if the value of taxable supplies does not exceed \$500,000 in the previous 12 months). Businesses with annual turnover greater than \$24 million must complete monthly returns.

The GST return, which details the net amount of GST payable to the IRD (or to be refunded, as the case may be) is due by the last working day of the following month.

There is a penalty for late payment of additional tax to pay. GST unpaid after the due date attracts additional tax at the rate of 5% charged in two stages. An initial 1% is charged on the day after due date and the remaining 4% is charged if GST remains outstanding seven days after due date.

GST is normally calculated on an invoice (accrual) basis. This means that GST on Sales (outputs) must be included in the GST return covering the month in which the sale is made. GST can be claimed on purchases (inputs) in the same month as they take place. There is an alternative method, the payments (cash) basis. Under the payments basis, GST on outputs is only due if cash has been received. GST inputs can only be included if they have been paid for. This basis may be adopted by:

- Local authorities and non-profit bodies
- Registered persons whose total taxable supplies are less than \$1.3 million.
- Persons who satisfy the Commissioner that it would be appropriate for them to use the payments basis because of the nature, volume and value of their taxable supplies.

A further alternative, the hybrid basis, allows output tax to be calculated on an invoice basis and input tax on a payments basis. This method allows businesses to use their cash payments book to calculate input tax.

### 4.13.3 Calculating Output and Input Tax

Output tax is the GST charged in respect of the supply of goods and services made by the registered person.

Output tax can be calculated using the 'tax fraction' method.

The tax fraction is the amount of GST included in the total sale price. It is calculated by multiplying sales by 3 then dividing by 23 (for a GST rate at 15%).

The tax fraction is illustrated in this example:

Price including GST = \$115

Amount of GST = GST Inclusive amount  $\times$   $\frac{3}{23}$  =  $\$115 \times \frac{3}{23}$  = \$15

Alternatively, the accounting system may separately accumulate the total GST.

Input tax is the GST charged in respect of goods and services supplied to the registered person, provided that tax invoices have been obtained from the supplier. Input tax also includes GST paid on imports. Expenditure on fixed assets and other long term items is included, and GST inputs on these items should also be claimed in the GST return.

Other adjustments for specific circumstances are also required (e.g. bad debts, business use of private assets, private use of business assets, fringe benefits).

#### ***Example Calculation***

The GST payable by (or refundable to) a registered person for a return period is calculated as in the following example:

#### ***Output Tax:***

Sales: -	
(Total taxable supplies for the period, including GST.)	\$11,000
less	
Zero rated supplies (e.g. direct export sales)	<u>2,000</u>
	<u>\$9,000</u>
GST Content: $\times \frac{3}{23}$	1,174
Plus Adjustments (e.g. GST on goods used privately)	<u>200</u>
<u>Total Output tax</u>	<u>\$1,374</u>

*Input Tax:*

Purchases/expenses (business related): -	
Total for which tax invoices are held, including GST	<u>\$5,400</u>
 GST Content x 3/23	 704
 Plus adjustments (e.g. business use of private vehicle)	 <u>50</u>
<u>Total Input tax</u>	<u>\$754</u>
 <b>GST PAYABLE</b> (Output Tax less Input Tax)	 <u>\$620</u>

(The above example follows the format used in a Goods and Services Tax Return.)

**Note:** If output tax exceeds the input tax, the difference is paid to the IRD: if output tax is less than the input tax, the difference is refunded to the taxpayer, or it may be used to offset other amounts due to the IRD.

#### 4.13.4 Recording GST

Recording of GST is normally part of the accounting system for a business. Where a cashbook is used, a GST column is normally included. The 3/23 tax fraction on items that include GST is analysed into this column. At the end of the GST period, the column total can be transferred direct to the GST return (for businesses registered under 'payments' basis for recording GST).

Other businesses will need to include amounts that have not yet been paid or received, in their GST returns. This applies to businesses using the invoice basis.

This situation can be dealt with in a cash book-based system by using a separate 'GST Accrual' book. At the end of the GST period, all invoices on hand which have not been paid should be written into the book. The amount of GST included should be added to the amount shown in the cash book and included in the GST return. At the same time, the total from the GST accruals book at the previous return date should be deducted (since the invoices included will now be recorded, either as payments or in the GST accruals book again).

For example:

	GST inputs from cash book for Jan. and Feb.	\$1,234.56
<i>plus</i>	GST inputs included in GST accruals book for Feb. (invoices on hand but not yet paid at 28 Feb.)	<u>502.00</u>
		\$1,736.56
 <i>less</i>	 GST inputs included in GST accruals book for Dec. (invoices which were on hand but were not yet paid as at 31 Dec) accounted for in the previous GST return.	 <u>\$321.05</u>
	 GST inputs on an invoice basis	 <u>\$1,415.51</u>

Businesses using more sophisticated accounting systems will generally record GST inputs and outputs in separate ledger clearing accounts.

#### **4.13.5 Tax Invoices**

A 'tax invoice' must be held before GST paid on inputs can be claimed as a deduction.

The tax invoice is a document which contains details of the items supplied namely:

- The words 'tax invoice' in a prominent place;
- The name, and registration number of the supplier;
- The name, and address of recipient;
- The date of issue of the tax invoice;
- A description of the goods and services supplied;
- The quantity/volume of the goods and services supplied;
- Either: the value excluding GST, the GST charged, and the GST-inclusive price; or the GST inclusive price and a statement that GST is included in the price.

A slightly simplified invoice may be used where the amount supplied is less than \$1000.

Details required are:

- The word 'tax invoice';
- Name and registration number of supplier; Name and address of the recipient of the supply;
- Date of issue of the tax invoice;
- A description of goods and services supplied;
- The GST inclusive price and a statement that GST is included in the price.

No invoice is necessary if the amount supplied is less than \$50.

It is the responsibility of the supplier of the goods/services to issue a tax invoice. However, there is provision to allow the recipient (buyer) of such services to produce the tax invoice, provided the IRD agrees, both parties agree that the supplier will not issue the tax invoice, and that both parties receive a copy of the buyer – created tax invoice. This provision has significance for the rural sector where it is common for the buyer to create a document which evidences a sale e.g. a freezing works.

Where a registered person obtains second hand goods from a non-registered person, the purchase price is deemed to include a notional amount of GST (calculated by applying the tax fraction to the price paid). "Second hand goods" does not include any animals including progeny and domestic animals, or any animals used in a business and primary produce of a farmer (wool, meat, milk).

The purchaser/recipient of second hand goods must maintain records detailing:

- Name and address of supplier;
- Date of acquisition of the goods;
- Description of the goods;
- Quantity or volume of goods;
- Price paid.

#### **4.13.6 Auction Sales**

Sales through auctioneers are also subject to special rules, because often it is not known if the sale is taxable or not (i.e. whether the principal is registered). With the principal's agreement, the auctioneer can treat all sales as taxable; the tax collected is either remitted to the IRD by the auctioneer on behalf of an unregistered principal, or passed to a registered principal for him to account for. If there is no agreement to adopt this approach, the sale by auction will only be taxable if the principal concerned is a registered person selling goods in the course of his taxable activity. It should be noted that the principal is the supplier/seller of the goods. Auctions may themselves be carried on either a tax-inclusive or tax-exclusive bidding basis - the latter requiring GST to be added to the successful bid. Each auctioneer will decide his individual approach. It should also be noted that the commission charged by the auctioneers is subject to GST if the auctioneer is registered.

## **4.14 ACCIDENT COMPENSATION LEVY**

All persons who suffer injury by accident in New Zealand (and in certain cases, outside New Zealand) and who are employees or self-employed at the time of the accident, have cover under the Earners' Scheme of the Accident Compensation Act. The scheme is funded by a levy (premium) paid by employers, employees and self-employed persons. These levies are a tax-deductible expense. In 1998 the Government changed the levy rates based on a strategy of making ACC a fully funded scheme.

### **4.14.1 Levies on Employers**

The ACC levies on employers consist of three components:

1. Work Account Current Portion Levy ,
2. Work Account Residual Portion Levy , and
3. Health and Safety in Employment Levy.

Workplace Cover levies are set annually by Regulation and are classified by industry or risk categories. The amount payable is calculated on the amount paid to employees in the previous year. The classification groupings and associated levies are set out in *Section 4.15.7*.

The Work Account Residual Portion Levy covers the long-term costs of treating and rehabilitating people in the workplace before 30 June 1999 and non-work injuries prior to 1992. The levies are based on the amount paid to employees in the previous year as well as the type of industry or activity of the employer. The classification groupings and associated levies are set out in *Section 4.15.7*.

The Health and Safety in Employment levy is currently set at 5 cents per \$100 of the amount paid to employees in the previous year.

The maximum amount of employee earnings on which the residual claims levy and employer premium is payable in respect of one employee in the 2012/13 year is \$113,768.

### **4.14.2 Levies on the Self-Employed**

In the 2012/13 income year, self-employed persons and private domestic workers will pay the:

- Residual Portion of the Earners' Levy
- Current Portion of the Earners' Levy
- Work Account Current Portion Levy
- Work Account Residual Portion Levy

The residual levies for self-employed persons are the same as for employers.



The earners' levies are set annually by Regulation. The categories and levy rates for 2012/13 are set out in *Section 4.15.7*.

The work account levy maximum amount of earnings for a self-employed person for the 2012 year is \$110,018. Where a self-employed person works for more than an average of 30 hours per week and earns less than the minimum income of \$26,520, the levy is calculated on the basis of the minimum income.

If a person earns income both from self-employment and as an employee, ACC premiums will be payable on the self-employed income. A self-employed person who is engaged in two or more self-employed activities must pay the self-employed work account levy at the highest applicable rate.

ACC offers the option of ACC Coverplus Extra for self-employed as an alternative to the standard cover option. Standard cover provides weekly compensation of 80% of what was earned in the previous year. ACC Coverplus allows the self-employed person to choose their level of cover, provides weekly compensation of 100% of the agreed amount and faster settlement of the claim. Levies on the self-employed are scheduled in *Section 4.15.7*.

#### **4.14.3 ACC Levy Rates 2012/13**

The average levy rates for 2012/13 are as follows:

Work Account (paid by employers and self-employed)	\$1.15 per \$100 of liable earnings	From 1 April 2012
Earners' account (paid by employees through PAYE)	\$1.70 per \$100 of liable earnings	From 1 April 2012
Motor Vehicle Account (paid by motorists)	\$334.52	From 1 July 2012

## 4.15 TAXATION APPENDICES

### 4.15.1 2012/2013: Due Dates for the Payment of Provisional and Terminal Tax

Month of Balance Date	Instalments						Terminal Tax	
	A (optional)	B (First)	C (optional)	D (Second)	E (optional)	F (Third)	No Tax Agent	Tax Agent
October	28 Jan	28 Mar	28 May	28 July	28 Sep	28 Nov	Sep	Nov
November	28 Feb	7 May	28 June	28 Aug	28 Oct	15 Jan	Oct	Dec
December	28 Mar	28 May	28 Jul	28 Sep	28 Nov	28 Jan	Nov	Jan
January	7 May	28 Jun	28 Aug	28 Oct	15 Jan	28 Feb	Dec	Feb
February	28 May	28 Jul	28 Sep	28 Nov	28 Jan	28 Mar	Feb	Apr
March	28 Jun	28 Aug	28 Oct	15 Jan	28 Feb	7 May	Feb	Apr
April	28 Jul	28 Sep	28 Nov	28 Jan	28 Mar	28 May	Feb	Apr
May	28 Aug	28 Oct	15 Jan	28 Feb	7 May	28 Jun	Feb	Apr
June	28 Sep	28 Nov	28 Jan	28 Mar	28 May	28 Jul	Feb	Apr
July	28 Oct	15 Jan	28 Feb	7 May	28 Jun	28 Aug	Feb	Apr
August	28 Nov	28 Jan	28 Mar	28 May	28 Jul	28 Sep	Feb	Apr
September	15 Jan	28 Feb	7 May	28 Jun	28 Aug	28 Oct	Feb	Apr

#### **Example:** *Payment Dates*

A taxpayer with a 31 May balance date must pay their 2012-13 provisional tax instalments on or before 28 October 2012, 28 February 2013, and 28 June 2013. Any terminal tax for the 2012-13 tax year is due for payment on or before 7 February 2014, or if the taxpayer's income tax return is linked to a tax agent, 7 April 2014.

#### **2012/13:** *Instalment Dates and Calculation Methods for Provisional Tax*

Method Used	Number of Instalments	Instalment Due Dates
Standard	3	B, D, F
Estimation	3	B, D, F
GST ratio method (1 or 2 monthly GST filing)	6	A to F
GST 6 monthly filing (using either the standard or estimation method)	2	C and F

If a taxpayer chooses to use the GST ratio method, the taxpayer's compulsory provisional tax payments are instalments B, D and F. Effectively, no penalties or UOMI will be imposed if provisional tax payments are not made at instalments A, C or E.

Taxpayers who are registered for GST on either a monthly or 2 monthly basis and who are not using the GST ratio method to calculate their provisional tax liability, may choose to make voluntary payments on their GST form in the months where they are not required to make provisional tax payments (instalments A, C and E).

## 4.15.2 Rates of Income Tax

### *Individuals*

#### 2012 and Future Income Years

\$0 to \$14,000	10.5%
\$14,001 - \$48,000	17.5%
\$48,001 - \$70,000	30.0%
Over \$70,001	33.0%

### *Companies*

Domestic companies: 28% of taxable income

Overseas companies: 28% of taxable income

### *Trusts*

Trustee income	33 %
Beneficiary income to:	
- minors less than 16 years of age at trust balance date	33%
- other beneficiaries	taxpayer's marginal tax rate
Distribution from a non-qualifying trust	45%
Undistributed rents, interest and royalties derived by the Maori Trustee	17.5%
Income from Maori Authorities	17.5%

### *Tax Deductions: Withholding payment tax deduction rates*

Refer to *Section 4.2.2* PAYE (Pay As You Earn) Tax on Personal Income.

### *Tax Codes and Special Tax rates*

Refer to *Section 4.2.2* PAYE (Pay As You Earn) Tax on Personal Income

### 4.15.3 Land and Aquaculture Development Expenditure Depreciation Rates

Description and Rate of Depreciation Diminishing Value (%).

#### PART A: FARMING AND AGRICULTURE (including HORTICULTURE)

	%
(1) The preparation of the land for farming or agriculture, including the cultivation and grassing.	6
(1B) The regrassing and fertilising all types of pasture in the course of a significant capital activity that relates to a type of pasture with an estimated useful life of more than 1 year.	45
(2) The draining of swamp or low-lying lands.	6
(3) The construction of access roads or tracks to or on the land.	6
(4) The construction of dams, stopbanks, irrigation or stream diversion channels, or other improvements for the purpose of conserving or conveying water for use on the land or for preventing or combating soil erosion, other than planting or maintaining trees, whether or not on the land, for the purpose of providing shelter to the land.	6
(5) The construction of earthworks, ponds, settling tanks, or other similar improvements mainly for the purpose of the treatment of waste products in order to prevent or combat pollution of the environment.	6
(6) The sinking of bores or wells for the purpose of supplying water for use on the land.	6
(7) The construction of aeroplane landing strips to facilitate aerial topdressing of the land.	6
(8) The planting of non-listed horticultural plants on the land.	12
(9) The erection on the land of electric-power lines or telephone lines.	12
(10) The construction on the land of feeding platforms, feeding yards, plunge sheep dips, or self-feeding ensilage pits.	12
(11) The construction on the land of supporting frames for growing crops.	12
(12) The construction on the land of structures for shelter purposes.	12

#### PART B: FRESHWATER FISH FARMING

(1) The drilling of water bores.	6
(2) The draining of land or the excavating of sites for ponds, tanks, or races.	6
(3) The construction or races, sluices, ponds, settling ponds, or tanks of impervious materials to conduct or contain waters.	6
(4) The supply and installation of pipes for water reticulation.	6
(5) The construction of walls, embankments, walkways, service paths, or access paths.	6
(6) The construction of effluent ponds.	6
(7) The supply and installation of baffles or screens for the containing or	12

- excluding of fish.
- (8) The construction of fencing on the fish farm. 12

#### PART C: MUSSEL FARMING

- (1) The acquisition, preparation, and mooring of pontoons, rafts, or other floating structures for collecting spat: 24
- (2) The acquisition, mooring, and outfitting of moored floating platforms or longlines from which the collected spat is suspended for subsequent growth. 24
- (3) The collecting and depositing of shell or other suitable material on the sea bed to create spatting surfaces. 24

#### PART D: ROCK OYSTER FARMING

- (1) The acquisition and preparation of spatting sticks. 24
- (2) The construction and erection of posts, rails, or other structures for the holding of spatting sticks during spat catching and maturing. 24
- (3) The construction of fences (including breakwater fences). 24

#### PART E: SCALLOP FARMING

- (1) The acquisition, preparation, and mooring of floating structures for collecting spat. 24
- (2) The acquisition, mooring, and outfitting of long-lines from which the collected spat is suspended for subsequent growth. 24

#### PART F: SEA-CAGE SALMON FARMING

- (1) The acquisition, preparation, and mooring of pontoons, rafts, or other floating structures for securing or protecting cages or other containment vessels. 24
- (2) The acquisition, preparation, and placing of equipment of structures, including tanks, cages, nets, or other vessels, for the containment of live salmon. 24
- (3) The acquisition and placing of ropes and buoys used in the breeding or maturing of salmon. 24

#### PART G: FORESTRY

- (1) The felling, clearing, destruction, or removal of timber, stumps, scrub, or undergrowth on the land in the preparation of the land for the planting of trees on the land. 6
- (2) The eradication or extermination, to enable the planting of trees on the land, of animal or vegetable pests on the land. 6
- (3) The destruction, to enable the planting of trees on the land, of weeds or plants detrimental to the land. 6
- (4) The draining of swamp or low-lying lands in the preparation of the land 6

	for the planting of trees on the land.	
(5)	The construction of roads to or on the land (including any culverts or bridges necessary for the construction), when the roads are formed and wholly or mainly metalled or sealed.	6
(6)	The construction of roads to or on the land (including any culverts or bridges necessary for the construction), when the roads –	
	(a) are not access tracks to which section DP 1 (1)(h) (Expenditure of forestry business) applies, and	24
	(b) are either:	
	(i) roads that are formed and partially metalled or sealed; or	
	(ii) roads that are not metalled or sealed.	
(7)	The construction of dams, stopbanks, irrigation or stream diversion channels, or other improvements for the purpose of conserving or conveying water for use on the land or for preventing or combating soil erosion.	6
(8)	The repair of flood or erosion damage.	6
(9)	The sinking of bores or wells for the purpose of supplying water for use on the land.	6
(10)	The construction of aeroplane landing strips to facilitate aerial topdressing or disease control work or firefighting on the land.	6
(11)	The construction on the land of fences, including the purchase of wire or wire netting for the purpose of making new or existing fences rabbit-proof.	12
(12)	The erection on the land of electric power lines or telephone lines.	12

#### 4.15.4 Values for Specified Livestock

##### *National Standard Costs*

##### **2012 Income Year**

Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-standard/livestock-nationalstandardvalues-2012.html>

<b>Kind of Livestock</b>	<b>Category of Livestock</b>	<b>National Standard Cost</b> \$
<b>Sheep</b>	Rising 1 year	28.30
	Rising 2 year	19.80
<b>Dairy Cattle</b>	Purchased bobby calves	186.70
	Rising 1 year	473.30
	Rising 2 year	93.80
<b>Beef Cattle</b>	Rising 1 year	302.10
	Rising 2 year	166.70
	Rising 3 year male non-breeding cattle (all breeds)	166.70
<b>Deer</b>	Rising 1 year	109.80
	Rising 2 year	52.80
<b>Goats (Meat &amp; Fibre)</b>	Rising 1 year	23.20
	Rising 2 year	15.90
<b>Goats (Dairy)</b>	Rising 1 year	146.60
	Rising 2 year	24.40
<b>Pigs</b>	Weaners to 10 weeks of age	94.70
	Growing pigs 10 to 17 weeks of age	75.90

## *National Standard Costs*

### **2011 Income Year**

*Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-standard/livestock-nationalstandardvalues-2011.html>*

<b>Kind of Livestock</b>	<b>Category of Livestock</b>	<b>National Standard Cost</b> <b>\$</b>
<b>Sheep</b>		
	Rising 1 year	28.20
	Rising 2 year	18.40
<b>Dairy Cattle</b>		
	Purchased bobby calves	168.70
	Rising 1 year	394.40
	Rising 2 year	85.20
<b>Beef Cattle</b>		
	Rising 1 year	282.90
	Rising 2 year	155.00
	Rising 3 year male non-breeding cattle (all breeds)	155.00
<b>Deer</b>		
	Rising 1 year	94.40
	Rising 2 year	48.00
<b>Goats (Meat &amp; Fibre)</b>		
	Rising 1 year	21.60
	Rising 2 year	14.80
<b>Goats (Dairy)</b>		
	Rising 1 year	132.60
	Rising 2 year	21.20
<b>Pigs</b>		
	Weaners to 10 weeks of age	90.40
	Growing pigs 10 to 17 weeks of age	74.90



## *National Standard Costs*

### **2010 Income Year**

*Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-standard/livestock-nationalstandardvalues-2010.html>*

<b>Kind of Livestock</b>	<b>Category of Livestock</b>	<b>National Standard Cost</b> <b>\$</b>
<b>Sheep</b>	Rising 1 year	24.20
	Rising 2 year	16.10
<b>Dairy Cattle</b>	Purchased bobby calves	152.40
	Rising 1 year	428.00
	Rising 2 year	91.00
<b>Beef Cattle</b>	Rising 1 year	242.20
	Rising 2 year	135.70
	Rising 3 year male non-breeding cattle (all breeds)	135.70
<b>Deer</b>	Rising 1 year	78.30
	Rising 2 year	39.40
<b>Goats (Meat &amp; Fibre)</b>	Rising 1 year	19.00
	Rising 2 year	13.00
<b>Goats (Dairy)</b>	Rising 1 year	124.70
	Rising 2 year	20.50
<b>Pigs</b>	Weaners to 10 weeks of age	97.60
	Growing pigs 10 to 17 weeks of age	81.20

## National Standard Costs

### National Average Market Values

#### 2012 Income Year

Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-averages/livestock-nationalavemarketvalues-2012.html>

Type of Livestock	Classes of Livestock	Average market Value per Head \$
<b>Sheep</b>	Ewe hoggets	119.00
	Ram and wether hoggets	101.00
	Two-tooth ewes	191.00
	Mixed-age ewes (rising three-year and four-year old ewes)	166.00
	Rising five-year and older ewes	138.00
	Mixed-age wethers	78.00
	Breeding rams	305.00
<b>Beef cattle</b>	<i>Beef breeds and beef crosses:</i>	
	Rising one-year heifers	558.00
	Rising two-year heifers	807.00
	Mixed-age cows	1025.00
	Rising one-year steers and bulls	665.00
	Rising two-year steers and bulls	921.00
	Rising three-year and older steers and bulls	1100.00
	Breeding bulls	1992.00
<b>Dairy cattle</b>	<i>Friesian and related breeds:</i>	
	Rising one-year heifers	1234.00
	Rising two-year heifers	1806.00
	Mixed-age cows	2155.00
	Rising one-year steers and bulls	521.00
	Rising two-year steers and bulls	822.00
	Rising three-year and older steers and bulls	1077.00
	Breeding bulls	1526.00
	<i>Jersey and other dairy cattle:</i>	
	Rising one-year heifers	955.00
	Rising two-year heifers	1620.00
	Mixed-age cows	1923.00
	Rising one-year steers and bulls	412.00
	Rising two-year and older steers and bulls	662.00
Breeding bulls	1198.00	
<b>Deer</b>	<i>Red deer:</i>	
	Rising one-year hinds	243.00
	Rising two-year hinds	413.00
	Mixed-age hinds	455.00
	Rising one-year stags	276.00
	Rising two-year and older stags (non-breeding)	497.00
Breeding stags	1464.00	

<b>Deer (continued):</b>	
<i>Wapiti, elk, and related crossbreeds:</i>	
Rising one-year hinds	286.00
Rising two-year hinds	469.00
Mixed-age hinds	506.00
Rising one-year stags	323.00
Rising two-year and older stags (non-breeding)	540.00
Breeding stags	1447.00
<i>Other breeds:</i>	
Rising one-year hinds	151.00
Rising two-year hinds	231.00
Mixed-age hinds	259.00
Rising one-year stags	178.00
Rising two-year and older stags (non-breeding)	260.00
Breeding stags	646.00
<b>Goats</b>	
<i>Angora and angora crosses (mohair producing):</i>	
Rising one-year does	73.00
Mixed-age does	91.00
Rising one-year bucks (non-breeding)/wethers	58.00
Bucks (non-breeding)/wethers over one year	68.00
Breeding bucks	340.00
<i>Other fibre and meat producing goats (Cashmere or Cashgora producing):</i>	
Rising one-year does	73.00
Mixed-age does	91.00
Rising one-year bucks (non-breeding)/wethers	58.00
Bucks (non-breeding)/wethers over one year	68.00
Breeding bucks	340.00
<i>Milking(dairy) goats:</i>	
Rising one-year does	500.00
Does over one year	500.00
Breeding bucks	300.00
Other dairy goats	18.00
<b>Pigs</b>	
Breeding sows less than one year or age	221.00
Breeding sows over one year of age	266.00
Breeding boars	286.00
Weaners less than 10 weeks of age (excluding sucklings)	70.00
Growing pigs 10 to 17 weeks of age (porkers and baconers)	138.00
Growing pigs over 17 weeks of age (baconers)	203.00

## National Average Market Values

### 2011 Income Year

Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-averages/livestock-nationalavemarketvalues-2011.html>

Type of Livestock	Classes of Livestock	Average market Value per Head \$
<b>Sheep</b>		
	Ewe hoggets	120.00
	Ram and wether hoggets	107.00
	Two-tooth ewes	160.00
	Mixed-age ewes (rising three-year and four-year old ewes)	142.00
	Rising five-year and older ewes	124.00
	Mixed-age wethers	99.00
	Breeding rams	353.00
<b>Beef cattle</b>		
	<i>Beef breeds and beef crosses:</i>	
	Rising one-year heifers	509.00
	Rising two-year heifers	786.00
	Mixed-age cows	997.00
	Rising one-year steers and bulls	599.00
	Rising two-year steers and bulls	883.00
	Rising three-year and older steers and bulls	1049.00
	Breeding bulls	1931.00
<b>Dairy cattle</b>		
	<i>Friesian and related breeds:</i>	
	Rising one-year heifers	1035.00
	Rising two-year heifers	1494.00
	Mixed-age cows	1766.00
	Rising one-year steers and bulls	459.00
	Rising two-year steers and bulls	767.00
	Rising three-year and older steers and bulls	998.00
	Breeding bulls	1370.00
	<i>Jersey and other dairy cattle:</i>	
	Rising one-year heifers	792.00
	Rising two-year heifers	1344.00
	Mixed-age cows	1631.00
	Rising one-year steers and bulls	363.00
	Rising two-year and older steers and bulls	616.00
	Breeding bulls	1140.00
<b>Deer</b>		
	<i>Red deer:</i>	
	Rising one-year hinds	253.00
	Rising two-year hinds	420.00
	Mixed-age hinds	481.00
	Rising one-year stags	297.00
	Rising two-year and older stags (non-breeding)	469.00
	Breeding stags	1218.00

<b>Deer (continued):</b>	
<i>Wapiti, elk, and related crossbreeds:</i>	
Rising one-year hinds	305.00
Rising two-year hinds	466.00
Mixed-age hinds	535.00
Rising one-year stags	352.00
Rising two-year and older stags (non-breeding)	537.00
Breeding stags	1409.00
<i>Other breeds:</i>	
Rising one-year hinds	156.00
Rising two-year hinds	245.00
Mixed-age hinds	265.00
Rising one-year stags	185.00
Rising two-year and older stags (non-breeding)	291.00
Breeding stags	638.00
<b>Goats</b>	
<i>Angora and angora crosses (mohair producing):</i>	
Rising one-year does	65.00
Mixed-age does	84.00
Rising one-year bucks (non-breeding)/wethers	56.00
Bucks (non-breeding)/wethers over one year	61.00
Breeding bucks	379.00
<i>Other fibre and meat producing goats (Cashmere or Cashgora producing):</i>	
Rising one-year does	61.00
Mixed-age does	82.00
Rising one-year bucks (non-breeding)/wethers	53.00
Bucks (non-breeding)/wethers over one year	61.00
Breeding bucks	386.00
<i>Milking(dairy) goats:</i>	
Rising one-year does	150.00
Does over one year	250.00
Breeding bucks	300.00
Other dairy goats	18.00
<b>Pigs</b>	
Breeding sows less than one year or age	200.00
Breeding sows over one year of age	280.00
Breeding boars	329.00
Weaners less than 10 weeks of age (excluding sucklings)	72.00
Growing pigs 10 to 17 weeks of age (porkers and baconers)	129.00
Growing pigs over 17 weeks of age (baconers)	192.00

## National Average Market Values

### 2010 Income Year

Source: <http://www.ird.govt.nz/technical-tax/determinations/livestock/national-averages/livestock-nationalavemarketvalues-2010.html>

Type of Livestock	Classes of Livestock	Average market Value per Head \$
<b>Sheep</b>		
	Ewe hoggets	88.00
	Ram and wether hoggets	81.00
	Two-tooth ewes	122.00
	Mixed-age ewes (rising three-year and four-year old ewes)	107.00
	Rising five-year and older ewes	88.00
	Mixed-age wethers	65.00
	Breeding rams	237.00
<b>Beef cattle</b>		
	<i>Beef breeds and beef crosses:</i>	
	Rising one-year heifers	448.00
	Rising two-year heifers	680.00
	Mixed-age cows	791.00
	Rising one-year steers and bulls	566.00
	Rising two-year steers and bulls	791.00
	Rising three-year and older steers and bulls	915.00
	Breeding bulls	1799.00
<b>Dairy cattle</b>		
	<i>Friesian and related breeds:</i>	
	Rising one-year heifers	691.00
	Rising two-year heifers	1106.00
	Mixed-age cows	1378.00
	Rising one-year steers and bulls	393.00
	Rising two-year steers and bulls	635.00
	Rising three-year and older steers and bulls	773.00
	Breeding bulls	1101.00
	<i>Jersey and other dairy cattle:</i>	
	Rising one-year heifers	575.00
	Rising two-year heifers	1014.00
	Mixed-age cows	1275.00
	Rising one-year steers and bulls	335.00
	Rising two-year and older steers and bulls	557.00
	Breeding bulls	984.00
<b>Deer</b>		
	<i>Red deer:</i>	
	Rising one-year hinds	201.00
	Rising two-year hinds	350.00
	Mixed-age hinds	410.00
	Rising one-year stags	240.00
	Rising two-year and older stags (non-breeding)	385.00
	Breeding stags	1257.00

**Deer (continued):***Wapiti, elk, and related crossbreeds:*

Rising one-year hinds	254.00
Rising two-year hinds	397.00
Mixed-age hinds	460.00
Rising one-year stags	306.00
Rising two-year and older stags (non-breeding)	456.00
Breeding stags	1322.00

*Other breeds:*

Rising one-year hinds	134.00
Rising two-year hinds	214.00
Mixed-age hinds	256.00
Rising one-year stags	162.00
Rising two-year and older stags (non-breeding)	255.00
Breeding stags	525.00

**Goats***Angora and angora crosses (mohair producing):*

Rising one-year does	57.00
Mixed-age does	73.00
Rising one-year bucks (non-breeding)/wethers	42.00
Bucks (non-breeding)/wethers over one year	55.00
Breeding bucks	240.00

*Other fibre and meat producing goats (Cashmere or Cashgora producing):*

Rising one-year does	62.00
Mixed-age does	71.00
Rising one-year bucks (non-breeding)/wethers	44.00
Bucks (non-breeding)/wethers over one year	52.00
Breeding bucks	305.00

*Milking(dairy) goats:*

Rising one-year does	160.00
Does over one year	230.00
Breeding bucks	330.00
Other dairy goats	50.00

**Pigs**

Breeding sows less than one year or age	219.00
Breeding sows over one year of age	295.00
Breeding boars	310.00
Weaners less than 10 weeks of age (excluding sucklings)	75.00
Growing pigs 10 to 17 weeks of age (porkers and baconers)	142.00
Growing pigs over 17 weeks of age (baconers)	208.00

#### 4.15.5 Livestock Taxation Examples

The following examples calculate taxable income for sheep using either the herd scheme (where all sheep are included in the “herd”) or the National Standard Cost scheme using the average cost inventory system. Three consecutive years are illustrated, namely the income years ending 30 June 2010, 2011, and 2012.

##### *Livestock Data*

<b>Year ended 30 June</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Ewe hoggets	930	932	930	934
2th ewes	760	771	763	735
R3 and R4 year ewes	1633	1638	1732	1803
R5 yr and older ewes	576	581	576	561
Rams	80	80	80	80
	<u>3979</u>	<u>4002</u>	<u>4081</u>	<u>4113</u>
Livestock sales		\$327 581	\$241 295	\$381 103
Lambs		3023	3031	3080
MA ewes		1241	1030	1051
Livestock purchases		\$44 650	\$24 510	\$25 500
MA ewes		508	350	300
Rams		2		
Natural increase		3899	3900	3979
Deaths and missing		122	110	116
Stock at start		3979	4002	4081
Purchases		510	350	300
Natural increase		3899	3900	3979
		<u>8388</u>	<u>8252</u>	<u>8360</u>
Sales		4264	4061	4131
Deaths and missing		122	110	116
Stock at end		4002	4081	4113
		<u>8388</u>	<u>8252</u>	<u>8360</u>



## Herd Scheme

### 2012 Income Year

#### Opening tax values (opening stock @ ending NAMV)

			\$	\$
Ewe hoggets	930	x	119	110,670
2th ewes	763	x	191	145,733
R3 and R4 year old ewes	1732	x	166	287,512
R5 year and older ewes	576	x	138	79,488
Rams	<u>80</u>	x	305	<u>24,400</u>
	<u>4081</u>			<u>\$647,803</u>

#### Closing tax values (closing stock @ ending NAMV)

			\$	\$
Ewe hoggets	934	x	119	111,146
2th ewes	735	x	191	140,385
R3 and R4 year old ewes	1803	x	166	299,298
R5 year and older ewes	561	x	138	77,418
Rams	<u>80</u>	x	305	<u>24,400</u>
	<u>4113</u>			<u>\$652,647</u>

Taxable income due to changes in herd numbers = \$652,647 - \$647,803  
= \$4,844

#### Check

Herd value 30 June 2012	\$652,647
Herd value 30 June 2011	<u>\$579,288</u>
Increase	<u>\$ 73,359</u>
Increase in capital value of herd (\$647,803 - \$579,288)	\$68,515
Increase due to changes in numbers	<u>\$ 4,844</u>
Increase	<u>\$73,359</u>

#### Taxable Income from Sheep

Sales	\$381 103
Less Purchases	<u>25 500</u>
Cash Surplus	355 603
Plus Taxable increase in herd	<u>4,844</u>
Taxable income from sheep	<u>\$360,447</u>

## Herd Scheme

### 2011 Income Year

#### Opening tax values (opening stock @ ending NAMV)

			\$	\$
Ewe hoggets	932	x	120	111,840
2th ewes	771	x	160	123,360
R3 and R4 year old ewes	1638	x	142	232,596
R5 year and older ewes	581	x	124	72,044
Rams	<u>80</u>	x	353	<u>28,240</u>
	<u>4002</u>			<u>\$568,080</u>

#### Closing tax values (closing stock @ ending NAMV)

			\$	\$
Ewe hoggets	930	x	120	111,600
2th ewes	763	x	160	122,080
R3 and R4 year old ewes	1732	x	142	245,944
R5 year and older ewes	576	x	124	71,424
Rams	<u>80</u>	x	353	<u>28,240</u>
	<u>4081</u>			<u>\$579,288</u>

Taxable income due to changes in herd numbers = \$579,288 - \$568,080  
= \$11,208

#### Check

Herd value 30 June 2011	\$579,288
Herd value 30 June 2010	<u>\$421,432</u>
Increase	<u>\$157,856</u>
Increase in capital value of herd (\$568,080 - \$421,432)	\$146,648
Increase due to changes in numbers	<u>\$ 11,208</u>
Increase	<u>\$157,856</u>

#### Taxable Income from Sheep

Sales	\$241,295
Less Purchases	<u>24,510</u>
Cash Surplus	216,785
Plus Taxable increase in herd	<u>11,208</u>
Taxable income from sheep	<u>\$227,993</u>

## Herd Scheme

### 2010 Income Year

#### Opening tax values (opening stock @ ending NAMV)

			\$	\$
Ewe hoggets	930	x	88	81,840
2th ewes	760	x	122	92,720
R3 and R4 year old ewes	1633	x	107	174,731
R5 year and older ewes	576	x	88	50,688
Rams	<u>80</u>	x	237	<u>18,960</u>
	<u>3979</u>			<u>\$418,939</u>

#### Closing tax values (closing stock @ ending NAMV)

			\$	\$
Ewe hoggets	932	x	88	82,016
2th ewes	771	x	122	94,062
R3 and R4 year old ewes	1638	x	107	175,266
R5 year and older ewes	581	x	88	51,128
Rams	<u>80</u>	x	237	<u>18,960</u>
	<u>4002</u>			<u>\$421,432</u>

Taxable income due to changes in herd numbers = \$421,432 - \$418,939  
= \$2,493

#### Check

Herd value 30 June 2010	\$421,432
Herd value 30 June 2009	<u>\$414,492</u>
Increase	<u>\$ 6,940</u>
Increase in capital value of herd (\$418,939 - \$414,492)	\$4,447
Increase due to changes in numbers	<u>\$2,493</u>
Increase	<u>\$ 6,940</u>

#### Taxable Income from Sheep

Sales	\$327,581
Less Purchases	<u>44,650</u>
Cash Surplus	282,931
Plus Taxable increase in herd	<u>2,493</u>
Taxable income from sheep	<u>\$285,424</u>

## *National Standard Cost*

- Note:** (1) The formulae for calculating livestock values under the national Standard Cost scheme are contained in the Income Tax (National Standard Cost for Livestock). Determination 2012 also provides the national standard costs for livestock. The formulae have not been reprinted in this Manual.
- (2) The average cost inventory system is used in the following examples.

### *2012 Income Year*

Average cost of livestock for the 2012 tax year has been calculated as:

Ewe hoggets	\$28.30 per head
Mature sheep	\$52.48 per head

#### **Opening tax value**

				\$
Ewe hoggets	930	x	\$28.20	26,226
Mature sheep	<u>3151</u>	x	\$53.02	<u>167,066</u>
	<u>4081</u>			<u>\$193,292</u>

#### **Closing tax value**

				\$
Ewe hoggets	934	x	\$28.30	26,432
Mature sheep	<u>3179</u>	x	\$52.48	<u>166,834</u>
	<u>4113</u>			<u>\$193,266</u>

Decrease in stock on hand = \$193,266 - \$193,292  
= \$26

#### **Taxable income from sheep**

Sales	\$381,103
Less Purchases	<u>25,500</u>
Cash surplus	355,603
Less decrease in stock on hand	<u>26</u>
Taxable income from sheep	<u>\$355,577</u>

*National Standard Cost*

*2011 Income Year*

Average cost of livestock for the 2011 tax year has been calculated as:

Ewe hoggets           \$28.20 per head  
Mature sheep         \$53.02 per head

**Opening tax value**

Ewe hoggets	932	x	\$24.20	22,554	\$
Mature sheep	<u>3070</u>	x	\$55.89	<u>171,582</u>	
	<u>4002</u>			<u>\$194,136</u>	

**Closing tax value**

Ewe hoggets	930	x	\$28.20	26,226	\$
Mature sheep	<u>3151</u>	x	\$53.02	<u>167,066</u>	
	<u>4081</u>			<u>\$193,292</u>	

Decrease in stock on hand = \$193,292 - \$194,136  
= \$844

**Taxable income from sheep**

Sales	\$241,295
Less Purchases	<u>24,510</u>
Cash surplus	216,785
less Decrease in stock on hand	<u>844</u>
Taxable income from sheep	<u>\$215,941</u>

*National Standard Cost*

*2010 Income Year*

Average cost of livestock for the 2010 tax year has been calculated as:

Ewe hoggets	\$24.20 per head				
Mature sheep	\$55.89 per head				
<b>Opening tax value</b>					
Ewe hoggets	930	x	\$26.00	24,180	\$
Mature sheep	<u>3049</u>	x	\$62.68	<u>191,111</u>	
	<u>3979</u>			<u>\$215,291</u>	
<b>Closing tax value</b>					\$
Ewe hoggets	932	x	\$24.20	22,554	
Mature sheep	<u>3070</u>	x	\$55.89	<u>171,582</u>	
	<u>4002</u>			<u>\$194,136</u>	

Decrease in stock on hand = \$194 136 - \$215,291  
= \$21,155

**Taxable income from sheep**

Sales	\$327,581
Less Purchases	<u>44,650</u>
Cash surplus	282 931
Less decrease in stock on hand	<u>21,155</u>
Taxable income from sheep	<u>\$261,776</u>

#### 4.15.6 Accrual Rules for Expenditure (Deductions for Prepayments)

Expenditures which can be treated as a tax deductible expense when paid, (i.e. the portion that relates to a period after balance date) and the upper limit after which the unexpired portion must be adjusted for are as follows:

<b>Expenditure</b>	<b>Limit on Expenditure</b>
Postage and Stationery	No limit
Subscriptions	No limit
* Journals and periodicals	No limit in total, but the maximum for any one association is \$6,000. Expenditure must not exceed 12 months.
* Trade and professional	
Telephone	Expenditure must not extend further than 2 months past balance date.
Vehicle Registration	No limit
Rents payable for lease of land and/or buildings	Must not relate to a period beyond 6 months past balance date and the amount unexpired must not exceed \$26,000 (or may exceed this amount if it relates to a period not more than one month after balance date).
Rents payable for lease or bailment of livestock or bloodstock	Must not relate to a period beyond 6 months past balance date and the amount unexpired must not exceed \$26,000.
Insurance premiums	Must not relate to a period beyond 12 months past balance date and the amount unexpired must not exceed \$12,000.
Maintenance contracts	The contract/warranty must have been purchased as an integral part of the asset(s).
Service contracts which do not exceed \$23,000	Performance completed within 3 months of balance.
Consumable aids	Must be in the possession of the taxpayer at balance date and the unexpired portion must not exceed \$58,000.
Periodic charges	Must not relate to a period beyond 12 months past balance date and the unexpired portion must not exceed \$14,000.

Rates	No limit
Advance bookings for travel and accommodation	Maximum \$14,000, must not exceed 6 months after balance date.
Advertising	Maximum \$14,000, 6 months.
Road user charges	No limit
Audit fees	No limit
Accounting costs	No limit

If the above conditions are not met then the expenditures must be treated as an asset (prepayment) and progressively written off as an expense as the goods or services are used or provided.



#### 4.15.7 Accident Compensation Levies 2012-13

CU	Description	Employee or Cover Plus	Self-employed		Residual Claims Incl HSE
			CPX	CPX Abatement Removal	
<b>Horticulture and fruit growing</b>					
01110	Nursery production	1.41	1.82	0.10	0.43
01120	Floriculture production	1.41	1.82	0.10	0.43
01130	Vegetable growing	1.41	1.82	0.10	0.43
01140	Grape growing	1.41	1.82	0.10	0.43
01150	Apple and pear growing	1.41	1.82	0.10	0.43
01160	Stone fruit growing	1.41	1.82	0.10	0.43
01170	Kiwi fruit growing	1.41	1.82	0.10	0.43
01180	Olive growing	1.41	1.82	0.10	0.43
01190	Fruit growing (not elsewhere classified)	1.41	1.82	0.10	0.43
01191	Citrus growing	1.42	1.83	0.10	0.43
01192	Berryfruit growing	1.42	1.83	0.10	0.43
<b>Grain, sheep, and beef cattle farming</b>					
01210	Grain growing	1.41	1.82	0.10	0.43
01220	Grain-sheep and grain-beef cattle farming	2.56	3.31	0.15	0.43
01230	Sheep and beef cattle farming	2.56	3.31	0.15	0.43
01240	Sheep farming	2.56	3.31	0.15	0.43
01250	Beef cattle farming	2.55	3.29	0.15	0.43
01300	Dairy cattle farming	2.59	3.34	0.15	0.43
01410	Poultry farming – meat	1.40	1.81	0.10	0.43
01420	Poultry farming – eggs	1.40	1.81	0.10	0.43
<b>Other livestock farming</b>					
01510	Pig farming	2.50	3.23	0.14	0.43
01520	Horse farming and horse agistment	3.48	4.49	0.19	0.50
01530	Deer farming	2.50	3.23	0.14	0.43
01590	Livestock farming (not elsewhere classified)	2.50	3.23	0.14	0.43
01593	Beekeeping	2.50	3.23	0.14	0.43
<b>Other crop growing</b>					
01690	Crop and plant growing (not elsewhere classified)	1.41	1.82	0.10	0.43
01692	Cultivated mushroom growing	1.41	1.82	0.10	0.43
<b>Services to agriculture</b>					
02120	Shearing services	4.32	5.58	0.22	0.43
02190	Agriculture and fishing support services (not elsewhere classified)	2.39	3.09	0.14	0.43
<b>Hunting and trapping</b>					
02200	Hunting and trapping	4.17	5.38	0.21	1.53

<b>Forestry and logging</b>					
03010	Forestry	4.17	5.38	0.21	2.10
03020	Logging	4.14	5.35	0.21	2.10
03021	Forest products - gathering	2.38	3.07	0.14	0.43
03030	Forestry support services (excluding tree cutting and felling)	4.17	5.38	0.21	1.53
<b>Marine fishing</b>					
04110	Rock lobster and crab fishing or potting	3.84	4.96	0.20	1.53
04120	Prawn fishing	3.72	4.80	0.20	1.53
04130	Fish trawling, seining, and netting (including processing on board)	3.77	4.87	0.20	1.53
04150	Line fishing (including processing on board)	3.79	4.89	0.20	1.53
04190	Fishing (not elsewhere classified)	3.33	4.30	0.16	1.53
<b>Aquaculture</b>					
04210	Aquaculture - offshore	2.38	3.07	0.14	0.43
04220	Aquaculture - onshore	2.38	3.07	0.14	0.43
<b>Coal mining</b>					
11010	Coal mining	2.05	2.65	0.13	0.89
<b>Oil and gas extraction</b>					
12000	Oil and gas extraction	0.31	0.40	0.05	0.24
<b>Metal ore mining</b>					
13110	Iron ore mining	2.05	2.65	0.13	0.89
13140	Gold mining	2.05	2.65	0.13	0.89
13150	Mineral sand mining	2.05	2.65	0.13	0.89
13170	Silver, lead, and zinc ore mining	2.05	2.65	0.13	0.89
13190	Metal ore mining (not elsewhere classified)	2.05	2.65	0.13	0.89
<b>Construction material mining</b>					
14110	Gravel and sand quarrying	2.05	2.65	0.13	0.89
14190	Construction material mining (not elsewhere classified)	2.50	2.65	0.13	0.89
<b>Other mining</b>					
14200	Mining and quarrying ((not elsewhere classified)	2.05	2.65	0.13	0.89

Further details may be obtained from the ACC website –  
[http://www.acc.co.nz/PRD\\_EXT\\_CSMP/groups/external\\_levies/documents/guide/prd\\_ctrb113216.pdf](http://www.acc.co.nz/PRD_EXT_CSMP/groups/external_levies/documents/guide/prd_ctrb113216.pdf)

#### 4.15.8 Economic Rates of Depreciation

The economic depreciation rates must be used for all assets acquired in the 2005/06 and subsequent income years.

The following are selected examples of industry and asset categories. The 20% loading has been removed from assets purchased after 20 May 2010. The depreciation rate for buildings with an estimated useful life of 50 year or more is 0%.

Industry Categories	Estimated useful life (years)	DV rate %	DV + 20% loading (%)	SL equiv rate (%)
<i>Agriculture, Horticulture and Aquaculture</i>				
Agricultural and horticultural machinery (default class)	15.5	13	15.6	8.5
Aeroplanes (top dressing and spraying) and specialised attachments	10	20	24	13.5
Automated dairy drafting systems (2009/2010 and subsequent years)	6.6	30	36	21
Automated milking system from 2011/12 income year (PROV)	10	20	n/a	13.5
Beekeeping equipment	12.5	16	19.2	10.5
Bush cutters	5	40	48	30
Chainsaws	3	67	80.4	67
Cherrypickers	12.5	16	19.2	10.5
Cleaning machinery	15.5	13	15.6	8.5
Compressor (refrigerant)	12.5	16	19.2	10.5
Crates (cattle)	10	20	24	13.5
Crates (pigs)	10	20	24	13.5
Crates (sheep)	10	20	24	13.5
Cultivators (rotary)	5	40	48	30
Dairy shed and yard (including pipe work bails, railings and gates)	33.3	6	7.2	4
Egg crates	3	67	80.4	67
Equestrian arena consisting of permanent construction materials excluding the base course (2010/2011 and subsequent years)	12.5	16	19.2	10.5
Feeders (forage)	8	16	19.2	10.5
Graders (capsicums)	8	25	30	17.5
Graders (tomatoes)	15.5	25	30	17.5
Grading machinery	5	13	15.6	8.5
Harness	15.5	40	48	30
Harvesters	12.5	13	15.6	8.5
Haybalers	10	16	19.2	10.5
Hi-trim shelter trimmer (including sub-frame)	15.5	20	24	13.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Hop kilns	15.5	13	15.6	8.5
Irrigation piping (above ground)	15.5	13	15.6	8.5
Irrigation pumps (above ground)		13	15.6	8.5
Irrigators (travelling)	10	20	24	13.5
Isolating transformers	8	25	30	17.5
Kennels (dogs)	5	40	48	30
Lawnmowers (domestic type used by lawnmowing contractors)	2	100	100	100
Lawnmowers (non-domestic type used by lawnmowing contractors)	5	40	48	30
Milk storage vat/silo	15.5	13	15.6	8.5
Milking plant	12.5	16	19.2	10.5
Mowers (gang and PTO type)	12.5	16	19.2	10.5
Mulchers (commercial)	4	50	60	40
Pig feeding plant	8	25	30	17.5
Pig watering systems	20	10	12	7
Plant supports (hanging retractable wire) (2007/2008 and subsequent years)	5	40	48	30
Plant trolley	5	40	48	30
Post hole borers (except PTO type)	5	40	48	30
Post hole borers (PTO type)	12.5	16	19.2	10.5
Poultry equipment	12.5	16	19.2	10.5
Rifles (greater than 10,000 rounds per year)	6.6	100	100	100
Rifles (less than 10,000 rounds per year)	2	30	36	21
Rollers	12.5	16	19.2	10.5
Rotary dairy shed milking platforms (turntables)	25	8	9.6	6
Saddlery	5	40	48	30
Shearing equipment	8	25	30	17.5
Shellfish nets	4	50	60	40
Shellfish ropes	4	50	60	40
Shellfish stakes	4	50	60	40
Shotguns (greater than 50,000 rounds per year)	6.66	100	100	100
Shotguns (less than 50,000 rounds per year)	2	30	36	21
Sorting machinery	15.5	13	15.6	8.5
Sprayers (backpack)	5	40	48	30
Sprayers (mobile crop)	12.5	16	19.2	10.5
Sprayers (mobile weed)	12.5	16	19.2	10.5
Spreaders	12.5	16	19.2	10.5
Teat sprayers (automatic)	6.66	30	36	21
Tools (hand)	3	67	80.4	67
Tools (power)	3	67	80.4	67
Tractor drawn implements	15.5	13	15.6	8.5
Tractors (wheeled)	15.5	13	15.6	8.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Trough covers (plastic) (PROV)	5	40	48	30
Wash down unit	10	20	24	13.5
Wash down unit (portable)	3	67	80.4	67
Water heaters	12.5	16	19.2	10.5
Wintering pads (rubber)	6.66	30	36	21
Woven reflective mulch	3	67	80.4	67
<i>Dairy Plant</i>				
Dairy plant and equipment (default class)	15.5	13	15.6	8.5
Blending bins (casein)	15.5	13	15.6	8.5
Butter making machines (except as specified)	15.5	13	15.6	8.5
Butter patting machines	12.5	16	19.2	10.5
Cartoning machines	15.5	13	15.6	8.5
Centrifuges	12.5	16	19.2	10.5
Cheddaring system	15.5	13	15.6	8.5
Cheese maturing boards	6.66	30	36	21
Cheese plant	15.5	13	15.6	8.5
Churns	15.5	13	15.6	8.5
Clarifiers (whey)	15.5	13	15.6	8.5
Compressor (refrigerant) (on farm)	12.5	16	19.2	10.5
Control equipment	8	25	30	17.5
Conveyors	15.5	13	15.6	8.5
Conveyors (crates)	15.5	13	15.6	8.5
Cooling equipment	15.5	13	15.6	8.5
Crating machines	15.5	13	15.6	8.5
Dairy plant powder drying plant dry store building, acquired on or after 19 May 2005 for 2011 and subsequent income years (PROV)	33.3	4.5	n/a	3
Decanters	12.5	16	19.2	10.5
Decrating machines	15.5	13	15.6	8.5
Dryers	15.5	13	15.6	8.5
Effluent plant (excluding stainless steel tanks and screens)	12.5	16	19.2	10.5
Electrodialysis plant (whey)	12.5	16	19.2	10.5
Evaporators (MVR type)	15.5	13	15.6	8.5
Evaporators (TVR type)	20	10	12	7
Filling machines (bottle)	15.5	13	15.6	8.5
Flow meters	8	25	30	17.5
Grinding plant (casein)	15.5	13	15.6	8.5
Heat exchangers	15.5	13	15.6	8.5
Homogenisers	12.5	16	19.2	10.5
Inflatable pipeline plug (PROV)	12.5	67	80.4	67
Ion exchangers (whey)	3	16	19.2	10.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Metal detectors	8	25	30	17.5
Milk storage vat/silo (on farm)	15.5	13	15.6	8.5
Mixers	15.5	13	15.6	8.5
Packing machines (butter)	10	13	15.6	8.5
Packing machines (vacuum)	15.5	20	24	13.5
Pasteurisers	15.5	13	15.6	8.5
Pipeline crawler (PROV)	5	40	48	30
Pipework	15.5	13	15.6	8.5
Powder dryer buildings	15.5	13	15.6	8.5
Powder dryer buildings, acquired after 30 July 2009	15.5	11	n/a	6.5
Powder dryer buildings, acquired on or before 30 July 2009	15.5	13	15.6	8.5
Presses (butter)	15.5	13	15.6	8.5
Presses (cheese)	15.5	13	15.6	8.5
Refrigeration equipment	15.5	13	15.6	8.5
Retorts	25	8	9.6	6
Scrape surface heat exchangers	12.5	16	19.2	10.5
Separators	12.5	16	19.2	10.5
Sifting plant (casein)	15.5	13	15.6	8.5
Silos	25	8	9.6	6
Tempering bins (casein)	15.5	13	15.6	8.5
Ultrafiltration plant	10	20	24	13.5
Valves	15.5	13	15.6	8.5
Vats	25	8	9.6	6
Washers (bottles)	15.5	13	15.6	8.5
Washers (boxes)	12.5	16	19.2	10.5
Washers (crates)	12.5	16	19.2	10.5
<i>Fishing (see also "Meat and Fish Processing")</i>				
Fishing equipment (default class)	20	10	12	7
Alterations (auxiliary)	10	20	24	13.5
Bins (plastic)	5	40	48	30
Compressors (for refrigeration systems)	10	20	24	13.5
Craypots	2	100	100	100
Electronic systems	5	40	48	30
Engines	12.5	16	19.2	10.5
Floodlight systems	3	67	80.4	67
Freezers (blast)	10	20	24	13.5
Generators (auxillary)	10	20	24	13.5
Hydraulic systems	5	40	48	30
Icemaking machines	10	20	24	13.5
Inflatable pipeline plug (PROV)	3	67	80.4	67

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Instrumentation (electronic)	5	40	48	30
Insulation to refrigerated holds	15.5	13	15.6	8.5
Lifejackets	4	50	60	40
Liferafts	8	25	30	17.5
Nets (fishing) bottom trawl, complete with accessories	1	100	100	100
Nets (fishing) other, complete with accessories	12	100	100	100
Peurulus (baby crayfish) traps	1	100	100	100
Pipeline crawler (PROV)	5	40	48	30
Piping	10	20	24	13.5
Refrigeration systems	10	20	24	13.5
Safety equipment (other)	4	50	60	40
Vessels (fishing, non-steel hulled)	20	10	12	7
Vessels (fishing, steel hulled over 20 m)	15.5	13	15.6	8.5
Vessels (fishing, steel hulled under 20 m)	20	10	12	7
Winches	10	20	24	13.5
Wire (trawl)	1	100	100	100
<i>Buildings and Structures</i>				
Buildings (default class) up to and including 2011 income year.	50	3	n/a	2
Aprons (airports)	50	4	4.8	3
Barns (drying), acquired after 30 July 2009	20	8.5	n/a	5
Barns (drying), acquired between 1 April 2005 and 30 July 2009 incl	20	9.5	11.4	6.5
Barns, acquired after 30 July 2009	20	8.5	n/a	5
Barns, acquired on or before 30 July 2009	20	10	12	7
Borewells	20	10	12	7
Bridges (block)	100	2	2.4	1.5
Bridges (brick)	100	2	2.4	1.5
Bridges (concrete)	100	2	2.4	1.5
Bridges (other than block, brick, concrete and stone)	100	4	4.8	3
Bridges (stone)	100	2	2.4	1.5
Buildings (default class) from 2012 and subsequent income years	50	0	n/a	0
Buildings (portable) acquired between 1 April 2005 and 30 July 2009 incl.	50	16	n/a	10.5
Buildings (portable) acquired on or after 31 July 2009)	12.5	13.5	16.2	8
Buildings with prefabricated stressed-skin insulation panels	33.3	4.5	n/a	3

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Buildings with reinforced concrete framing up to and including 2011 income year.	50	3	n/a	2
Buildings with reinforced concrete from 2012 and subsequent income years	50	0	n/a	0
Buildings with steel or steel and timber framing from 2012 and subsequent income years	50	0	n/a	0
Buildings with steel or steel and timber framing up to and including 2011 income year.	50	3	n/a	2
Buildings with timber framing from 2012 and subsequent income years	50	0	n/a	0
Buildings with timber framing up to and including 2011 income year.	50	3	n/a	2
Bunkers (concrete)	20	10	12	7
Carparking buildings (from 2012 and subsequent income years)	50	0	n/a	0
Carparking buildings acquired, or a binding contract entered into for the purchase or construction of the building on or before 30 July 2009	50	4	n/a	3
Carparking pads	50	4	4.8	3
Carparks (building and pads) up to and including 2011 income year.	50	4	4.8	3
Chemical works, acquired after 30 July 2009	33.3	4.5	n/a	3
Chemical works, acquired on or before 30 July 2009	33.3	6	7.2	4
Dairy plant powder drying plant dry store buildings, acquired on or after 19 May 2005	33.3	4.5	n/a	3
Dams (block)	100	2	2.4	1.5
Dams (brick)	100	2	2.4	1.5
Dams (concrete)	100	2	2.4	1.5
Dams (earth with rock core)	100	2	2.4	1.5
Dams (earth without rock core)	50	4	4.8	3
Dams (stone)	100	2	2.4	1.5
Driveways	50	4	4.8	3
Dykes (earth)	50	4	4.8	3
Equestrian arena consisting of permanent construction materials excluding the base course (2010/2011 and subsequent years) (PROV)	12.5	16	19.2	10.5
Fences	20	10	12	7
Fertiliser storage facilities for the bulk storage of raw materials and fertiliser products (may or may not be at the site of fertiliser works)	33.3	6	n/a	4
Fertiliser storage facilities for the bulk storage of raw materials and fertiliser products (may or may not be at the site of fertiliser works) (acquired on or after 19 May 2005)	33.3	4.5	n/a	3



<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Fertiliser works, acquired after 30 July 2009	33.3	4.5	n/a	3
Fertiliser works, acquired on or before 30 July 2009	33.3	6	7.2	4
Floating piers	33.3	6	7.2	4
Fowl houses	20	8.5	n/a	5
Grandstands from 2012 and subsequent income years	50	0	n/a	0
Grandstands up to and including 2011 income year.	50	3	n/a	2
Hardstandings	50	3	n/a	2
Hothouses (glass or other excluding PVC)	20	8.5	n/a	5
Hothouses (PVC or similar)	12.5	13.5	16.2	8
Lampposts (excluding wooden)	25	8	9.6	6
Lampposts (wooden)	20	10	12	7
Manholes	50	4	4.8	3
Marine fender systems (2009/2010 and subsequent years)	20	10	12	7
Memorials	50	4	4.8	3
Pig houses	20	8.5	n/a	5
Portable huts (not buildings)	12.5	16	19.2	10.5
Powder dryer buildings, acquired after 30 July 2009	15.5	11	n/a	6.5
Powder dryer buildings, acquired between 1 April 2005 and 30 July 2009	15.5	13	15.6	8.5
Reservoirs (above ground, concrete)	50	4	4.8	3
Reservoirs (for water, other than concrete or lined earth)	33.3	6	7.2	4
Reservoirs (in-ground, concrete)	100	2	2.4	1.5
Reservoirs (lined earth)	50	4	4.8	3
Retaining walls (concrete)	100	2	2.4	1.5
Retaining walls (wooden)	25	8	9.6	6
Roadways	50	4	4.8	3
Runways (for airports)	33.3	6	7.2	4
Saleyards	33.3	6	7.2	4
Shade houses (glass or other, excluding PVC)	20	8.5	n/a	5
Shade houses (PVC or similar)	12.5	13.5	16.2	8
Signs (road)	6.66	30	36	21
Signs (street nameplates)	6.66	30	36	21
Stopbanks (earth)	50	4	4.8	3
Structures (default class)	50	4	4.8	3
Swimming pools (in-ground)	33.3	6	7.2	4
Tanneries	33.3	4.5	n/a	3
Taxiways (airports)	50	4	4.8	3
Tiered seating (not part of a building)	50	4	4.8	3
Towers (for floodlights)	25	8	9.6	6
Tunnels (block)	100	2	2.4	1.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Tunnels (brick)	100	2	2.4	1.5
Tunnels (concrete)	100	2	2.4	1.5
Tunnels (stone)	100	2	2.4	1.5
Valve chambers and similar	50	4	4.8	3
Wharf tarmac	50	4	4.8	3
Wharves (block)	100	2	2.4	1.5
Wharves (brick)	100	2	2.4	1.5
Wharves (concrete)	100	2	2.4	1.5
Wharves (other than block, brick, concrete and stone)	50	4	4.8	3
Wharves (stone)	100	2	2.4	1.5
<i>Transportation</i>				
Transportation (default class)	20	10	12	7
Aeroplanes (mechanically propelled, fixed wing, of an unladen weight not exceeding 15,000kg) (residual value has been estimated at 25%)	15	10	12	7
Aeroplanes (mechanically propelled, fixed wing, of an unladen weight over 15,000kg, other than helicopters) (residual value has been estimated at 25%)	15	10	12	7
Aeroplanes (top-dressing and spraying) and specialised attachments	10	20	24	13.5
Aircraft (international passenger)		15	n/a	10
Airport runways	33.3	6	7.2	4
Airships	12.5	16	19.2	10.5
Ambulances	12.5	16	19.2	10.5
Animal-drawn vehicles	20	10	12	7
Baggage conveyor systems	15.5	13	15.6	8.5
Baggage imaging machines	8	25	30	17.5
Balloons	12.5	16	19.2	10.5
Barges	20	10	12	7
Barriers (electrically operated)	10	20	24	13.5
Bicycles (pedal)	5	40	48	30
Boat lift storage system (inflatable)	8	25	30	17.5
Bulkheads (insulated, removable)	4	50	60	40
Buoys	20	10	12	7
Buses (for transporting people, over 12 seats)	12.5	16	19.2	10.5
Cablecars	20	10	12	7
Campervans (including Motorhomes) acquired on or after 1 April 2005 but prior to the 2010/11 income year	10	20	24	13.5
Campervans acquired during or after the 2010/11 income year	8	18	21.6	12.5
Canoes	10	20	24	13.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Caravans	12.5	16	19.2	10.5
Chairlifts	20	10	12	7
Child restraints (capsules and car seats) for hire	5	40	48	30
Coaches (for transporting people, over 12 seats)	12.5	16	19.2	10.5
Concrete trucks	12.5	16	19.2	10.5
Containers (insulated, below 8m3)	5	40	48	30
Containers (shipping)	20	10	12	7
Dirigibles	12.5	16	19.2	10.5
Dredges	20	10	12	7
Drilling platforms	20	10	12	7
Dump trucks	15.5	13	15.6	8.5
Ferries	20	10	12	7
Fire boats	25	8	9.6	6
Fire engines	20	10	12	7
Fleet tracking unit (PROV)	6	30	n/a	21
Flight simulators (FTD and FNPT certifiable) aircraft specific (full-motion)	15.5	13	15.6	8.5
Flight simulators (FTD and FNPT certifiable) aircraft specific (non-motion)	8	25	30	17.5
Flight simulators (FTD and FNPT certifiable) upgradeable/multi aircraft specific (non-motion)	15.5	13	15.6	8.5
Flight simulators (Non-certifiable) (non-motion)	4	50	60	40
Floating docks	25	8	9.6	6
Forklift trucks (8 tonnes and over used for short-term hire of 1 month or less only) 2010/11 and subsequent income years.	8	25	30	17.5
Forklift trucks (8 tonnes and over)	12.5	16	19.2	10.5
Forklift trucks (under 8 tonnes used for short-term hire of 1 month or less only) 2010/11 and subsequent income years.	6.66	30	36	21
Forklift trucks (under 8 tonnes)	10	20	24	13.5
Freight cars (rail)	25	8	9.6	6
Freight cars (tramway)	25	8	9.6	6
Funicular railways	20	10	12	7
Gliders	12.5	16	19.2	10.5
Gondolas and the like	20	10	12	7
Gyrocopters	3	67	80.4	67
Hang gliders	3	67	80.4	67
Helicopters	20	10	12	7
Horse floats	20	10	12	7
Hovercraft	12.5	16	19.2	10.5
Inflatable boats	8	25	30	17.5
Inflatable rafts	8	25	30	17.5
Jetboats	10	20	24	13.5
Jetskis	5	40	48	30

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Lifeboats (excluding inflatable)	15.5	13	15.6	8.5
Lifejackets and the like	4	50	60	40
Locomotives (diesel)	25	8	9.6	6
Locomotives (electric)	25	8	9.6	6
Locomotives (steam)	25	8	9.6	6
Maintenance cars (rail)	25	8	9.6	6
Maintenance cars (tramway)	25	8	9.6	6
Metal detectors	8	25	30	17.5
Microlites	3	67	80.4	67
Military type vehicles	15.5	13	15.6	8.5
Minibuses (up to and including 12 seats) (residual value has been estimated at 25%)	5	30	36	21
Monorail vehicles	15.5	13	15.6	8.5
Mopeds	6.66	30	36	21
Motor launches	20	10	12	7
Motor scooters	6.66	30	36	21
Motor vehicles (for transporting people, up to and including 12 seats and used for short-term hire of 1 month or less only)	5	50	60	40
Motor vehicles (for transporting people, up to and including 12 seats) (residual value has been estimated at 25%)	4	30	36	21
Motor vehicles—class NA (for transporting light goods, gross vehicle mass not over 3.5 tonnes and used for short-term hire of 1 month or less only)	10	30	36	21
Motor vehicles—class NA (for transporting light goods, gross vehicle mass up to 3.5 tonnes)	6.6	20	24	13.5
Motor vehicles—class NB (for transporting medium goods, gross vehicle mass over 3.5 but not over 12 tonnes and used for short-term hire of 1 month or less only)	12.5	25	30	17.5
Motor vehicles—class NB (for transporting medium goods, gross vehicle mass over 3.5 tonnes but not over 12 tonnes)	8	16	19.2	10.5
Motor vehicles—class NC (for transporting heavy goods, gross vehicle mass over 12 tonnes and used for short-term hire of 1 month or less only)	10	30	36	21
Motor vehicles—class NC (for transporting heavy goods, gross vehicle mass over 12 tonnes)	6.6	20	24	13.5
Motorcycles	6.66	30	36	21
Motorhomes acquired during or after the 2010/11 income year	8	18	21.6	12.5
Outboard motors	5	40	48	30
Pallet covers (insulated)	2	100	100	100
Parachutes	3	67	80.4	67

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Pleasure vessels	15.5	13	15.6	8.5
Radar navigational signalling equipment	10	20	24	13.5
Radar navigational traffic control equipment	10	20	24	13.5
Railway jiggers	20	10	12	7
Road signs	6.66	30	36	21
Roll-on/roll-off vessels	20	10	12	7
Roof racks	5	40	48	30
Rowing boats	15.5	13	15.6	8.5
Rubbish trucks	12.5	16	19.2	10.5
Ship loading and unloading equipment (not elsewhere specified)	15.5	13	15.6	8.5
Ships (bulk carrier)	20	10	12	7
Ships (cargo)	25	8	9.6	6
Ships (container)	20	10	12	7
Ships (cruise)	25	8	9.6	6
Ships (livestock)	20	10	12	7
Ships (refrigerated)	20	10	12	7
Ships (tanker)	20	10	12	7
Sidecars	6.66	30	36	21
Signs (street nameplates)	6.66	30	36	21
Small boats	15.5	13	15.6	8.5
Special-purpose vehicles	12.5	16	19.2	10.5
Speed humps (metal)	5	40	48	30
Speed humps (plastic)	5	40	48	30
Speed humps (rubber)	10	20	24	13.5
Straddle carriers	15.5	13	15.6	8.5
Street furniture (excluding signs)	5	40	48	30
Taxis (up to and including 12 seats) (residual value has been estimated at 25%)	5	30	36	21
Towing tractors	15.5	13	15.6	8.5
Tracklayers	15.5	13	15.6	8.5
Tracks (monorail)	25	8	9.6	6
Tracks (rail)	25	8	9.6	6
Traction batteries	5	40	48	30
Traction engines	25	8	9.6	6
Tractors (farm type)	15.5	13	15.6	8.5
Traffic lights	12.5	16	19.2	10.5
Trailers - domestic (up to 1 tonne)	15.5	25	30	17.5
Trailers (domestic, up to 1 tonne used for short-term hire of 1 month or less only)	10	30	36	21
Trailers class TC (transporting medium goods; GVM over 3.5 tonne and up to 10 tonne)	20	10	12	7
Trailers class TD (transporting heavy goods; GVM over 10 tonne)	12.5	13	15.6	8.5

<b>Industry Categories</b>	<b>Estimated useful life (years)</b>	<b>DV rate %</b>	<b>DV + 20% loading (%)</b>	<b>SL equiv rate (%)</b>
Trailers—class TC (for transporting medium goods, gross vehicle mass over 3.5 tonnes but not over 10 tonnes and used for short-term hire of 1 month or less only)	15.5	16	19.2	10.5
Trailers—class TD (for transporting heavy goods, gross vehicle mass over 10 tonnes and used for short-term hire of 1 month or less only)	10	20	24	13.5
Trailers—classes TA and TB (for transporting light goods, gross vehicle mass up to 3.5 tonnes and used for short-term hire of 1 month or less only) excluding domestic trailers	8	20	24	13.5
Trailers—classes TA and TB (for transporting light goods, gross vehicle mass up to 3.5 tonnes) excluding domestic trailers	6.66	13	15.6	8.5
Tram tracks	20	10	12	7
Tram wires	20	10	12	7
Tricycles (pedal)	5	40	48	30
Trolley bus wires	20	10	12	7
Trolley buses	15.5	13	15.6	8.5
Tugs	25	8	9.6	6
Tyre chains	3	67	80.4	67
Vehicles, road-going (not elsewhere specified)	15.5	13	15.6	8.5
Vending machines (for tickets)	8	25	30	17.5
Windsurfers	3	67	80.4	67
Yachts (international ocean-going)	6	15	18	10
Yachts (other than international ocean-going)	15.5	13	15.6	8.5

#### 4.15.9 'Old' Schedule of Rates of Depreciation

These rates are applicable from the 1993/94 income year.

- Note:** DV is the Diminishing Value rate.  
 DV+ is the loaded interim rate of 1.25 times the Diminishing Value rate, where applicable.  
 SL is the Straight Line rate (or Cost Price method).  
 SL+ is the loaded interim rate of 1.25 times the Straight Line rate, where applicable.  
 SV denotes Standard Value as agreed by IRD.  
 \* denotes the option of replacement value, annual revaluation or standard value.  
**Bold** indicates the method to be used for income years 1992-93 and earlier.

	DV	DV+	SL	SL+
<b>Agricultural plant and equipment:</b>				
Tractor drawn implements	<b>10</b>	12.5	7	8.5
Self propelled equipment	<b>20</b>	25	13.5	17.5
<b>Aircraft:</b>				
Fixed wing agricultural aerial work aircraft, including wing attachments for spraying, dusting and distributing seed:	<b>33</b>	41.4	24	31
Helicopters from and including year ended 31 March 1969				
- Airframe, engine, rotor system	<b>25</b>	31.3	17.5	22
- Spraying tanks and attached spraying mechanism	<b>33.3</b>	41.7	24	32
<b>Barns:</b>				
Simple loafing barns	15		<b>10</b>	
Wintering barns all types of construction	15		<b>10</b>	
Beehives	*			
Boats - see Vessels				
Boilers	<b>10</b>	12.5	7	8.5
Bores and wells	*			
<b>Bridges:</b>				
Wooden	3	4	<b>2.5</b>	3.1
Others	2.5	3	<b>2</b>	2.5
<b>Buildings:</b>				
Reinforced concrete, steel or reinforced concrete framed with brick walls or permanent materials.	1		<b>1</b>	
Brick, stone or concrete walled without steel or reinforced concrete frame, stucco, steeltex or other similar construction with wooden frame.	2.5		<b>2</b>	
Wooden framed - not specified elsewhere.	3		<b>2.5</b>	
Affected by acid fumes - vinegar manufacturers, fertiliser works, bulk fertiliser stores, chemical				

	DV	DV+	SL	SL+
works, tanneries.	6		4	
Portable huts	10		7	
‘Temporary Buildings’	10		7	
Bulk lime spreaders	10	12.5	7	8.5
Bulldozers:				
General	20	25	13.5	17.5
Earthmoving contractors	25	31.3	17.5	22
Cars and Trucks:				
Rental	25	31.2	17.5	22
Other	20	25	13.5	17.5
Chainsaws	50	62.5	40	51
Cloches	*			
Compressors:				
Portable	15	18.8	10	13
Fixed	10	12.5	7	8.5
Computers	20	25	13.5	17.5
Concrete mixers	15	18.8	10	13
Effluent Disposal units on farms or Development expenditure	10	12.5	7	8.5
Electric test equipment	20	25	13.5	17.5
Electronic scales	20	25	13.5	17.5
Ensilage pits - concrete walls with sliding roof	10	12.5	7	8.5
Feeding out units for cattle - all types of construction	6	7	4	5
Fences:				
Electric	10	12.5	7	8.5
Others		Maintenance		
Fire fighting plant and equipment:				
Reservoir	1	2	1	1.3
Ring main and hydrants	1	2	1	1.3
Breathing apparatus, hoses, pipelines, pumps and diesel engines	10	12.5	7	8.5
Axes, ladders, blankets and fire extinguishers costing less than \$100 each	*			
Fish processing buildings	6		4	
Fish processing plant	15	18.8	10	13
Fishing boats and gear - see Vessels				
Fork lifts	20	25	13.5	17.5
Freezers and cookers for preparation and storage of dog meat	10	12.5	7	8.5
Fowl houses - see poultry				
Frost protection plant - pumping unit, sprinklers, standards and pipelines	10	12.5	7	8.5
				or partly claim as Development exp.
Fuel tanks:				
Underground				rate as for buildings
Gas cylinder containers	S.V.			
Gas water heaters	10	12.5	7	8.5
Glasshouses:				



	DV	DV+	SL	SL+
Wooden framed	7		<b>5</b>	
Metal framed	4		<b>3</b>	
PVC tunnel houses	11		7.5	
Grain drying and storage bins	<b>5</b>	6.3	3.5	4
Grain drying plant	<b>10</b>	12.5	7	8.5
Grain - portable silos - see silos				
Hay balers	<b>20</b>	25	13.5	17.5
Header harvesters	<b>20</b>	25	13.5	17.5
Heating systems	<b>10</b>	12.5	7	8.5
Helicopters - see aircraft				
Hop frames	*			
Hop kilns	<b>15</b>	18.8	10	13
Incinerators	<b>15</b>	18.8	10	13
Land Improvements - see <i>Section 4.15.3.</i>				
Lawnmowers:				
Motor driven	<b>20</b>	25	13.5	17.5
Others	<b>10</b>	12.5	7	8.5
Lime spreaders bulk	<b>10</b>	12.5	7	8.5
Livestock saleyards - see saleyards				
Loose tools - no single item to exceed \$250 in cost		See Section 4.8.4		
Milking sheds - all types:				
Built before 1 April 1966	6		<b>4</b>	
Built after 1 April 1966	15		<b>10</b>	
Cost of converting to herringbone design after 1 April 1966 -	15		<b>10</b>	
Rotary Herringbone	<b>10</b>	12.5	7	8.5
Motor vehicles, trucks and scooters	<b>20</b>	25	13.5	17.5
Office equipment and machines	<b>20</b>	25	13.5	17.5
Pallets	*			
Pig houses - all types	15		<b>10</b>	
Pipelines		maintenance		
Plant and machinery - except as elsewhere specified:				
General including agricultural plant and implements but not motor vehicles	<b>10</b>	12.5	7	8.5
Plastic pots for tomato growing	<b>S.V.</b>			
Poultry:				
Battery type cages	<b>10</b>	12.5	7	8.5
Colony houses with wooden frames, iron roofs and netting sides and bases	<b>10</b>	12.5	7	8.5
Fowl houses-steel framed	3		<b>2.5</b>	
-wooden framed	7		<b>5</b>	
Saddlery and harnesses	*			
Saleyards:				
Constructed after 1 April 1971	2.5	3	<b>2</b>	2.5
Constructed prior to April 1971				

- less than 40 years old.	Spread over remaining years (assumed life of 50 years)			
- 40 years or more	15			<b>10</b>
	DV	DV+	SL	SL+
Additions:	Spread over remaining life			
- if part of an existing yard	2.5	3	<b>2</b>	2.5
- if virtually a new yard				
Saws - chain	<b>50</b>	62.5	40	51
Sawmillers- diesel or petrol tractors, locomotives and power units used for log hauling	<b>20</b>	25	13.5	17.5
Scales and weighing machines				
- mechanical	<b>10</b>	12.5	7	8.5
- electronic	<b>20</b>	25	13.5	17.5
Septic tanks and sewerage systems	As for buildings			
Sheep and cattle yards:				
Uncovered yards	See saleyards			
Roofed yards	Appropriate building rate			
Gratings - fixed	Appropriate building rate			
- loose	*			
Sheep crates	<b>15</b>	18.8	10	13
Sheep and cattle dips:				
Shower type				
- tanks and pipes	<b>10</b>	12.5	7	8.5
- dip or shower (including pumps)	<b>10</b>	12.5	7	8.5
- electric motor and fitting	<b>10</b>	12.5	7	8.5
Spray type				
- Shed	Appropriate Building rate			
- Base (race, floor of dip, two draining pens and sump)	Dev. expenditure			
- tanks and pipes, dip including pumps, electric motor and fittings	<b>10</b>	12.5	7	8.5
Silage storage bunkers	Development expenditure and maintenance			
Silos - Grain:				
- with built in drying and loading/unloading machinery	<b>10</b>	12.5	7	8.5
- With separate drying, loading/unloading machinery	<b>5</b>	6.3	3.5	4
- if erected on farms	<b>10</b>	12.5	7	8.5
- portable	Cost of replacement or scrapping if abandoned			
Slaughterhouse on farms:				
Concrete	7		<b>5</b>	
Timber and concrete	8		<b>6</b>	
Timber	15		<b>10</b>	
Spray plant - orchardists:				
Self propelled and air blast units	<b>20</b>	25	13.5	17.5
Others	<b>10</b>	12.5	7	8.5

	DV	DV+	SL	SL+
Stock food manufacturing plant	<b>15</b>	18.8	10	13
Storage tanks - underground	Appropriate building rate			
Tarpaulins	*			
Threshing plant	<b>20</b>	25	13.5	17.5
Tomatoes:				
Plastic pots for growing	<b>S.V.</b>			
Structure for shading	2.5	3	2	2.5
Tools	See <i>Section 4.8.4</i>			
Traction engines	<b>10</b>	12.5	7	8.5
Tractors	<b>20</b>	25	13.5	17.5
Trailers	Rate applicable to vehicle by which drawn			
Trickle irrigation equipment in glasshouses	<b>25</b>	31.3	17.5	22
Trucks - see motor trucks				
Tunnel houses P.V.C.	11		<b>7.5</b>	
Underground silage pits - concrete walled with sliding roof	<b>10</b>	12.5	7	8.5
Vessels (Registered for fishing):				
- Hulls including fixed gear and refrigeration rooms	<b>10</b>	12.5	7	8.5
- Deck machinery, winches, and motors	<b>15</b>	18.8	10	13
- Main engines	<b>20</b>	25	13.5	7.5
Wagons, carts and drays	<b>10</b>	12.5	7	8.5
Water towers	Appropriate building rate			
Weighing machines and scales	<b>10</b>	12.5	7	8.5
Wells and water bores *				
Windmills	<b>10</b>	12.5	7	8.5
Wine making industry:				
Tanks and vats				
- stainless steel	<b>10</b>	12.5	7	8.5
- Wooden	<b>10</b>	12.5	7	8.5
- Concrete:				
for fermentation.	<b>10</b>	12.5	7	8.5
for storage	<b>6</b>	7	4	5
Casks and barrels				
- both circulating or storage	<b>S.V.</b>			
Wintering barns - all types of construction	<b>15</b>	18	10	12.5
Wire ropes	*			

## 4.15.10 Working for Families Tax Credits 2013

### WEEKLY PAYMENTS (1 April 2012 to 31 March 2013)

#### FAMILY TAX CREDIT (FTC) and IN-WORK TAX CREDIT (IWTC)

Family tax credit is paid regardless of your source of income. In-work tax credit is for families who normally work a minimum number of hours each week.

FAMILY INCOME (before tax)		NUMBER OF CHILDREN											
		ONE		TWO		THREE		FOUR		FIVE		SIX	
Weekly \$	Annual \$	FTC	IW TC	FTC	IW TC	FTC	IW TC	FTC	IW TC	FTC	IW TC	FTC	IW TC
to 699	To 36,350	92	60	157	60	221	60	286	75	350	90	414	105
700 to 731	36,351 to 38,000	85	60	150	60	214	60	337	75	343	90	408	105
732 to 760	38,001 to 39,500	79	60	144	60	208	60	273	75	337	90	402	105
761 to 808	39,501 to 41,000	73	60	138	60	202	60	267	75	331	90	395	105
809 to 817	41,001 to 42,500	67	60	132	60	196	60	260	75	325	90	389	105
818 to 846	42,501 to 44,000	61	60	125	60	190	60	254	75	319	90	383	105
847 to 875	44,001 to 45,500	55	60	119	60	184	60	248	75	313	90	377	105
876 to 904	45,501 to 47,000	49	60	113	60	178	60	242	75	306	90	371	105
905 to 933	47,001 to 48,500	43	60	107	60	171	60	236	75	300	90	365	105
934 to 962	48,501 to 50,000	36	60	101	60	165	60	230	75	294	90	359	105
963 to 990	50,001 to 51,500	30	60	95	60	159	60	224	75	288	90	353	105
991 to 1,019	51,501 to 53,000	24	60	89	60	153	60	218	75	282	90	346	105
1,020 to 1,048	53,001 to 54,500	18	60	83	60	147	60	211	75	276	90	340	105
1,049 to 1,077	54,501 to 56,000	12	60	76	60	141	60	205	75	270	90	334	105
1,078 to 1,106	56,001 to 57,500	6	60	70	60	135	60	199	75	264	90	328	105
1,107 to 1,135	57,501 to 59,000		60	64	60	129	60	193	75	257	90	322	105
1,136 to 1,163	59,001 to 60,500		54	58	60	122	60	187	75	251	90	316	105
1,164 to 1,192	60,501 to 62,000		47	52	60	116	60	181	75	245	90	310	105
1,193 to 1,221	62,001 to 63,500		41	46	60	110	60	175	75	239	90	303	105
1,222 to 1,250	63,501 to 65,000		35	40	60	104	60	168	75	233	90	297	105
1,251 to 1,279	65,001 to 66,500		29	33	60	98	60	162	75	227	90	291	105
1,280 to 1,308	66,501 to 68,000		23	27	60	92	60	156	75	221	90	285	105
1,309 to 1,337	68,001 to 69,500		17	21	60	86	60	150	75	215	90	279	105
1,338 to 1,365	69,501 to 71,000		11	15	60	80	60	144	75	208	90	273	105
1,366 to 1,394	71,001 to 72,500		5	9	60	73	60	138	75	202	90	267	105
1,395 to 1,423	72,501 to 74,000			3	60	67	60	132	75	196	90	261	105
1,424 to 1,452	74,001 to 75,500				57	61	60	126	75	190	90	254	105
1,453 to 1,481	75,501 to 77,000				51	55	60	119	75	184	90	248	105
1,482 to 1,510	77,001 to 78,500				44	49	60	113	75	178	90	242	105
1,511 to 1,538	78,501 to 80,000				38	43	60	107	75	172	90	236	105
1,539 to 1,567	80,001 to 81,500				32	37	60	101	75	165	90	230	105
1,568 to 1,596	81,501 to 83,000				26	30	60	95	75	159	90	224	105
1,597 to 1,625	83,001 to 84,500				20	24	60	89	75	153	90	218	105
1,626 to 1,654	84,501 to 86,000				14	18	60	83	75	147	90	212	105
1,655 to 1,683	86,001 to 87,500				8	12	60	77	75	141	90	205	105
1,684 to 1,712	87,501 to 89,000				2	6	60	70	75	135	90	199	105
1,713 to 1,740	89,001 to 90,500						60	64	75	129	90	193	105
1,741 to 1,769	90,501 to 92,000						54	58	75	123	90	187	105
1,770 to 1,798	92,001 to 93,500						48	52	75	116	90	181	105
1,799 to 1,827	93,501 to 95,000						41	46	75	110	90	175	105
1,828 to 1,856	95,001 to 96,500						35	40	75	104	90	169	105
1,857 to 1,885	96,501 to 98,000						29	34	75	98	90	163	105
1,886 to 1,913	98,001 to 99,500						23	27	75	92	90	156	105

1,914 to 1,942	99,501 to 101,000						17	21	75	86	90	150	105
1,943 to 1,971	101,001 to 102,500						11	15	75	80	90	144	105
1,972 to 2,000	102,501 to 104,000						5	9	75	74	90	138	105
2,001 to 2,029	104,001 to 105,500							3	75	67	90	132	105
2,030 to 2,058	105,501 to 107,000							1	71	61	90	126	105
2,059 to 2,087	107,001 to 108,500								66	55	90	120	105
2,088 to 2,115	108,501 to 110,000								60	49	90	113	105
2,116 to 2,144	110,001 to 111,500								53	43	90	107	105
2,145 to 2,173	111,501 to 113,000								47	37	90	101	105
2,174 to 2,202	113,001 to 114,500								41	31	90	95	105
2,203 to 2,231	114,501 to 116,000								35	25	90	89	105
2,232 to 2,260	116,001 to 117,500								29	18	90	83	105
2,261 to 2,288	117,501 to 119,000								23	12	90	77	105
2,289 to 2,317	119,001 to 120,500								17	6	90	71	105

The rates on the chart are based on your eldest child being under 16 and all other children being under 13. To work out how much you can expect if you have children older than this you will need to:

- add \$10 to the “FTC” amount for each child (other than the eldest) aged 13, 14 or 15
- add \$9 to the “FTC” amount if your eldest child is 16, 17 or 18
- add \$27 to the “FTC” amount for any other child aged 16, 17 or 18

If you are receiving a foster care allowance or an orphan’s benefit, the amounts listed in the chart above may not apply to you. You should contact the IRD on 0800 227 773 to establish your correct entitlement.

## FORTNIGHTLY PAYMENTS

### MINIMUM FAMILY TAX CREDIT

If your family income is below \$26,167 a year before tax you may also be entitled to this payment.

<b>FAMILY</b>	<b>INCOME (BEFORE TAX)</b>	
<b>Weekly \$</b>	<b>Annual \$</b>	<b>MFTC \$</b>
to 269	0 to 14,000	434 to 193
270 to 298	14,001 to 15,500	193 to 169
300 to 326	15,501 to 17,000	169 to 145
327 to 355	17,001 to 18,500	145 to 121
356 to 384	18,501 to 20,000	121 to 97
385 to 413	20,001 to 21,500	97 to 74
414 to 442	21,501 to 23,000	74 to 50
443 to 471	23,001 to 24,500	50 to 26
478 to 503	24,501 to 26,167	26 to 0

## PARENTAL TAX CREDIT

This is a payment for eight weeks after a new baby arrives in your family. You can receive up to \$1,200 (in total) depending on your family income.

FAMILY INCOME (BEFORE TAX)		NUMBER OF CHILDREN (INCLUDING YOUR NEWBORN)					
		ONE	TWO	THREE	FOUR	FIVE	SIX
Weekly \$	Annual \$	PTC \$	PTC \$	PTC \$	PTC \$	PTC \$	PTC \$
to 1,365	to 71,000	150	150	150	150	150	150
1,366 to 1,394	71,001 to 72,500	150	150	150	150	150	150
1,395 to 1,423	72,501 to 74,000	149	150	150	150	150	150
1,424 to 1,452	74,001 to 75,500	142	150	150	150	150	150
1,453 to 1,481	75,501 to 77,000	136	150	150	150	150	150
1,482 to 1,510	77,001 to 78,500	130	150	150	150	150	150
1,511 to 1,538	78,501 to 80,000	124	150	150	150	150	150
1,539 to 1,567	80,001 to 81,500	118	150	150	150	150	150
1,568 to 1,596	81,501 to 83,000	112	150	150	150	150	150
1,597 to 1,625	83,001 to 84,500	105	150	150	150	150	150
1,626 to 1,654	84,501 to 86,000	99	150	150	150	150	150
1,655 to 1,683	86,001 to 87,500	93	150	150	150	150	150
1,684 to 1,712	87,501 to 89,000	87	150	150	150	150	150
1,713 to 1,740	89,001 to 90,500	81	145	150	150	150	150
1,741 to 1,769	90,501 to 92,000	75	139	150	150	150	150
1,770 to 1,798	92,001 to 93,500	69	133	150	150	150	150
1,799 to 1,827	93,501 to 95,000	63	127	150	150	150	150
1,828 to 1,856	95,001 to 96,500	56	121	150	150	150	150
1,857 to 1,885	96,501 to 98,000	50	115	150	150	150	150
1,886 to 1,913	98,001 to 99,500	44	109	150	150	150	150
1,914 to 1,942	99,501 to 101,000	38	102	150	150	150	150
1,943 to 1,971	101,001 to 102,500	32	96	150	150	150	150
1,972 to 2,000	102,501 to 104,000	26	90	150	150	150	150
2,001 to 2,029	104,001 to 105,500	20	84	149	150	150	150
2,030 to 2,058	105,501 to 107,000	14	78	142	150	150	150
2,059 to 2,087	107,001 to 108,500	7	72	136	150	150	150
2,088 to 2,115	108,501 to 110,000	1	66	130	150	150	150
2,116 to 2,144	110,001 to 111,500		60	124	150	150	150
2,145 to 2,173	111,501 to 113,000		53	118	150	150	150
2,174 to 2,202	113,001 to 114,500		47	112	150	150	150
2,203 to 2,231	114,501 to 116,000		41	106	150	150	150
2,232 to 2,260	116,001 to 117,500		35	99	150	150	150
2,261 to 2,288	117,501 to 119,000		29	93	150	150	150
2,289 to 2,317	119,001 to 120,500		23	87	150	150	150

Rates shown assume you have one new baby. If you have had a multiple birth, please call the IRD on 0800 227 773.

**Note:** The amounts in the charts are estimates only, and are initial payment amounts which may alter if your circumstances change. If your income is above \$120,500 or you have more than six children, go to [www.ird.govt.nz/wff-tax-credits](http://www.ird.govt.nz/wff-tax-credits) and use the calculator, or call 0800 227 773.

Taxpayers are not permitted to receive the Working For Families Tax Credit and the Independent Earner Tax Credit at the same time.

## 4.15.11 Amortisation Rates for Listed Horticultural Plants

### 1. Explanation (Which does not form part of the Determination)

This Determination sets out the amortisation rates (on the basis of diminishing values) for listed horticultural plants as determined by the Commissioner of Inland Revenue and listed in the schedule to this Determination.

### 2. Reference

This Determination is made pursuant to section 91AAB of the Tax Administration Act 1994.

### 3. Scope of Determination

This Determination shall apply from the 2004 and subsequent income years. Its application will be supplemented or amended by supplementary Determinations pursuant to subsection 91AAB(4) of the Tax Administration Act 1994.

### 4. Interpretation

In this Determination, unless the context otherwise requires, expressions used have the same meanings as those in sections DO 4, DO 4B, DO 4C, DO 4D, OB 1 and Schedule 7 of the Income Tax Act 1994 and section 91AAB of the Tax Administration Act 1994 in respect of the 2004 and 2005 income years.

In this Determination, unless the context otherwise requires, expressions used have the same meanings as those in sections DO 4, DO 4B, DO 4C, DO 4D, DO 4E, OB 1 and Schedule 7 of the Income Tax Act 2004 and section 91AAB of the Tax Administration Act 1994 in respect of the 2006 and subsequent income years.

### 5. Determination

Pursuant to section 91AAB of the Tax Administration Act 1994:

- (a) for the purposes of section 91AAB(1)(a), the types of horticultural plant, tree, vine, bush, cane, or similar plant, as set out in the schedule to this Determination, shall be listed horticultural plants; and
- (b) for the purposes of section 91AAB(1)(b), for the 2004 income year, the banded rate set out in column 1 of Schedule 11 of the Income Tax Act 1994 that is to be used to calculate the diminishing value for each type of listed horticultural plant shall be at the election of the taxpayer either:
  - (i) the amortisation rates as set out in column 2 of the schedule to this Determination; or
  - (ii) 10% (which does not include the 20% loading); and
- (c) for the purposes of section 91AAB(1)(b), for the 2005 income year, for a taxpayer whose return has been furnished on or before 30 June 2005, the banded rate set out in column 1 of Schedule 11 of the Income Tax Act 1994 that is to be used to calculate the diminishing value for each type of listed horticultural plant shall be at the election of the taxpayer either:
  - (i) the amortisation rates as set out in column 2 of the schedule to this Determination; or
  - (ii) 10% (which does not include the 20% loading); and
- (d) for the purposes of section 91AAB(1)(b), for the 2005 income year, for a taxpayer whose return is furnished after 30 June 2005, the banded rate set out in column 1 of Schedule 11 of the Income Tax Act 1994 that is to be used to calculate the diminishing value for each type of listed horticultural plant shall be the amortisation rates as set out in column 2 of the schedule to this Determination; and
- (e) for the purposes of section 91AAB(1)(b), for 2006 and subsequent income years, the banded rate set out in column 1 of Schedule 11 of the Income Tax Act 2004 that is to be used to calculate the diminishing value for each type of listed horticultural plant shall be the amortisation rates as set out in column 2 of the schedule to this Determination.

This Determination is made by me, acting under the delegated authority from the Commissioner of Inland Revenue under section 7 of the Tax Administration Act 1994.

This Determination is signed on the 13<sup>th</sup> day of May 2005.

**Graham Tubb**  
National Manager (Technical Standards)

## SCHEDULE TO DETERMINATION DET 05/01

### Amortisation rates for listed horticultural plants

Listed horticultural plant	DV %*	DV% with 20% loading	Estimated useful life of horticultural plant (%)
<b>Berryfruit</b>			
Blueberry	12	14.4	13
Blackcurrant	18	21.6	8
<b>Rubus</b>			
Raspberry	26	31.2	5
Blackberry	15	18.0	10
Boysenberry	15	18.0	10
Loganberry	15	18.0	10
Other Rubus	15	18.0	10
<b>Citrus</b>			
Grapefruit	7.5	9.0	18
Lemon	7.5	9.0	20
Lime	7.5	9.0	20
Mandarin	6	7.2	25
Orange	6	7.2	25
Tangelo	6	7.2	25
<b>Grapes</b>			
Table grapes	7.5	9.0	20
<b>Nuts</b>			
Chestnut	7.5	9.0	20
Hazelnut	6	7.2	26
Walnut	4	4.8	30

\* Please note a 20% loading is to be added to the percentage in column 2 to arrive at the total diminishing value amortisation rate available each income year.



Listed horticultural plant	DV %*	DV% with 20% loading	Estimated useful life of horticultural plant (%)
<b>Pipfruit</b>			
Apple	9.5	11.4	15
European pear	7.5	9.0	20
Nashi Asian pear	9.5	11.4	15
<b>Summerfruit</b>			
Apricot	9.5	11.4	15
Cherry	7.5	9.0	20
Plum	9.5	11.4	15
Nectarine	12	14.4	12
Peach	12	14.4	12
<b>Vegetables</b>			
Asparagus	22	26.4	6
<b>Other</b>			
Avocado	7.5	9.0	20
Feijoa	7.5	9.0	18
Hop	15	18.0	10
Kiwifruit	7.5	9.0	20
Olives			
• <500 trees per hectare	7.5	9.0	20
• >500 trees per hectare (typically hedges)	9.5	11.4	15
Passionfruit	33	39.6	4
Persimmon	6	7.2	25
Tamarillo	33	39.6	4

\* Please note a 20% loading is to be added to the percentage in column 2 to arrive at the total diminishing value amortisation rate available each income year.

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