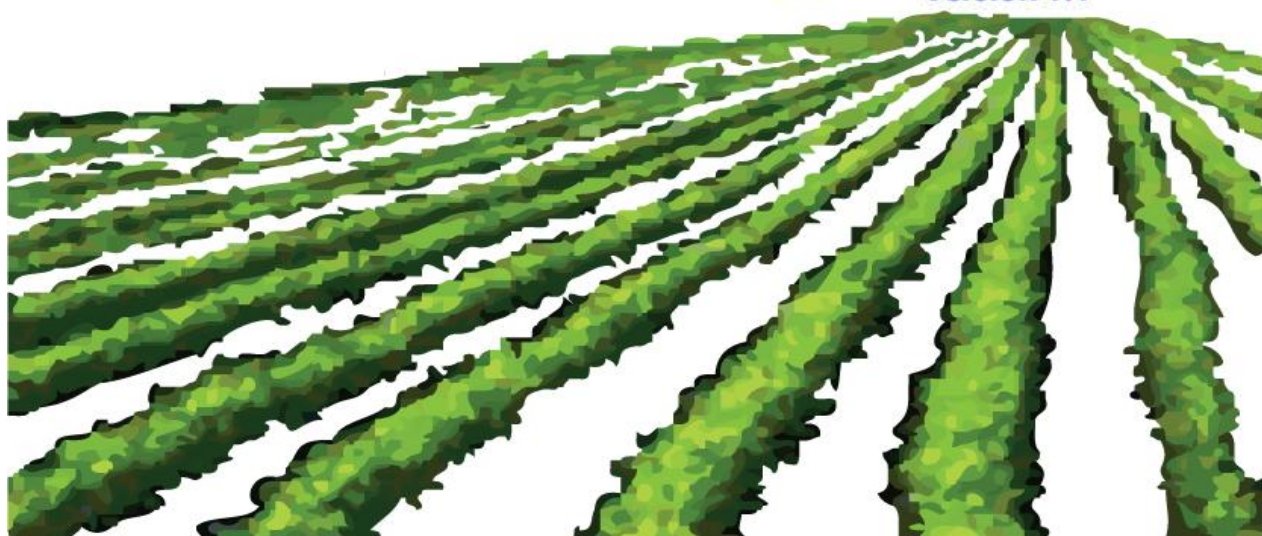


VegTool

Version 1.1



Gross Margin Comparison Tool for Vegetables

MANUAL

Prepared by

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Scholefield Robinson Horticultural Services Pty Ltd*

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Acknowledgements

The VegTool program was developed by Scholefield Robinson Horticultural Services Pty Ltd as part of a project commissioned by Horticulture Australia Ltd (HAL).

The project (VG08004) was funded by HAL with support from the vegetable industry R&D levy, matched by Australian Government funds, to address a priority identified in the VegVision 2020 Strategic Plan: "Provide vegetable producers with a grower-friendly tool for comparing gross margins".

Vegetable industry members (growers) provided valuable guidance regarding its capabilities.

Project Staff

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Programming Support

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Links with the “VegBIZ” Project

Following the release of Version 1.0 of VegTool, responsibility for the program transferred to the HAL-funded “VegBIZ” project (VG08021). This project is funded by HAL with support from the vegetable industry R&D levy, matched by Australian Government funds. It is being managed by Gerard Kelly of the NSW Department of Primary Industries.

It is expected that most vegetable industry members (i.e. levy-paying growers and service providers will log in to the secure area of the AUSVEG website (www.ausveg.com.au) and will download the program from the Internet. At present to navigate to the download area for VegTool you navigate to “Technical Insights”, then to “Business Improvement”, then to “Gross Margin Tool”.

However, those who wish to receive the VegTool program on a CD-ROM can place an order by contacting:

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Vegetable Industry Centre, Dareton Office
Phone: (03) 5019 8406
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Disclaimer

While a great deal of care has been invested in the development of VegTool, Horticulture Australia Ltd or Scholefield Robinson Horticultural Services Pty Ltd or NSW Department of Primary Industries cannot accept any responsibility for losses arising from the use of it or the information it contains.

Before using the results of calculations from the VegTool program to make important decisions, we recommend that you get your calculations checked by a professional financial analyst, such as your accountant or farm business consultant.

Photographs

We gratefully acknowledge AUSVEG as the source of the photographs used on the cover of this manual and in the screens that appear when the VegTool program is being installed.

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1 INTRODUCTION, INCLUDING A 'QUICK GUIDE' TO USING VEGTOOL

VegTool is a simple tool for calculating and comparing **Gross Margins**.

A gross margin is the difference between what your crop sells for ("gross income") and the operating costs.

Profit on the other hand depends on the dollar difference between gross income and **all** costs (i.e. operating costs and overhead costs).

VegTool allows you to prepare and compare Gross Margins for your different crop options or different production situations (for example varying the season might affect your yields and/or prices; exporting might cost more in transport, but earn better prices).

The vegetable industry's *Information and Technology Advisory Group* identified that growers needed a tool of this type, because it can be very difficult to anticipate gross margins when selecting crops.

1.1 VegTool can help your vegetable business

Subtle changes in income or costs can have serious impacts on profit. This makes predicting and comparing potential profitability of different crops difficult.

VegTool can help your business by allowing you to:

- ❖ Compare several production scenarios to see which ones are likely to generate sufficient gross margin returns to result in a profit.
- ❖ Decide which crops are likely to generate the most profit.
- ❖ See the effect on your Gross Margins of small changes in yields or prices or costs.
- ❖ Prepare more detailed forecasts for your Scenarios by using one of the 'Cost Calculators'.

Examples of the types of questions you might ask when using the tool:

"Will I still have a positive Gross Margin if the price of temporary (allocation) water goes above \$500 per megalitre?"

"What will happen to my Gross Margin if prices next season are reduced by 10%, or if input costs increase by 10%?"

"Am I more likely to make a profit if I grow crop A or crop B?"



1.2 VegTool is the ideal farm budget tool for the vegetable industry

VegTool is very simple to use, but gives you excellent information for making decisions.

You can:

- ❖ Compare Scenarios
- ❖ Print groups of Scenarios
- ❖ Prepare a quick 'snapshot' analysis
- ❖ Prepare a comprehensive analysis if you want detail

- ❖ Manipulate inputs easily, and instantly see the impact this has on your Gross Margin
- ❖ Use all your preferred units of yield, price and crop area. You don't need to be thinking in tonnes or hectares. For example, you can create Scenarios using:
 - Trays per glasshouse span
 - Bunches per bed x dollars per bunch
 - Crates per patch
 - Bins per section of pivot

An example of Gross Margin comparisons created using VegTool

Comparison Report 13-Sep-2011										
Name of Scenario	Field Lettuce - High Fertiliser		Field Lettuce - Low Fertiliser		Onions - High Tech Fert Program		Onions - Traditional Fertiliser Pro		Pumpkin - Butternut	
Crop	Field Lettuce		Lettuce		Onions		Onions		Pumpkin	
Season	Summer		Summer		Winter		Winter		Spring	
Water Requirement	3 ML per Ha		3 ML per Ha		4.5 ML per Ha		4.5 ML per Ha		6 ML per Ha	
Your Area Unit	1 Hectare		1 Hectare		1 Hectare		1 Hectare		1 Hectare	
Your Harvest Unit	Carton (of 14 kg)		Carton (of 14 kg)		Bag (of 20 kg)		Bag (of 20 kg)		Carton (of 14 kg)	
Yield	3,125.00 Cartons		2,500.00 Cartons		2,250.00 Bags		2,000.00 Bags		1,200.00 Cartons	
	3,125.00 Cartons/Hectare		2,500.00 Cartons/Hectare		2,250.00 Bags/Hectare		2,000.00 Bags/Hectare		1,200.00 Cartons/Hectare	
	43.75 Tonnes/Hectare		35.00 Tonnes/Hectare		45.00 Tonnes/Hectare		40.00 Tonnes/Hectare		16.80 Tonnes/Hectare	
Average Price	\$857.14 per Tonne		\$857.14 per Tonne		\$800.00 per Tonne		\$800.00 per Tonne		\$857.14 per Tonne	
	\$0.86 per Kilogram		\$0.86 per Kilogram		\$0.80 per Kilogram		\$0.80 per Kilogram		\$0.86 per Kilogram	
	\$12.00 per Carton		\$12.00 per Carton		\$12.00 per Bag		\$12.00 per Bag		\$12.00 per Carton	
	\$/Area Unit	\$/Hectare	\$/Area Unit	\$/Hectare	\$/Area Unit	\$/Hectare	\$/Area Unit	\$/Hectare	\$/Area Unit	\$/Hectare
Gross Income	37,500.00	37,500.00	30,000.00	30,000.00	27,000.00	27,000.00	24,000.00	24,000.00	14,400.00	14,400.00
Operating Costs										
Seed & Plants					1,440.00	1,440.00	1,440.00	1,440.00	210.00	210.00
Fertiliser	1,647.16	1,647.16	403.26	403.26	2,137.10	2,137.10	555.00	555.00		
Fuel					52.50	52.50	52.50	52.50	270.00	270.00
Chemicals					1,575.00	1,575.00	1,575.00	1,575.00	130.70	130.70
Water	180.00	180.00	180.00	180.00	270.00	270.00	270.00	270.00		
Labour					4,808.00	4,808.00	4,808.00	4,808.00		
Electricity/Gas					15.00	15.00	15.00	15.00		
Packaging	6,250.00	6,250.00	5,000.00	5,000.00	787.50	787.50	700.00	700.00		
Freight/Transport					3,000.00	3,000.00	2,666.67	2,666.67		
Other Operating Costs					4,440.00	4,440.00	4,440.00	4,440.00		
Total Costs	8,077.16	8,077.16	5,583.26	5,583.26	18,525.10	18,525.10	16,522.17	16,522.17	610.70	610.70
Gross Margin	29,422.84	29,422.84	24,416.74	24,416.74	8,474.90	8,474.90	7,477.83	7,477.83	13,789.30	13,789.30
Gross Margin per ML Water	9,807.61		8,138.91		1,883.31		1,661.74		2,298.22	
Weeks from Planting to Final Harvest	8.00		8.00		4.00		32.00		18.00	
Total Gross Margin	83,581.61									
*WARNING Some operating cost fields do not have a value. Interpret results with caution.										
Printed Tuesday 13, September 2011 04:41 PM										

Easy steps to create a "Scenario" and see your Gross Margin:

1. Select a **crop** and enter **yields** and **prices** for that crop.
2. Enter the **operating costs** for this Scenario.
3. **Compare** the gross margins for this Scenario against other Scenarios that you have prepared.
4. **Manage** and edit your Scenarios.

1.3 The 'quick guide' to using VegTool

The first working screen you see is for managing your files. Here you choose to create new Scenarios, manage your existing scenarios, print a financial summary or compare scenarios.

❖ Click here to create a new crop scenario.

Name of Scenario & Crop Details	Season	Crop	Harvest Unit	Area Unit	Income*	Cost*	Gross Margin*
Scenario							
Broccoli - High Tech Fert Program	Winter	Broccoli	Carton	Hectare	\$12,880.00	\$11,043.68	\$1,836.32
Broccoli - Traditional Fert Program	Winter	Broccoli	Carton	Hectare	\$11,200.00	\$10,537.46	\$662.54
Field Lettuce - High Fertiliser	Summer	Field Lettuce	Carton	Hectare	\$37,500.00	\$8,077.16	\$29,422.84
Field Lettuce - Low Fertiliser	Summer	Lettuce	Carton	Hectare	\$30,000.00	\$5,583.26	\$24,416.74
IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$26,950.00	\$7,452.99	\$19,497.01
Non IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$23,512.50	\$6,534.03	\$16,978.47
Onions - High Tech Fert Program	Winter	Onions	Bag	Hectare	\$27,000.00	\$18,525.10	\$8,474.90
Onions - Traditional Fertiliser Program	Winter	Onions	Bag	Hectare	\$24,000.00	\$16,522.17	\$7,477.83
Pumpkin - Butternut	Spring	Pumpkin	Carton	Hectare	\$14,400.00	\$810.70	\$13,589.30
Pumpkin - Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Pumpkin - Jarradale 10	Spring	Pumpkin	Bin	Patch	\$98,000.00	\$77,597.00	\$20,403.00
Pumpkin - Jarradale 20	Spring	Pumpkin	Bin	Patch	\$196,000.00	\$155,194.00	\$40,806.00
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,689.70	\$2,110.30
Water \$60/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Water \$70/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,629.70	\$1,970.30

- ❖ Each time you re-open the program you will see all your **saved** scenarios listed here.
- ❖ Click on a scenario in the list to select it. Now you can **edit**, **copy** or **delete** unwanted scenarios or **print** a financial summary.
- ❖ Without selecting any scenarios, you can go straight to a screen that allows you to **compare** groups of scenarios.

To create a Scenario, you first enter the crop details

❖ Enter data into the white boxes.

❖ Use dropdown lists to select your crop, season, harvest unit and area unit (e.g. bed, patch, pivot, acre, etc).

❖ Details appear in the financial summary on the right as you enter information on the left.

❖ Watch the comments here. They offer hints or explanations as you move to each white box.

FINANCIAL SUMMARY			
Crop and Scenario Description			
Crop			
Season			
Name of Scenario			
Harvest Unit			
Area Unit	(0.0000 hectares)		
Anticipated Yield and Weighted Average Price			
Yield	0.00	per Area Unit	per Hectare
Weighted Average Price	\$0.00	per	
Gross Income	per Harvest Unit	per Area Unit	per Hectare
Gross Income	\$0.00	\$0.00	\$0.00
Operating Costs	per Harvest Unit	per Area Unit	per Hectare
Seed & Plants	\$0.00	\$0.00	\$0.00
Fertiliser	\$0.00	\$0.00	\$0.00
Fuel	\$0.00	\$0.00	\$0.00
Chemicals	\$0.00	\$0.00	\$0.00
Water	\$0.00	\$0.00	\$0.00
Labour	\$0.00	\$0.00	\$0.00
Electricity/Gas	\$0.00	\$0.00	\$0.00
Packaging	\$0.00	\$0.00	\$0.00
Freight/Transport	\$0.00	\$0.00	\$0.00
Other Operating costs	\$0.00	\$0.00	\$0.00
Total Operating Costs	\$0.00	\$0.00	\$0.00
Gross Margin	per Harvest Unit	per Area Unit	per Hectare
Gross Margin	\$0.00	\$0.00	\$0.00
Weeks from planting to final harvest: TBA			

To complete a Scenario, enter operating costs for each of the ten cost categories. Links take you to calculators that use different methods to determine your costs.

Enter Operating Costs

Tutorial Conversion Calculator User Manual

ENTER OPERATING COSTS
Type numbers in the boxes or use a cost calculator to derive crop costs.

Read some guidelines or use a simple cost calculator

Type in estimated costs for the Area Unit you selected: \$ per Hectare

Seed & Plants [↗](#)

Fertiliser [↗](#)

Fuel [↗](#)

Chemicals [↗](#)

Water [↗](#)

Labour [↗](#)

Electricity/Gas [↗](#)

Packaging [↗](#)

Freight/Transport [↗](#)

Other Operating Costs [↗](#)

FINANCIAL SUMMARY
Crop and Scenario Description

Crop Pumpkin
Season Spring
Name of Scenario Pumpkin - Butternut
Harvest Unit Carton (of 14 kg)
Area Unit Hectare

Anticipated Yield and Weighted Average Price

Yield 1,200.00 Cartons (of 14 kg) per Area Unit
1,200.00 Cartons (of 14 kg) per Hectare
16.80 Tonnes per Hectare
Weighted Average Price \$12.00 per Carton (of 14 kg)

	per Carton	per Area Unit	per Hectare
Gross Income	\$12.00	\$14,400.00	\$14,400.00
Operating Costs			
Seed & Plants	\$0.00	\$0.00	\$0.00
Fertiliser	\$0.00	\$0.00	\$0.00
Fuel	\$0.00	\$0.00	\$0.00
Chemicals	\$0.00	\$0.00	\$0.00
Water	\$0.00	\$0.00	\$0.00
Labour	\$0.00	\$0.00	\$0.00
Electricity/Gas, etc	\$0.00	\$0.00	\$0.00
Packaging	\$0.00	\$0.00	\$0.00
Freight/Transport	\$0.00	\$0.00	\$0.00
Other Operating costs	\$0.00	\$0.00	\$0.00
Total Operating Costs	\$0.00	\$0.00	\$0.00
Gross Margin			
Gross Margin	\$0.00	\$0.00	\$0.00
Gross Margin per ML Water	\$0.00		
Weeks from planting to final harvest:	18		

Back Seed & Plants Costs Optional. Please enter a number, or click the button to the right to open the Seed & Plants Cost Calculator. Done

WARNING Some operating cost fields do not have a value. Interpret results with caution

Details appear in the financial summary based on the crop information you entered.

Operating cost information will appear in the costs summary as you enter cost details.

Type the costs into the white boxes if you know them, or click on these links to go to a simple calculator. These make it easy to calculate or estimate the costs.

Select up to five Scenarios at a time to view and print for comparison.

Comparison Report 13-Sep-2011

Name of Scenario	Field Lettuce - High Fertiliser	Field Lettuce - Low Fertiliser	Onions - High Tech Fert Program	Onions - Traditional Fertiliser Pro	Pumpkin - Butternut
Crop	Field Lettuce	Lettuce	Onions	Onions	Pumpkin
Season	Summer	Summer	Winter	Winter	Spring
Water Requirement	3 ML per Ha	3 ML per Ha	4.5 ML per Ha	4.5 ML per Ha	6 ML per Ha
Your Area Unit	1 Hectare	1 Hectare	1 Hectare	1 Hectare	1 Hectare
Your Harvest Unit	Carton (of 14 kg)	Carton (of 14 kg)	Bag (of 20 kg)	Bag (of 20 kg)	Carton (of 14 kg)
Yield	3,125.00 Cartons 3,125.00 Cartons/Hectare 43.75 Tonnes/Hectare	2,500.00 Cartons 2,500.00 Cartons/Hectare 35.00 Tonnes/Hectare	2,250.00 Bags 2,250.00 Bags/Hectare 45.00 Tonnes/Hectare	2,000.00 Bags 2,000.00 Bags/Hectare 40.00 Tonnes/Hectare	1,200.00 Cartons 1,200.00 Cartons/Hectare 16.80 Tonnes/Hectare
Average Price	\$857.14 per Tonne \$0.86 per Kilogram \$12.00 per Carton	\$857.14 per Tonne \$0.86 per Kilogram \$12.00 per Carton	\$900.00 per Tonne \$0.60 per Kilogram \$12.00 per Bag	\$800.00 per Tonne \$0.60 per Kilogram \$12.00 per Bag	\$857.14 per Tonne \$0.86 per Kilogram \$12.00 per Carton
	\$/Area Unit \$/Hectare	\$/Area Unit \$/Hectare	\$/Area Unit \$/Hectare	\$/Area Unit \$/Hectare	\$/Area Unit \$/Hectare
Gross Income	37,500.00 37,500.00	30,000.00 30,000.00	27,000.00 27,000.00	24,000.00 24,000.00	14,400.00 14,400.00
Operating Costs					
Seed & Plants			1,440.00 1,440.00	1,440.00 1,440.00	210.00 210.00
Fertiliser	1,647.16 1,647.16	403.26 403.26	2,137.10 2,137.10	555.00 555.00	
Fuel			52.50 52.50	52.50 52.50	270.00 270.00
Chemicals			1,575.00 1,575.00	1,575.00 1,575.00	130.70 130.70
Water	180.00 180.00	180.00 180.00	270.00 270.00	270.00 270.00	
Labour			4,808.00 4,808.00	4,808.00 4,808.00	
Electricity/Gas			15.00 15.00	15.00 15.00	
Packaging	6,250.00 6,250.00	5,000.00 5,000.00	787.50 787.50	700.00 700.00	
Freight/Transport			3,000.00 3,000.00	2,666.67 2,666.67	
Other Operating Costs			4,440.00 4,440.00	4,440.00 4,440.00	
Total Costs	8,077.16 8,077.16	5,583.26 5,583.26	18,525.10 18,525.10	16,522.17 16,522.17	610.70 610.70
Gross Margin	29,422.84 29,422.84	24,416.74 24,416.74	8,474.90 8,474.90	7,477.83 7,477.83	13,789.30 13,789.30
Gross Margin per ML Water	9,807.61	8,138.91	1,883.31	1,661.74	2,296.22
Weeks from Planting to Final Harvest	8.00	8.00	4.00	32.00	18.00
Total Gross Margin	83,581.61				

*WARNING Some operating cost fields do not have a value. Interpret results with caution.

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2 OBTAINING & INSTALLING VEGTOOL

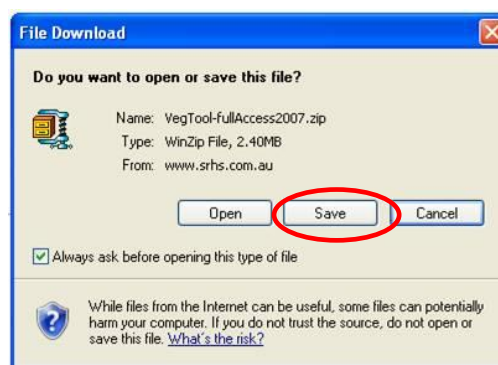
VegTool is available on CD, or by downloading from the AUSVEG website (www.ausveg.com.au).

To order a CD, contact the VegBIZ Project Leader (see page ii of this manual for contact details)

2.1 Downloading VegTool from the AUSVEG website

- ❖ To download the VegTool program; log in to the secure area of the AUSVEG website, www.ausveg.com.au, then navigate to “Technical Insights”, then to “Business Improvement”, then to “Gross Margin Tool”.
- ❖ Using the sidebar navigate to the bottom of the page
- ❖ Read the ‘Installation Instructions’
- ❖ Under **Related Downloads** click on **“VegTool for full or runtime version of Access 2007”**

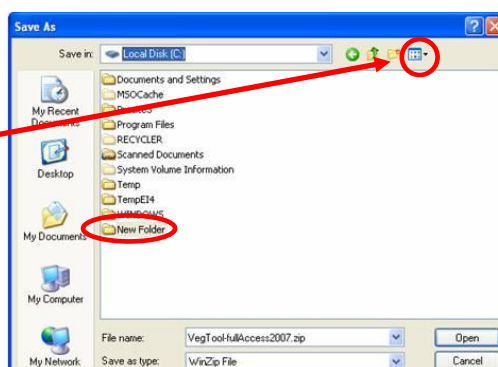
When this screen appears, click “Save”:



Choose a folder on your computer where the Zip file will be saved:

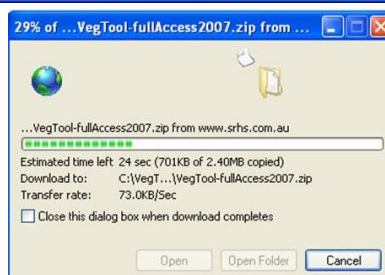
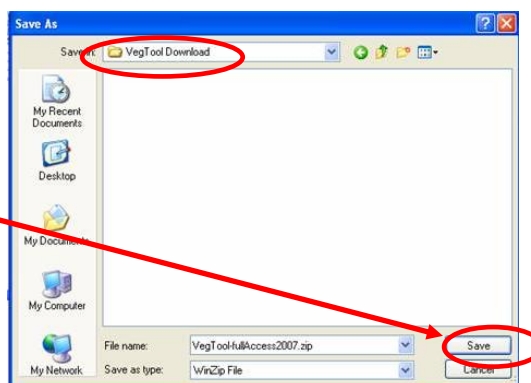
For example, you may wish to create a folder on your C: drive named “VegTool Download”, which involves:

1. Click this button to create a New Folder
2. Type in “VegTool Download” where it says “New Folder”



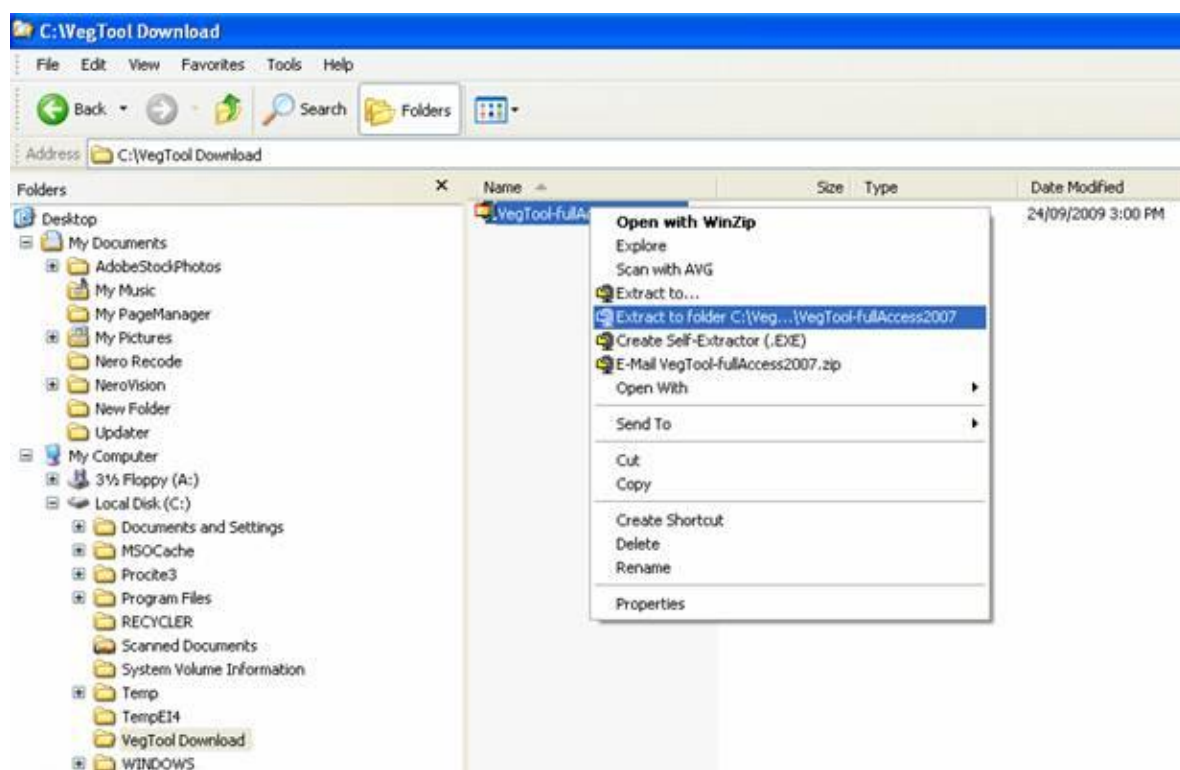
3. Click on the “VegTool Download” folder to open it

4. Click “Save” to save the downloaded Zip file into this folder

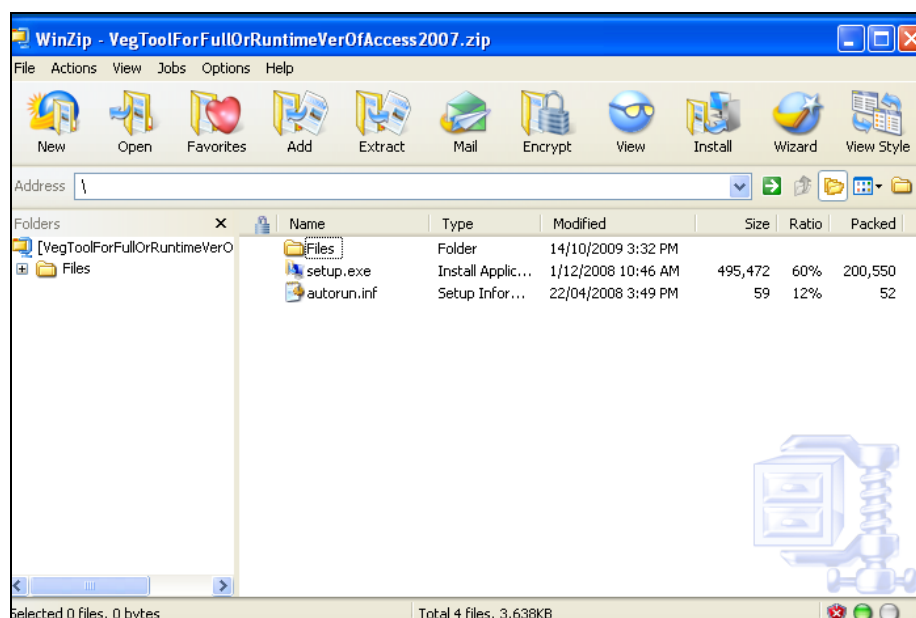


Extract files from the “Zip” file:

Right-click the Zip file, then select WinZip and “Extract to folder C: \...” or “Extract to...”. In the example below, the files have been extracted to the same folder in which the Zip file was saved. You may choose to save the extracted files in another folder by selecting “Extract to...” **Keep track of the name and location of the folder.**



Following the example above, the files will be extracted into a new folder that has the same name as the Zip file (which will be in the same folder as the Zip file).



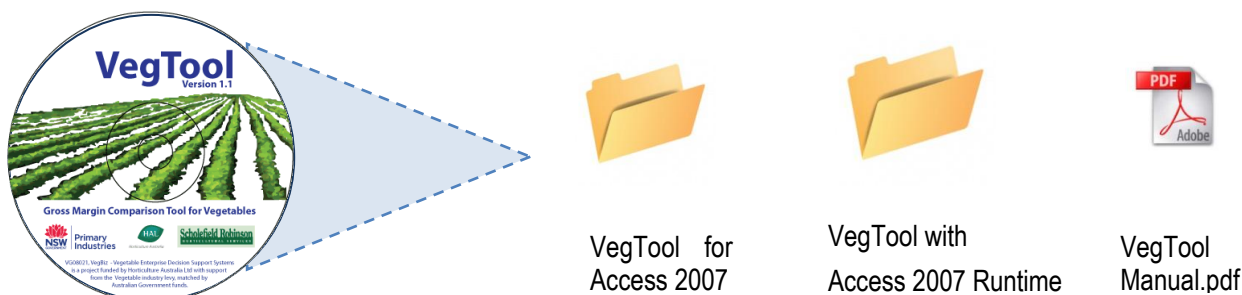
Installing VegTool after extracting files downloaded from the AUSVEG website:



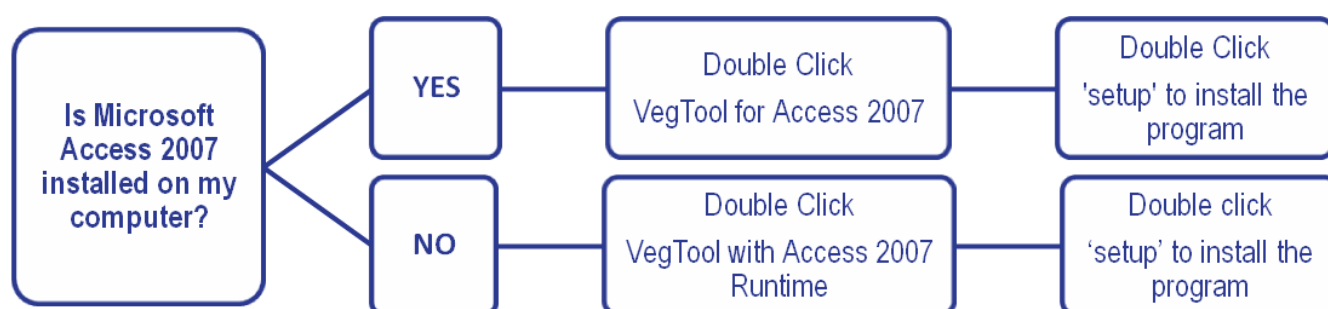
Click on the folder containing the files that were extracted from the Zip file (see above examples). One of the files will be named “Setup.exe” or there will be an icon with the word “Setup” under it: Once you double-click “Setup.exe” or the above icon you will launch the Setup Wizard shown in 2.3.

2.2 Installing VegTool from a CD

Insert the CD in your CD/DVD drive. The VegTool 1.1 CD contains two folders and the VegTool Manual.

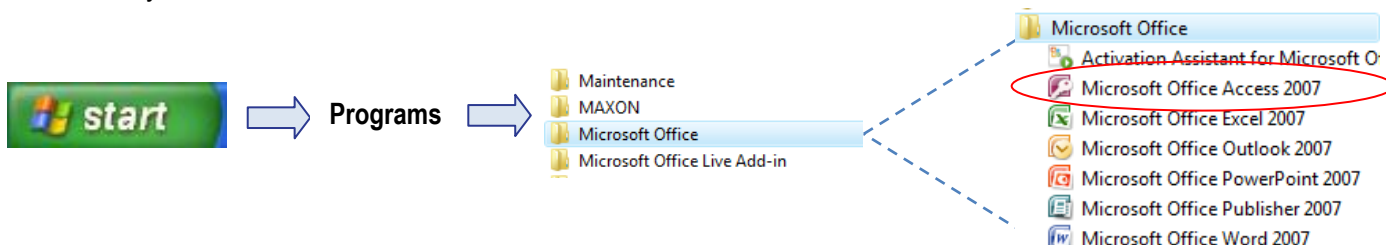


How do I choose which folder I should use?



I am not sure if I have Microsoft Access 2007?

Click on the Start button, select Programs, select Microsoft Office and if you can't see Microsoft Access 2007 listed, then you do not have 'Access 2007'.



You may need to log on as the “Administrator” before you can install software on your computer:

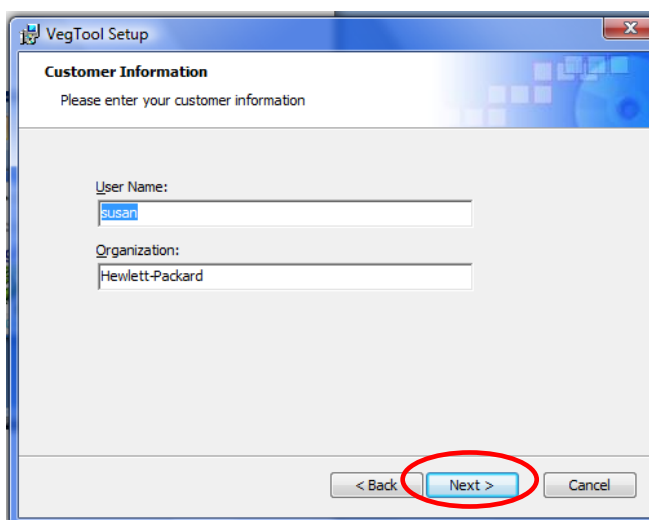
If your efforts to launch the Setup Wizard are blocked due to the fact you don't have “permission” as a User, you will have to Log Off, and then Log On as the “Administrator” using the proper password. Then go to the folder where the “Setup.exe” file is located and double-click it to launch the Setup Wizard. Once the software is installed, Log Off (from “Administrator”) and then Log On again with your User name and password.

2.3 Completing Installation with Setup Wizard

Once you double-click “Setup.exe”, a Setup Wizard will be launched. Click ‘Next’



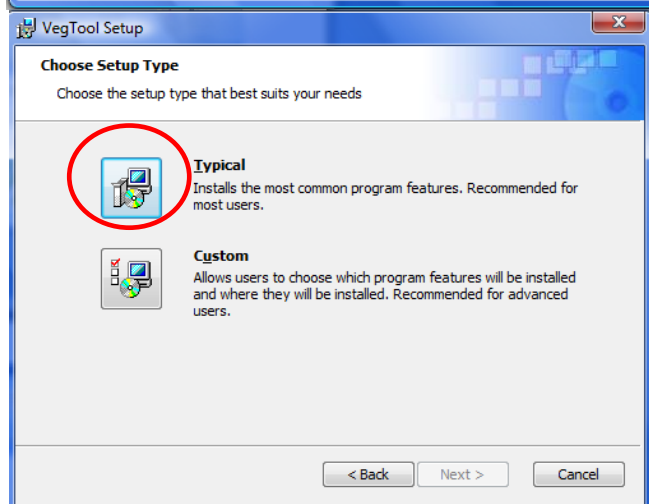
When this screen appears click ‘Next’.
(Entering a User Name and Organisation is optional).



When two icons appear on the screen, click ‘Typical’ if you do not have a preference for where the program is installed. (It will be installed in a folder on your C: drive.)

(Experienced users may wish to click ‘Custom’ and specify a different location in which the program will be installed.)

Then click ‘Next’ and the installation will start.



From now on ‘VegTool 1.1’ will appear as an icon on your desktop.

Open the tool by double-clicking this icon.

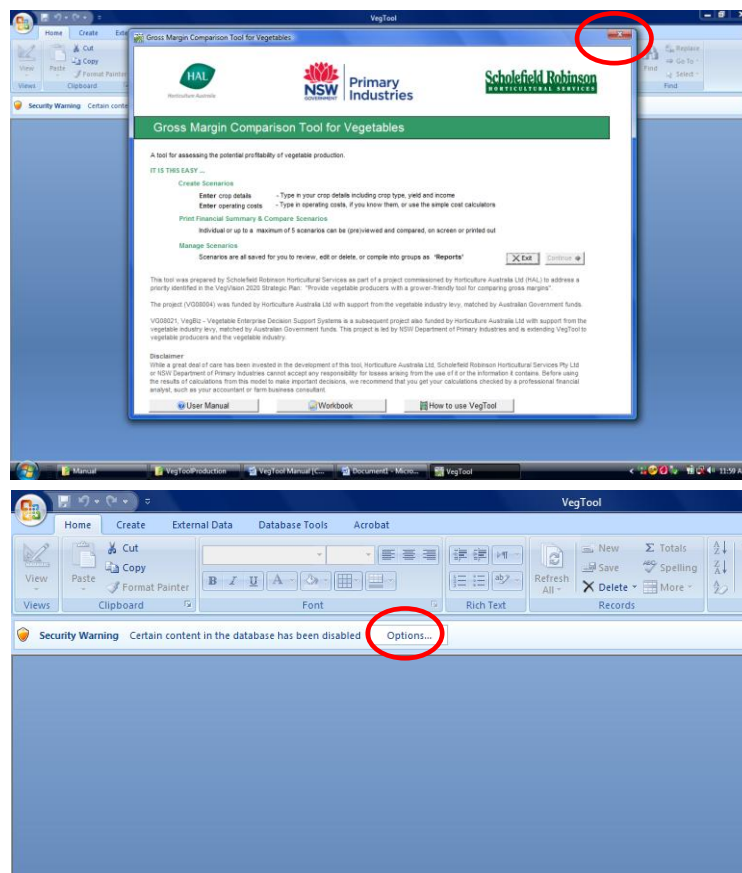


2.4 The first time you open VegTool

If you already have Microsoft Access 2007 installed on your computer

You may find that after you have installed the program, you open it up and the first page does not fill the entire screen.

Click the white X in the red box top right of the VegTool first page screen.



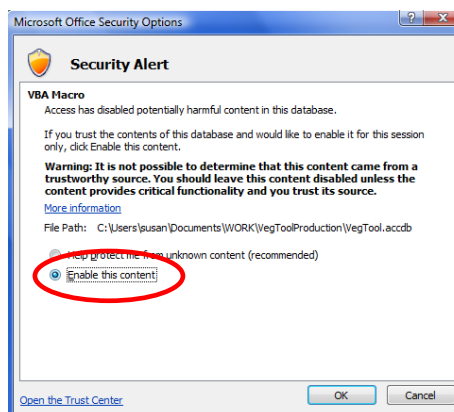
The VegTool Screen will disappear and you will see a Security Warning.

Click the 'Options' button.

A Security Alert will appear.

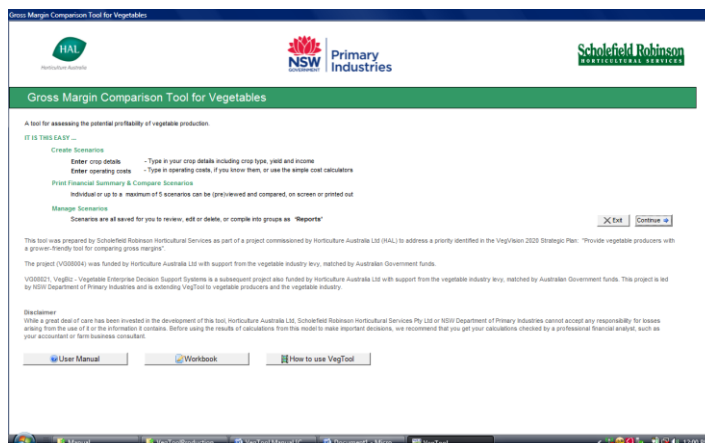
Click 'enable this content'

Then click OK



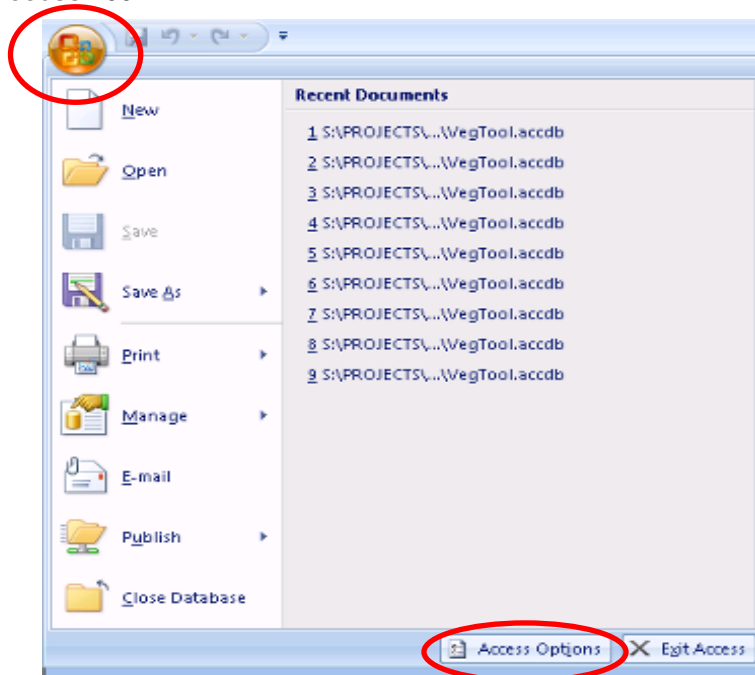
The full screen will appear.

IMPORTANT NOTE: If you already have Access 2007, You will need to follow the steps on the following pages to enable macros and security settings and prevent this from happening every time you open VegTool.



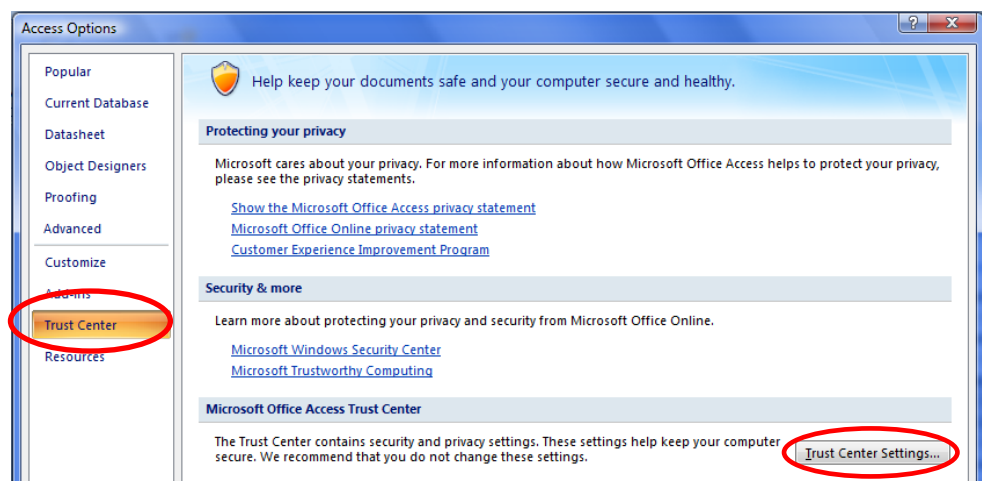
To enable macros in Microsoft Access 2007

Click on the **Office Button** on the top left of your screen to see the dropdown list. Then click on the **Access Options** button.



In the box that appears, click on '**Trust Centre**'.

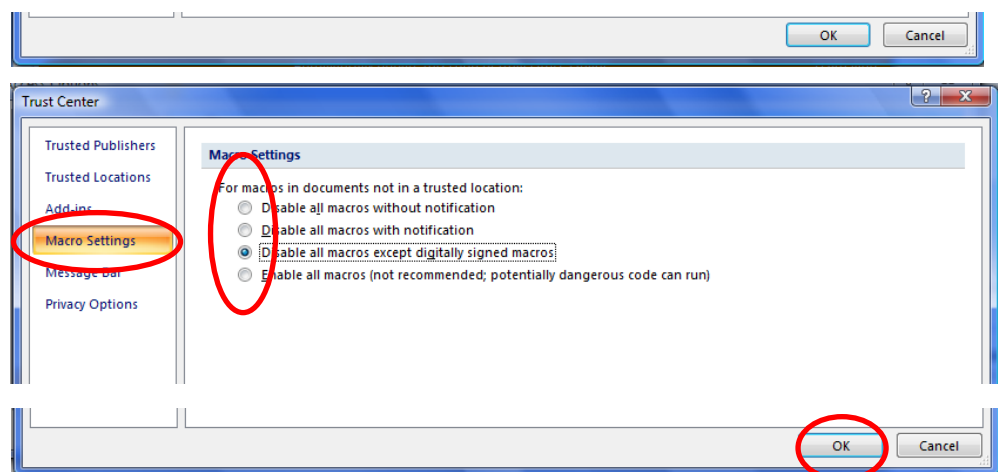
Then click on '**Trust Centre Settings**'



In the Trust Centre, click on **Macro Settings** to see your level of security for macros.

Select '**Disable all macros except digitally signed macros**'.

Click **OK**



*Note: If you select '**Disable all macros with notification**' then you can still use VegTool, but every time you open VegTool you will get a security warning and you will need to re-enable the macros before you can start.*

2.5 Adjusting screen settings for your computer

Every computer has different security and screen settings.

When you first open VegTool, what you see on the screen may vary depending on your computer settings.

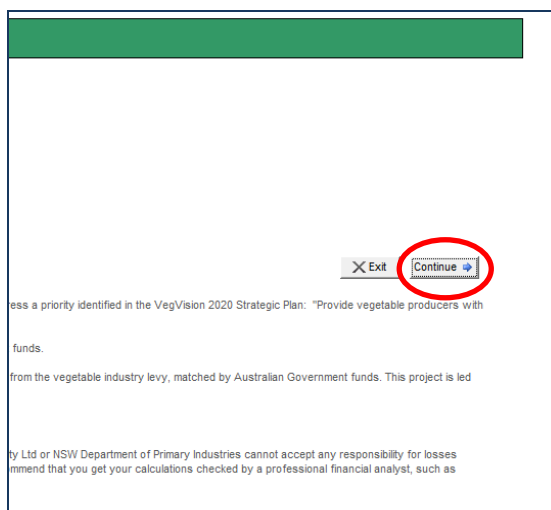
You need to do this ...

If you see the following...

When I click on it, the 'CONTINUE' button doesn't work

This has occurred because your computer has a high security setting and is disabling macros.

See previous two pages.

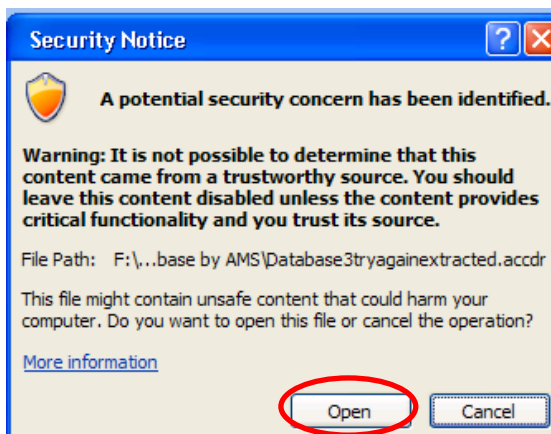


A message box asking whether you trust the source of the program

Click 'Open'.

This standard security warning may appear when you download Access 2007 Runtime.

Your computer has merely recognised that you are importing new software (VegTool 1.1) and is warning you that it is new software.

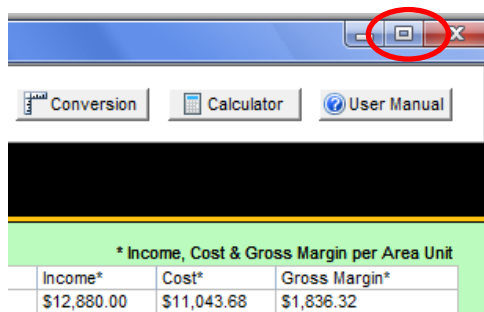


The opening screen is does not fill my your computer screen

Click the maximize button (circled)to maximise the screen.

This may make it fit perfectly.

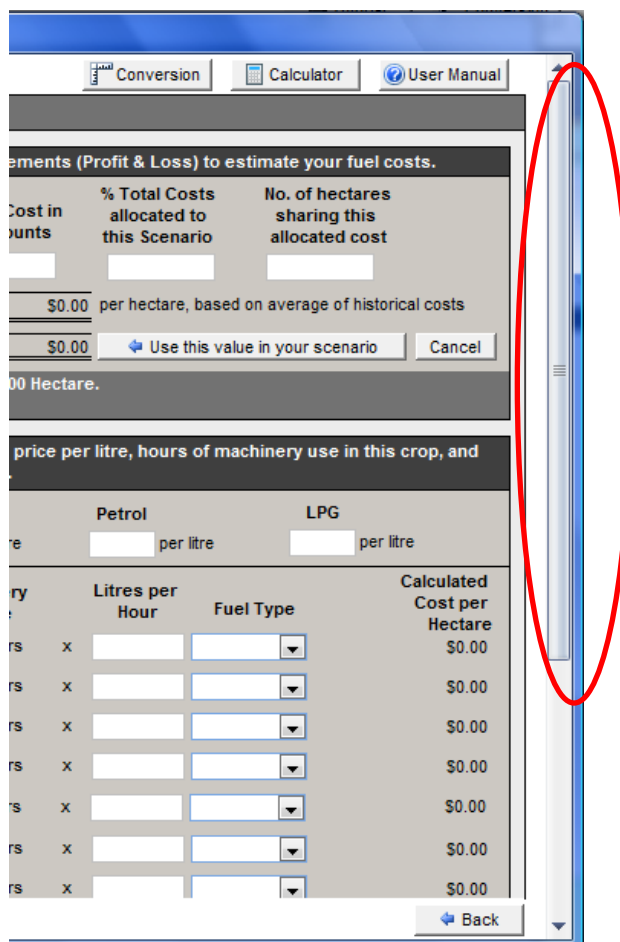
Still not fitting perfectly? **Exit** from the program and **re-open** it. When you reopen the file, your computer will have worked out how to set the screen and it should fill the screen properly when you click on the maximise button



The image disappears below the task bar on the bottom of the screen

If you have a small computer screen, you may need to use a vertical **scroll bar**, on the right hand side of the program, to move up and down the screen in the program.

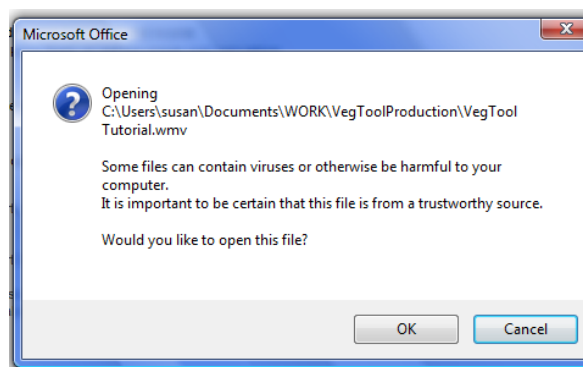
Click and drag the scroll bar up and down and to reveal the top or bottom of the screen.



I get a warning when I click on the 'tutorial' button

You may see this warning pop up when you try to open one of the Tutorial Videos.

Click OK.



3 DETAILED GUIDE TO USING VEGTOOL

3.1 The welcome screen looks like this

Gross Margin Comparison Tool for Vegetables

HAL Horticulture Australia

NSW GOVERNMENT Primary Industries

Scholefield Robinson HORTICULTURAL SERVICES

Gross Margin Comparison Tool for Vegetables

A tool for assessing the potential profitability of vegetable production.

IT IS THIS EASY ...

Create Scenarios

Enter crop details - Type in your crop details including crop type, yield and income
 Enter operating costs - Type in operating costs, if you know them, or use the simple cost calculators

Print Financial Summary & Compare Scenarios

Individual or up to a maximum of 5 scenarios can be (pre)viewed and compared, on screen or printed out

Manage Scenarios

Scenarios are all saved for you to review, edit or delete, or compile into groups as 'Reports'

This tool was prepared by Scholefield Robinson Horticultural Services as part of a project commissioned by Horticulture Australia Ltd (HAL) to address a priority identified in the VegVision 2020 Strategic Plan: "Provide vegetable producers with a grower-friendly tool for comparing gross margins".

The project (VG08004) was funded by Horticulture Australia Ltd with support from the vegetable industry levy, matched by Australian Government funds.

VG08021, VegBiz - Vegetable Enterprise Decision Support Systems is a subsequent project also funded by Horticulture Australia Ltd with support from the vegetable industry levy, matched by Australian Government funds. This project is led by NSW Department of Primary Industries and is extending VegTool to vegetable producers and the vegetable industry.

Disclaimer

While a great deal of care has been invested in the development of this tool, Horticulture Australia Ltd, Scholefield Robinson Horticultural Services Pty Ltd or NSW Department of Primary Industries cannot accept any responsibility for losses arising from the use of it or the information it contains. Before using the results of calculations from this model to make important decisions, we recommend that you get your calculations checked by a professional financial analyst, such as your accountant or farm business consultant.

Click the **CONTINUE** button to enter the program

3.2 Create a new crop scenario, and manage your existing scenarios

VegTool - [Manage your scenarios - create, edit, copy or delete]

HAL NSW GOVERNMENT Primary Industries Scholefield Robinson HORTICULTURAL SERVICES

GROSS MARGIN COMPARISON TOOL FOR VEGETABLES

Manage Scenarios

Name of Scenario & Crop Details	Season	Crop	Harvest Unit	Area Unit	Income*	Cost*	Gross Margin*
Broccoli - High Tech Fert Program	Winter	Broccoli	Carton	Hectare	\$12,880.00	\$11,043.68	\$1,836.32
Broccoli - Traditional Fert Program	Winter	Broccoli	Carton	Hectare	\$11,200.00	\$10,537.46	\$662.54
Field Lettuce - High Fertiliser	Summer	Field Lettuce	Carton	Hectare	\$37,500.00	\$8,077.16	\$29,422.84
Field Lettuce - Low Fertiliser	Summer	Lettuce	Carton	Hectare	\$30,000.00	\$5,583.26	\$24,416.74
PM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$26,950.00	\$7,452.99	\$19,497.01
Field Lettuce	Summer	Pumpkin	Bin	Hectare	\$3,800.00	\$1,762.70	\$2,037.30
Non PM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$23,512.50	\$6,534.03	\$16,978.47
Onions - High Tech Fert Program	Winter	Onions	Bag	Hectare	\$27,000.00	\$18,525.10	\$8,474.90
Onions - Traditional Fertiliser Program	Winter	Onions	Bag	Hectare	\$24,000.00	\$16,522.17	\$7,477.83
Pumpkin - Butternut	Spring	Pumpkin	Carton	Hectare	\$14,400.00	\$810.70	\$13,589.30
Pumpkin - Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Pumpkin - Jarradale 10	Spring	Pumpkin	Bin	Patch	\$98,000.00	\$77,597.00	\$20,403.00
Pumpkin - Jarradale 20	Spring	Pumpkin	Bin	Patch	\$196,000.00	\$155,194.00	\$40,806.00
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,689.70	\$2,110.30
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Water \$70/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,629.70	\$1,970.30

Main Menu

Click on one of the above buttons to create new Scenarios, work with (or delete) your existing Scenarios or Exit the program.

Version 1.1

❖ Each time you re-open the program you will see all your **saved** scenarios listed here.

❖ Click on a scenario in the list to select it. Now you can **edit**, **copy** or **delete** unwanted scenarios or **print** a financial summary.

❖ Without selecting any scenarios, you can go straight to a screen that allows you to **compare** groups of scenarios.

3.3 Enter Crop Details

This is what the screen for entering crop details looks like

The financial summary will fill up with data as you enter your crop details.

Operating cost information will appear when you begin to enter cost details. That's the next step, after you click CONTINUE.

Watch this space for hints and explanations as you move to each white box.

TIPS

- ❖ If you choose to create a new scenario, this screen will not have any data – start entering your crop details.
- ❖ If you selected an existing scenario to edit or review, this screen will have all your existing data in it.
- ❖ Use the TAB key to move between white boxes.
- ❖ Click on down-arrows at the right end of white boxes to see a dropdown list of options. Then click on the option in the dropdown list that you wish to select.

Select a crop

Click on the down-arrow to see a dropdown list.

The list includes crops that pay a vegetable R&D levy.

Use the scroll bar to move through the drop-down list of crops, from A to Z, to find your crop.

Click on your crop to select it from the list.

Your crop is not listed? You can add to the list.

Select a Harvest Unit

Your **harvest unit** is the unit that you use when you talk about your yields. For example you might talk about your crop in terms of **tonnes** or **trays** or **cartons** or **boxes** or **punnets**.

Click on the down-arrow to see a dropdown list of harvest units.

Click on your harvest unit to select it from the list.

The screenshot shows the 'Enter Crop Details' form. The 'Harvest Unit' dropdown is open, showing a list of units. The 'Report Unit' section is also visible, with radio buttons for 'Harvest Unit', 'Kilogram', and 'Tonne'.

You can **add** a new harvest unit if yours does not appear on the dropdown list.

You will be asked to type the unit name as singular **and** plural (e.g. 'bundle' **and** 'bundles').

Select whether you want your gross margins reported using your harvest unit, **or** in kilograms or tonnes.

Select an Area Unit

Your **area unit** is the name you give the area you grow your crop on.

Click on the down-arrow to see a dropdown list of area units.

Click on your **area unit** to select it from the list.

The screenshot shows the 'Enter Crop Details' form. The 'Area Unit' dropdown is open, showing a list of units. The 'Report Unit' section is also visible, with radio buttons for 'Carton', 'Kilogram', and 'Tonne'.

If your **area unit** does not appear on the list, please select 'Other' or 'Patch'.

How big is your crop area?

If you selected an **area unit** other than 'hectare' or 'acre', you will need to define the length and width of the crop area. This allows you to compare your yields and gross margins per hectare.

The screenshot shows the 'Calculate the size of your Area Unit' section. It has input fields for 'Width' (1.75 m) and 'Length' (124 m). Below this is a section 'OR Type in a value' with a field for 'Total Area' (0.0217 hectares).

In this example the beds are 1.75m wide and 124m long.

Nominate the yields and prices

Enter a yield and the price you expect.

You have the option to divide your harvest into up to three grades or up to three different picks. For example, the earliest crop might achieve the best prices.

Total Area <input type="text" value="1"/> hectares		<table> <tr><td>Chemicals</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Water</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Labour</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Electricity/Gas</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Packaging</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Freight/Transport</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Other Operating costs</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Total Operating Costs</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> <tr><td>Gross Margin</td><td></td><td>per Carton</td><td>per Area Unit</td></tr> <tr><td>Gross Margin</td><td>\$0.00</td><td>\$0.00</td><td>\$0.00</td></tr> </table>			Chemicals	\$0.00	\$0.00	\$0.00	Water	\$0.00	\$0.00	\$0.00	Labour	\$0.00	\$0.00	\$0.00	Electricity/Gas	\$0.00	\$0.00	\$0.00	Packaging	\$0.00	\$0.00	\$0.00	Freight/Transport	\$0.00	\$0.00	\$0.00	Other Operating costs	\$0.00	\$0.00	\$0.00	Total Operating Costs	\$0.00	\$0.00	\$0.00	Gross Margin		per Carton	per Area Unit	Gross Margin	\$0.00	\$0.00	\$0.00
Chemicals	\$0.00	\$0.00	\$0.00																																									
Water	\$0.00	\$0.00	\$0.00																																									
Labour	\$0.00	\$0.00	\$0.00																																									
Electricity/Gas	\$0.00	\$0.00	\$0.00																																									
Packaging	\$0.00	\$0.00	\$0.00																																									
Freight/Transport	\$0.00	\$0.00	\$0.00																																									
Other Operating costs	\$0.00	\$0.00	\$0.00																																									
Total Operating Costs	\$0.00	\$0.00	\$0.00																																									
Gross Margin		per Carton	per Area Unit																																									
Gross Margin	\$0.00	\$0.00	\$0.00																																									
Anticipated Yields (per your Area Unit) and Prices 1st grade or 1st pick <input type="text" value="1200"/> Cartons earning <input type="text" value="\$12.00"/> per Carton 2nd grade or 2nd pick <input type="text"/> Cartons earning <input type="text"/> per Carton 3rd grade or 3rd pick <input type="text"/> Cartons earning <input type="text"/> per Carton		Weeks from planting to final harvest: TBA																																										

2nd grade or 2nd pick (price per Carton).
 At least one set of yield and price is required. Numbers must be typed into the Yield box and the Price box in at least one of the three rows so that Gross Income can be calculated. Enter either a gross or net price.

This is how the “Enter Crop Details” screen looks once you have entered the crop details

ENTER CROP DETAILS

Type words or numbers in the boxes or select values from the dropdown lists

Crop
Season
Name of Scenario
Period from Planting to Final Harvest weeks
Anticipated Water Required for this Crop (ML/Ha)
Harvest Unit
 Carton weight kg **Report Unit**
☒ Carton
☐ Kilogram
☐ Tonne
Area Unit
 Total Area hectares
Anticipated Yields (per your Area Unit) and Prices
 1st grade or 1st pick
 Cartons earning per Carton
 2nd grade or 2nd pick
 Cartons earning per Carton
 3rd grade or 3rd pick
 Cartons earning per Carton

FINANCIAL SUMMARY

Crop and Scenario Description

Crop Butternut
Season Spring
Name of Scenario Pumpkin - Butternut
Harvest Unit Carton (of 14 kg)
Area Unit Hectare

Anticipated Yield and Weighted Average Price

Yield	1,200.00	Cartons (of 14 kg) per Area Unit
	1,200.00	Cartons (of 14 kg) per Hectare
	16.80	Tonnes per Hectare
Weighted Average Price	\$12.00	per Carton

Gross Income per Carton per Area Unit per Hectare

Gross Income	\$12.00	\$14,400.00	\$14,400.00
--------------	---------	-------------	-------------

Operating Costs per Carton per Area Unit per Hectare

Seed & Plants	\$0.00	\$0.00	\$0.00
Fertiliser	\$0.00	\$0.00	\$0.00
Fuel	\$0.00	\$0.00	\$0.00
Chemicals	\$0.00	\$0.00	\$0.00
Water	\$0.00	\$0.00	\$0.00
Labour	\$0.00	\$0.00	\$0.00
Electricity/Gas	\$0.00	\$0.00	\$0.00
Packaging	\$0.00	\$0.00	\$0.00
Freight/Transport	\$0.00	\$0.00	\$0.00
Other Operating costs	\$0.00	\$0.00	\$0.00
Total Operating Costs	\$0.00	\$0.00	\$0.00
Gross Margin		per Carton	per Area Unit
Gross Margin	\$0.00	\$0.00	\$0.00

Weeks from planting to final harvest: TBA

2nd grade or 2nd pick (price per Carton).
 At least one set of yield and price is required. Numbers must be typed into the Yield box and the Price box in at least one of the three rows so that Gross Income can be calculated. Enter either a gross or net price.

The crop, scenario name and your income and yield details will appear in the financial summary.

Next: Click on the “CONTINUE” button to start adding operating cost information

3.4 Enter Operating Costs

This is how the blank screen looks ready for you to enter your cost information

The screenshot shows the 'Enter Operating Costs' window. On the left, under 'ENTER OPERATING COSTS', there are input fields for various costs: Seed & Plants, Fertiliser, Fuel, Chemicals, Water, Labour, Electricity/Gas, Packaging, Freight/Transport, and Other Operating Costs. Each field has a 'Type in estimated costs for the Area Unit you selected: \$ per Hectare' label and a 'Read some guidelines or use a simple cost calculator' button. On the right, under 'FINANCIAL SUMMARY', there is a 'Crop and Scenario Description' section with fields for Crop (Pumpkin), Season (Spring), Name of Scenario (Pumpkin - Butternut), Harvest Unit (Carton (of 14 kg)), and Area Unit (Hectare). Below this is an 'Anticipated Yield and Weighted Average Price' section with a table showing Yield (1,200.00 Cartons (of 14 kg) per Area Unit), Weighted Average Price (\$12.00 per Carton (of 14 kg)), and a 'Gross Income' section with a table showing Gross Income (\$12.00 per Carton, \$14,400.00 per Area Unit, \$14,400.00 per Hectare). At the bottom, there is a 'Gross Margin' section with a table showing Gross Margin (\$0.00 per Carton, \$0.00 per Area Unit, \$0.00 per Hectare). A warning message at the bottom states: 'WARNING Some operating cost fields do not have a value. Interpret results with caution'.

If you know your costs per area unit of crop (per bed in this example) then enter the values directly into the white boxes.

If you don't know what it costs per area unit (e.g. per bed in this case), you can use a simple calculator.

Clicking on the little blue arrow will take you to a cost calculator.

The screenshot shows the 'Enter Operating Costs' window with data entered. The 'Seed & Plants' field is circled in red and contains the value '210'. The 'Fertiliser' field contains '\$462.00'. The 'Fuel' field contains '\$270.00'. The 'Chemicals' field contains '\$130.70'. The 'Water' field contains '\$360.00'. The 'Labour' field contains '\$3,384.00'. The 'Electricity/Gas' field contains '\$150.00'. The 'Packaging' field contains '\$2,076.00'. The 'Freight/Transport' field contains '\$1,260.00'. The 'Other Operating Costs' field contains '\$1,235.00'. The 'FINANCIAL SUMMARY' section on the right shows the updated values. The 'Anticipated Yield and Weighted Average Price' section shows a table with Yield (1,200.00 Cartons (of 14 kg) per Area Unit), Weighted Average Price (\$12.00 per Carton (of 14 kg)), and a 'Gross Income' section with a table showing Gross Income (\$12.00 per Carton, \$14,400.00 per Area Unit, \$14,400.00 per Hectare). At the bottom, there is a 'Gross Margin' section with a table showing Gross Margin (\$4.05 per Carton, \$4,862.30 per Area Unit, \$4,862.30 per Hectare). A warning message at the bottom states: 'WARNING Some operating cost fields do not have a value. Interpret results with caution'.

As data is entered, the costs appear in the financial summary.

3.5 Using the calculators to determine your costs

VegTool contains **TEN** calculators, each corresponding to an operating costs category. Within each calculator there is a choice of two **METHODS** to derive your cost per Hectare or per Area Unit:

- ❖ **Method 1:** Use recent Profit and Loss (tax) statements or accounts.
This provides a quick method that estimates the cost per hectare for this scenario.
- ❖ **Method 2:** Calculate your costs based on current prices and your practices for each category.
This calculates a more accurate figure using details of current prices and your practices.

Note: In some calculators, Method 2 asks for costs on a 'per Hectare' basis. In others, you enter costs 'per your Area Unit'.

Simple **Guidelines** on each calculator will tell you about each method

Labour Cost Calculator (Ctrl+P to Print)

Conversion Calculator User Manual

Guidelines

METHOD 1 - A quick method that estimates your labour costs.

Enter your total costs for Owner-Manager (on-farm), Permanent, Casual and Contract Labour. Then allocate a percentage of these costs to the scenario being reviewed. The percentage values for each of these may be different. Then enter the number of hectares that shared this allocated cost.

METHOD 2 - This method calculates a more accurate figure using details of current prices and your practices.

NOTE: The figures you enter here are per Area Unit. For assistance, use the Conversion or Numeric Calculators to determine the correct figure.

There are three categories of labour costs you can calculate - Permanent Labour, Casual & Contract Labour and Piece Rate Activities.

Calculate costs per Area Unit for each of these, based on:

Permanent Labour - Include total hours that are for on-farm work.

Casual & Contract Labour - Costs need to be carefully calculated. Firstly identify the total worker hours (no. of workers x no. of hours) spent on each activity for this scenario and the current rates of pay.

When entering details for "Tractor Driving" include all operations eg; sowing, planting, fertilising, spraying, cultivation and harvesting etc.

Piece Rate Activities - Costs are calculated using the Activity Description (choose from drop down boxes), \$ per payment unit (chosen from drop down boxes) and the number of payment units in your chosen Area Unit.

Helpful Hint:
Use the Scroll Bar on the right to scroll down the page.

Use the Tab key or click on any white box to update your calculations.

Labour Cost Calculator

Method 1: Use accounting records or tax statements (Profit & Loss) to estimate your labour costs.

	Total Cost in Accounts	% Total Costs allocated to this Scenario	No. of hectares sharing this allocated cost	Calculated Cost per hectare
Owner Managers' Costs (on-farm)	<input type="text"/>	<input type="text"/>	<input type="text"/> hectares	\$0.00
Permanent, Casual and Contract Labour Costs	<input type="text"/>	<input type="text"/>	<input type="text"/> hectares	\$0.00
Total cost per Hectare	\$0.00 per hectare, based on average of historical costs			
Total cost per Area Unit	\$0.00 Use this value in your scenario Cancel			

NOTE: Your Area Unit for this Scenario is 1,000 Hectare.

Method 2: Calculate your costs based on time and rates of pay in your chosen unit of area.

Permanent Labour

	Total hours per Area Unit	\$ per hour	Calculated Cost per Area Unit
Owner Managers' Costs (on-farm)	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Employee Costs (on-farm)	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00

Casual Labour and Contract Labour

Activity	Total hours per Area Unit	\$ per hour	Calculated Cost per Area Unit
Tractor Driving - all operations	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Field (planting, thinning, weeding)	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Irrigation	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Harvest	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Grading / Sorting	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Packing (on-farm)	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Shed (forklift / coolroom)	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00
Other	<input type="text"/> hours	x <input type="text"/> per hour	= \$0.00

Piece Rate Activities

Activity Description (Choose an activity from the list or type in your own)	Basis of Payment (e.g. \$ per row or \$ per bucket)	Number of "Payment Units" in your chosen Area Unit	Calculated Cost per Area Unit
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
<input type="text"/>	\$ <input type="text"/> per <input type="text"/> Payment Unit	x <input type="text"/>	= \$0.00
Total cost per hectare			\$0.00
Total cost per Area Unit			\$0.00 Use this value in your scenario Cancel

NOTE: The Yield per your Area Unit is 1,200.00 Cartons (of 14 kg) = 16.80 Tonnes.

Example using Method 1:

Method 1 is quick and easy to use, but may not truly reflect the costs for this crop or area unit.

The 'Total Cost in Accounts' is entered and then a percentage of these total costs is allocated to this scenario. Finally this is divided by the number of hectares that shared this allocated cost. The calculator will use this to determine a labour cost per hectare. In this case the area unit selected is 1 hectare.

You might know that labour on the whole property costs \$25,000 and 50% of this labour is shared across 10 hectares of vegetable farm.

When you click "Use this value in your scenario", it appears in the 'Enter Operating Cost' screen. (Note that you can still type in a figure "over the top of it" in the white box if you want to use a figure that is higher or lower than the figure calculated in the Method 1 calculator.)

Note: If you plant two crops per year, for example on a 5-hectare vegetable farm, then you have really shared the costs across 10 hectares.

Labour Cost Calculator (Ctrl+P to Print)

Guidelines

METHOD 1 - A quick method that estimates your labour costs.

Enter your total costs for Owner-Manager (on-farm), Permanent, Casual and Contract Labour. Then allocate a percentage of these costs to the scenario being reviewed. The percentage values for each of these may be different. Then enter the number of hectares that shared this allocated cost.

METHOD 2 - This method calculates a more accurate figure using details of current prices and your practices.

Labour Cost Calculator

Method 1: Use accounting records or tax statements (Profit & Loss) to estimate your labour costs.

	Total Cost in Accounts	% Total Costs allocated to this Scenario	No. of hectares sharing this allocated cost	Calculated Cost per hectare
Owner Managers' Costs (on-farm)	\$25,000.00	50.00%	10.00 hectares	\$1,250.00
Permanent, Casual and Contract Labour Costs			hectares	\$0.00
Total cost per Hectare	\$1,250.00	per hectare, based on average of historical costs		
Total cost per Area Unit	\$1,250.00	Use this value in your scenario		

NOTE: Your Area Unit for this Scenario is 1.000 Hectare.

Click on "Use this value in your scenario" to have this cost appear in your cost screen.

Example using Method 2:

Method 2 provides a more accurate figure for this specific crop

Method 2: Calculate labour costs based on time and rates of pay in your chosen unit of area.

Permanent Labour	Total hours per Area Unit	\$ per hour	Calculated Cost per Area Unit
Owner Managers' Costs (on-farm)	87.00 hours	x \$25.00 per hour	= \$2,175.00
Employee Costs (on-farm)	48.00 hours	x \$25.00 per hour	= \$1,200.00

Casual Labour and Contract Labour	Activity	Total hours per Area Unit	\$ per hour	Calculated Cost per Area Unit
	Tractor Driving - all operations	hours	x per hour	= \$0.00
	Field (planting, thinning, weeding)	hours	x per hour	= \$0.00
	Irrigation	hours	x per hour	= \$0.00
	Harvest	hours	x per hour	= \$0.00
	Grading / Sorting	hours	x per hour	= \$0.00
	Packing (on-farm)	hours	x per hour	= \$0.00
	Shed (forklift / coolroom)	hours	x per hour	= \$0.00
	Other	hours	x per hour	= \$0.00

Piece Rate Activities	Activity Description	Basis of Payment (e.g. \$ per row or \$ per bucket)	Number of "Payment Units" in your chosen Area Unit	Calculated Cost per Area Unit
	Harvesting	\$20.00 per Bin	x 45.00	= \$900.00
	Packing	\$0.80 per Bag	x 1200.00	= \$960.00
				= \$0.00
				= \$0.00

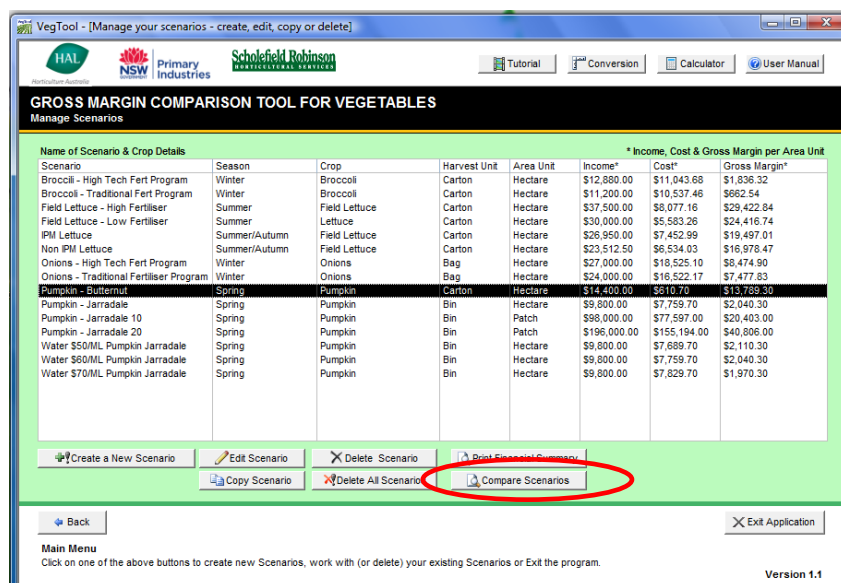
In the Labour Cost Calculator, hours per activity and labour rates per hour can be used to calculate a Cost per Area Unit for **Permanent Labour** and **Casual and Contracted Labour**. It can also calculate Cost per Area Unit for **Piece Rate Activities** using basis of payment and number of payment units per your chosen Area Unit.

When entering figures for permanent labour in a gross margin, only include costs which are directly related to 'on-farm' work.

This example uses piece rates for harvesting bins and for packing.

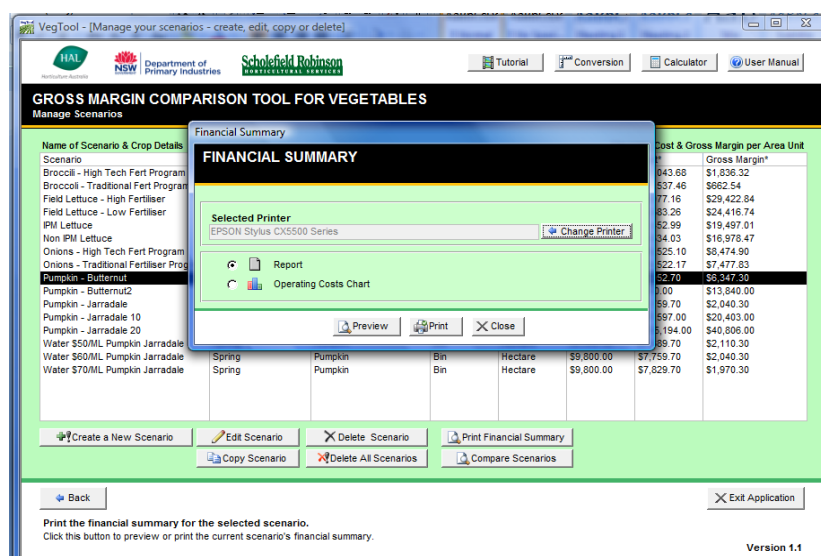
3.6 Print Financial Summary and Compare Scenarios

Print Financial Summary



On the “**Manage Scenarios**” screen, select the scenario and then click **Print Financial Summary**

This screen has options to preview or print your Financial Summary as a Report as or a Pie Chart.



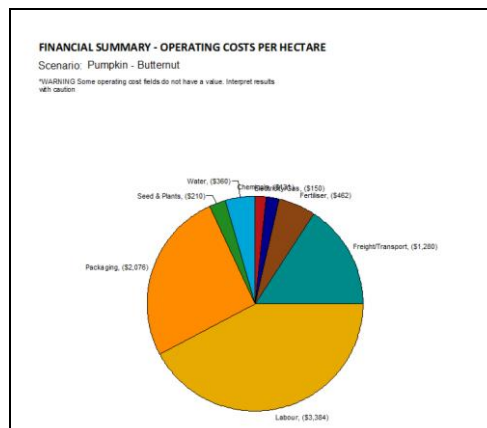
Financial Summary Report

FINANCIAL SUMMARY				
Crop and Scenario Description				
Crop	Pumpkin			
Season	Spring			
Name of Scenario	Pumpkin - Butternut			
Harvest Unit	Carton (of 14 kg)			
Area Unit	Hectare			
Water ML/Ha	6			
Anticipated Yield and Weighted Average Price				
Yield	1,200.00	Cartons (of 14 kg) per Area Unit		
	1,200.00	Cartons (of 14 kg) per Hectare		
	16.00	Tonnes per Hectare		
Weighted Average Price	\$12.00	per Carton (of 14 kg)		
Gross Income				
	per Carton	per Area Unit	per Hectare	
Gross Income	\$12.00	\$14,400.00	\$14,400.00	
Operating Costs				
	per Carton	per Area Unit	per Hectare	
Seed & Plants	\$0.18	\$210.00	\$210.00	
Fertiliser	\$0.39	\$462.00	\$462.00	
Fuel	\$0.00	\$0.00	\$0.00	
Chemicals	\$0.11	\$130.70	\$130.70	
Water	\$0.30	\$360.00	\$360.00	
Labour	\$2.82	\$3,384.00	\$3,384.00	
Electricity/Gas, etc	\$0.13	\$150.00	\$150.00	
Packaging	\$1.73	\$2,076.00	\$2,076.00	
Freight/Transport	\$1.07	\$1,280.00	\$1,280.00	
Other Operating Costs	\$0.00	\$0.00	\$0.00	
Total Operating Costs	\$6.71	\$8,052.70	\$8,052.70	
Gross Margin				
	per Carton	per Area Unit	per Hectare	
Gross Margin	\$5.29	\$6,347.30	\$6,347.30	
Gross Margin per ML Water	\$1,057.88			
Weeks from planting to final harvest	18			

*WARNING! Some operating costs per hectare do not have a value. Interpret results with caution.

*WARNING Some operating cost fields do not have a value. Interpret results with caution

Financial Summary Pie Chart



Compare Scenarios

GROSS MARGIN COMPARISON TOOL FOR VEGETABLES
Manage Scenarios

Name of Scenario & Crop Details				* Income, Cost & Gross Margin per Area Unit			
Scenario	Season	Crop	Harvest Unit	Area Unit	Income*	Cost*	Gross Margin*
Broccoli - High Tech Fert Program	Winter	Broccoli	Carton	Hectare	\$12,880.00	\$11,043.68	\$1,836.32
Broccoli - Traditional Fert Program	Winter	Broccoli	Carton	Hectare	\$11,200.00	\$10,537.46	\$662.54
Field Lettuce - High Fertiliser	Summer	Field Lettuce	Carton	Hectare	\$37,500.00	\$8,077.16	\$29,422.84
Field Lettuce - Low Fertiliser	Summer	Lettuce	Carton	Hectare	\$30,000.00	\$5,583.26	\$24,416.74
IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$26,950.00	\$7,452.99	\$19,497.01
Non IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$23,512.50	\$6,534.03	\$16,978.47
Onions - High Tech Fert Program	Winter	Onions	Bag	Hectare	\$27,000.00	\$18,525.10	\$8,474.90
Onions - Traditional Fertiliser Program	Winter	Onions	Bag	Hectare	\$24,000.00	\$16,522.17	\$7,477.83
Pumpkin - Butternut	Spring	Pumpkin	Carton	Hectare	\$14,400.00	\$610.70	\$13,789.30
Pumpkin - Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Pumpkin - Jarradale 10	Spring	Pumpkin	Bin	Patch	\$98,000.00	\$77,597.00	\$20,403.00
Pumpkin - Jarradale 20	Spring	Pumpkin	Bin	Patch	\$196,000.00	\$155,194.00	\$40,806.00
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,689.70	\$2,110.30
Water \$60/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Water \$70/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,829.70	\$1,970.30

Buttons: Create a New Scenario, Edit Scenario, Delete Scenario, **Print Financial Summary**, Copy Scenario, Delete All Scenarios, Compare Scenarios, Back, Exit Application.

Version 1.1

On the “**Manage Scenarios**” screen, select scenario and then click **Compare Scenarios**.

The next screen has several options, including select, preview, print & save comparisons

Name your comparison of up to five scenarios.

COMPARE SCENARIOS
Choose up to five (5) scenarios to compare. Your comparison report can be saved for later use.

Enter a title for this comparison report: **Load a Saved Comparison Report**

Check this box to total the margins for all scenarios: ☒

Select Scenarios	Name of Scenario	Crop	Season	* Income, Cost & Gross Margin per Hectare	Remove All
				Income* Cost* Margin*	
1					Remove
2					Remove
3					Remove
4					Remove
5					Remove

Selected Printer
EPSON Stylus CX5500 Series **Change Printer**

Report **Chart**

Preview **Print** **New Report** **Save Report** **Close**

Load a saved Comparison Report.

Add or remove scenarios from this comparison.

Select Scenarios	Name of Scenario	Crop	Season	* Income, Cost & Gross Margin per Hectare
				Income* Cost* Margin*
1	Broccoli - High Tech Fert Program	Broccoli	Winter	\$12,880.00 \$11,043.68 \$1,836.32
2	Broccoli - Traditional Fert Program	Broccoli	Winter	\$11,200.00 \$10,537.46 \$662.54
3				
4	Field Lettuce - High Fertiliser	Field Lettuce	Summer	\$37,500.00 \$8,077.16 \$29,422.84
5	Field Lettuce - Low Fertiliser	Lettuce	Summer	\$30,000.00 \$5,583.26 \$24,416.74
	IPM Lettuce	Field Lettuce	Summer/Autumn	\$26,950.00 \$7,452.99 \$19,497.01
	JARRADELE	Pumpkin	Spring	\$2,040.30
	Non IPM Lettuce	Field Lettuce	Summer/Autumn	\$16,978.47
	Onions - High Tech Fert Program	Onions	Winter	\$8,474.90
	Onions - Traditional Fertiliser Program	Onions	Winter	\$7,477.83
	Pumpkin - Butternut	Pumpkin	Spring	\$4,862.30
	Pumpkin - Butternut1	Pumpkin	Spring	\$13,789.30
	Pumpkin - Jarradale	Pumpkin	Spring	\$2,040.30
	Pumpkin - Jarradale 10	Pumpkin	Spring	\$20,403.00
	Pumpkin - Jarradale 20	Pumpkin	Spring	\$40,806.00
	Water \$50/ML Pumpkin	Pumpkin	Spring	\$2,110.30
	Water \$60/ML Pumpkin	Pumpkin	Spring	\$2,040.30
	Water \$70/ML Pumpkin	Pumpkin	Spring	\$1,970.30

A drop down list of all your saved scenarios allows you to select the ones you want to appear in the comparison.

Select up to five scenarios in one 'Report', so you can quickly recall the report later on.

Compare Scenarios

[User Manual](#)

COMPARE SCENARIOS

Choose up to five (5) scenarios to compare. Your comparison report can be saved for later use.

Enter a title for this comparison report: [Load a Saved Comparison Report](#)

Check this box to total the margins for all scenarios: ☒

Select Scenarios			* Income, Cost & Gross Margin per Hectare			Remove All
Name of Scenario	Crop	Season	Income*	Cost*	Margin*	
1 Broccoli - High Tech Fert Program	Broccoli	Winter	\$12,880.00	\$11,043.68	\$1,836.32	Remove
2 Broccoli - Traditional Fert Program	Broccoli	Winter	\$11,200.00	\$10,537.46	\$662.54	Remove
3 Field Lettuce - High Fertiliser	Field Lettuce	Summer	\$37,500.00	\$8,077.16	\$29,422.84	Remove
4 Field Lettuce - Low Fertiliser	Lettuce	Summer	\$30,000.00	\$5,583.26	\$24,416.74	Remove
5 IPM Lettuce	Field Lettuce	Summer/Autun	\$26,950.00	\$7,452.99	\$19,497.01	Remove

Selected Printer
EPSON Stylus CX5500 Series [Change Printer](#)

[Report](#) [Chart](#)

[Preview](#) [Print](#) [New Report](#) [Save Report](#) [Close](#)

Now select 'Report' and 'Preview' to see summaries of up to five selected scenarios together on one screen, as shown below.

If you gave your report a name, the 'report name' will appear on the preview and the printout.

Compare Scenarios as a Report

Comparison Report 14-Sep-2011

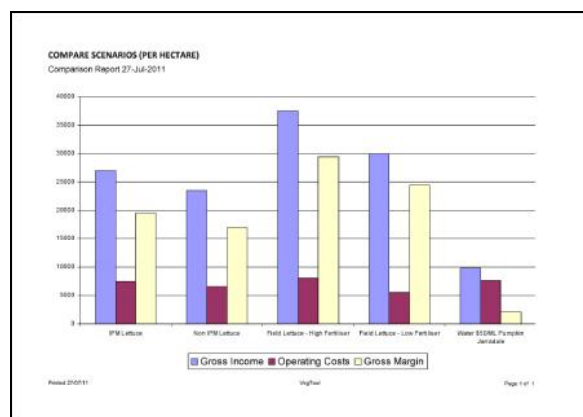
Name of Scenario	Broccoli - High Tech Fert Program	Broccoli - Traditional Fert Progra	Field Lettuce - High Fertiliser	Field Lettuce - Low Fertiliser	IPM Lettuce
Crop	Broccoli	Broccoli	Field Lettuce	Lettuce	Field Lettuce
Season	Winter	Winter	Summer	Summer	Summer/Autun
Water Requirement	6 ML per ha	6 ML per ha	3 ML per ha	3 ML per ha	3 ML per ha
Your Area Unit	1 hectare	1 hectare	1 hectare	1 hectare	1 hectare
Your Harvest Unit	Carton (of 8.5 kg)	Carton (of 8.5 kg)	Carton (of 14 kg)	Carton (of 14 kg)	Carton (of 14 kg)
Yield	920.00 Cartons 920.00 Cartons/hectare 7.82 Tonnes/hectare	800.00 Cartons 800.00 Cartons/hectare 6.80 Tonnes/hectare	3,125.00 Cartons 3,125.00 Cartons/hectare 43.75 Tonnes/hectare	2,500.00 Cartons 2,500.00 Cartons/hectare 35.00 Tonnes/hectare	2,156.00 Cartons 2,156.00 Cartons/hectare 30.18 Tonnes/hectare
Average Price	\$14.47.06 per Tonne \$1.65 per Kilogram \$14.00 per Carton	\$14.47.06 per Tonne \$1.65 per Kilogram \$14.00 per Carton	\$877.14 per Tonne \$0.88 per Kilogram \$12.00 per Carton	\$887.14 per Tonne \$0.88 per Kilogram \$12.00 per Carton	\$892.06 per Tonne \$0.89 per Kilogram \$12.00 per Carton
Gross Income	\$12,880.00	\$11,200.00	\$37,500.00	\$30,000.00	\$26,950.00
Operating Costs	2,000.00	2,000.00	1,647.16	403.26	23.44
Seed & Plants	981.40	981.40	795.00		928.37
Fertiliser	200.00	200.00			23.44
Fuel	312.01	312.01	312.01		928.37
Chemicals	360.00	360.00	180.00	180.00	160.00
Water	3,400.00	3,400.00	3,400.00		160.00
Labour	15.00	15.00	15.00		160.00
Electricity/Gas	1,840.00	1,840.00	1,840.00		4,312.00
Packaging	535.27	535.27	465.45		2,029.18
Freight/Transport	1,400.00	1,400.00	1,400.00		2,029.18
Other Operating Costs					
Total Costs	11,043.68	10,537.46	8,077.16	5,583.26	7,452.99
Gross Margin	1,836.32	662.54	29,422.84	24,416.74	19,497.01
Gross Margin per ML Water	306.05	110.42	9,807.61	8,138.91	6,499.00
Weeks from Planting to Final Harvest	15.00	15.00	8.00	8.00	8.00

Total Gross Margin: **79,855.45**

*WARNING: Some operating cost fields do not have a value. Interpret results with caution.

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Compare Scenarios as a Bar Chart

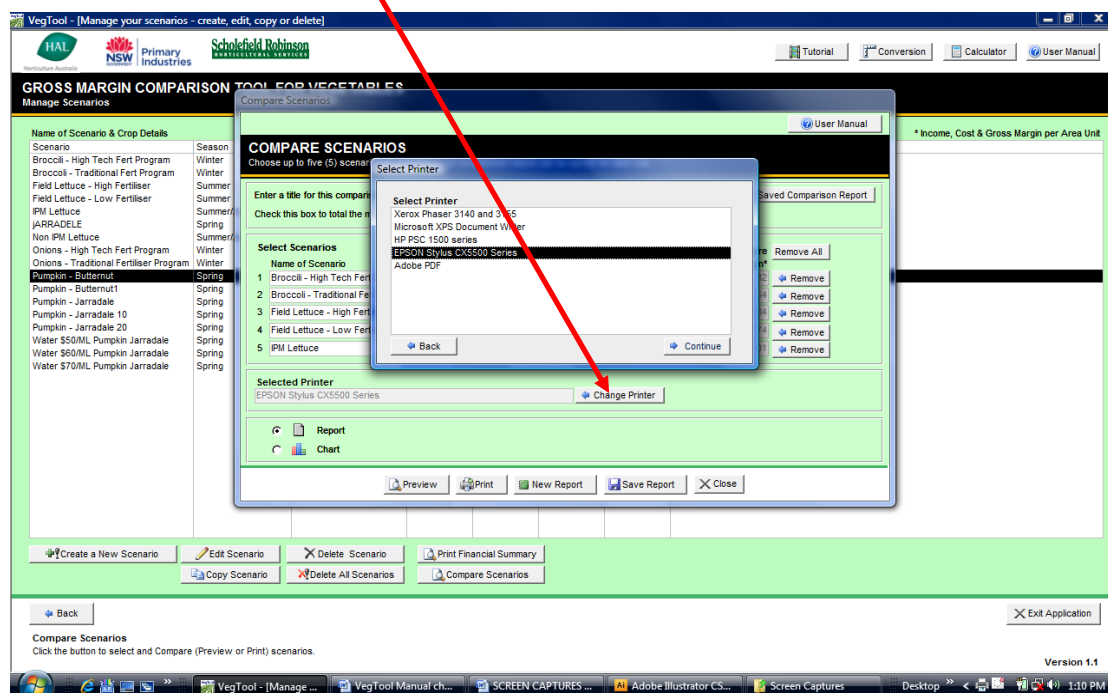
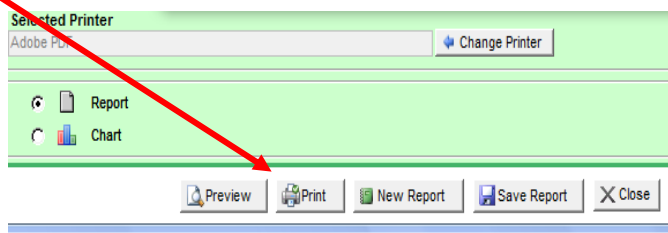


If the print preview is small on your screen, click the maximise button in the top right corner and it will fill the whole screen. Click the "X" to return to the tool.



To **PRINT** your comparison, select the 'Print' button.

Which Printer? If your computer links to more than one printer, VegTool will presume to use your default printer. If you wish to change printers, VegTool will detect your printers and ask you to select one.



3.7 Keep VegTool organised

GROSS MARGIN COMPARISON TOOL FOR VEGETABLES							
Manage Scenarios							
Name of Scenario & Crop Details							
Scenario	Season	Crop	Harvest Unit	Area Unit	Income*	Cost*	Gross Margin*
Broccoli - High Tech Fert Program	Winter	Broccoli	Carton	Hectare	\$12,880.00	\$11,043.68	\$1,836.32
Broccoli - Traditional Fert Program	Winter	Broccoli	Carton	Hectare	\$11,200.00	\$10,537.46	\$662.54
Field Lettuce - High Fertiliser	Summer	Field Lettuce	Carton	Hectare	\$37,500.00	\$8,077.16	\$29,422.84
Field Lettuce - Low Fertiliser	Summer	Lettuce	Carton	Hectare	\$30,000.00	\$5,583.26	\$24,416.74
IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$26,950.00	\$7,452.99	\$19,497.01
JARRADELE	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Non IPM Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$23,512.50	\$6,534.03	\$16,978.47
Onions - High Tech Fert Program	Winter	Onions	Bag	Hectare	\$27,000.00	\$18,525.10	\$8,474.90
Onions - Traditional Fertiliser Program	Winter	Onions	Bag	Hectare	\$24,000.00	\$16,522.17	\$7,477.83
Pumpkin - Butternut	Spring	Pumpkin	Carton	Hectare	\$14,400.00	\$610.70	\$13,789.30
Pumpkin - Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Pumpkin - Jarradale 10	Spring	Pumpkin	Bin	Patch	\$98,000.00	\$77,597.00	\$20,403.00
Pumpkin - Jarradale 20	Spring	Pumpkin	Bin	Patch	\$196,000.00	\$155,194.00	\$40,806.00
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,689.70	\$2,110.30
Water \$60/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,759.70	\$2,040.30
Water \$70/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,800.00	\$7,829.70	\$1,970.30

Keep your scenarios organised.

1. **DELETE** any redundant scenarios.
2. **COPY** scenarios then **EDIT** the copy so you can easily compare slightly different scenarios.
3. Group similar scenarios into reports, using the **REPORTS** capability under **COMPARE SCENARIOS**.

4 HOW DO I...? (YOUR QUESTIONS & THE ANSWERS)

How do I ... work out my costs per hectare?

Q: "I know our input costs per glasshouse, but some Cost Calculators ask for costs or inputs per hectare." – Donna

A: VegTool will tell you how many of your area units (e.g. greenhouses) it takes to make up one hectare. Multiply the cost per greenhouse by this value to work out the cost per hectare (or plants per hectare as in the Seed & Plants Cost Calculator).

Seed & Plants Cost Calculator (Ctrl+P to Print)

Guidelines

METHOD 1 - A quick method that estimates your seed & plant costs.

Enter your total costs for Seed, Plants and On-Site Nursery (if applicable) then allocate a percentage of these costs to the scenario being reviewed. The percentage values for each of these may be different. Then enter the number of hectares that shared this allocated cost.

METHOD 2 - This method calculates a more accurate figure using details of current prices and your practices.

Calculate costs per hectare based on current seed & plant costs and planting rates/densities.

If you grow your own seedlings, it is suggested that a separate budget is developed which includes materials, growing costs and nursery labour. This cost is then entered in "On-site Nursery Costs" (for Method 1) or "Cost of self grown seedlings" per thousand plants (for Method 2).

Helpful Hints:
Use the Scroll Bar on the right to scroll down the page.
Use the Tab key or click in any white box to update your calculations.
For assistance with calculations use the Conversion or Numeric Calculators.

Seed & Plants Cost Calculator

Method 1: Use accounting records or tax statements (Profit & Loss) to estimate your seed & plant costs.

	Total Cost in Accounts	% Total Costs allocated to this Scenario	No. of hectares sharing this allocated cost	Calculated Cost per hectare
Seed Costs				\$ 0.00
Plant Costs				\$ 0.00
On-site Nursery Costs				\$ 0.00
Total cost per hectare	\$0.00	per hectare, based on average of historical costs		
Total cost per Area Unit	\$0.00	Use this value in your scenario Cancel		

NOTE: Your Area Unit for this Scenario is equivalent to 0.1000 Hectares. It takes 10.0000 of your Area Units to make up 1 Hectare.

Method 2: Calculate costs per hectare based on current prices and your practices.

	Planting Rate / Density	Calculated Cost per hectare
Cost of seed by quantity	per thousand applied at seeds per hectare	\$0.00
Cost of seed by kilogram	per kg applied at kg per hectare	\$0.00
Cost of purchased seedlings	per thousand applied at plants per hectare	\$0.00
Cost of self grown seedlings	per thousand applied at plants per hectare	\$0.00
Total cost per hectare	\$0.00	
Total cost per Area Unit	\$0.00	Use this value in your scenario Cancel

NOTE: The Yield Summary Area Units: 1.000.000 Plants (15.000 kg) 15.000 Plants

Back

How do I keep my crop details if I exit before I enter the costs?

Click Continue after entering crop details. Then click Save without entering any cost details. Your scenario will not include any costs, but you can come back to it later. You might name the scenario 'draft' or 'no costs' to avoid confusion.

How do I ... look at Gross Margins and costs per bunch rather than per hectare?

Select 'Edit' for a saved scenario. The Financial Summary will show the details of the scenario with three columns of costs and gross margins. By changing your selection in the little box called "Report Unit", you can view your Gross Income, Costs and Gross Margin per the harvest unit you selected or per kilogram or per tonne.

How do I ... add yield and price information for another grade or an additional harvest when there is only the option to enter yield and price details for three grades or picks? My crop has more than three grades/picks.

If you have more than three grades or harvests, you could create two scenarios: in the first scenario enter the yield and price details for the first three grades or picks; then in the second scenario use the information from the first scenario (total yield and weighted average price) in the first row of yield and price information, and add the information for the extra grades or harvests into the other two rows.

How do I ... make VegTool recognise my last costs? They don't appear in the summary.

No information is recorded until you click enter or tab. You might forget this on the last data entry last. The summary will update itself once you click enter or tab or save.

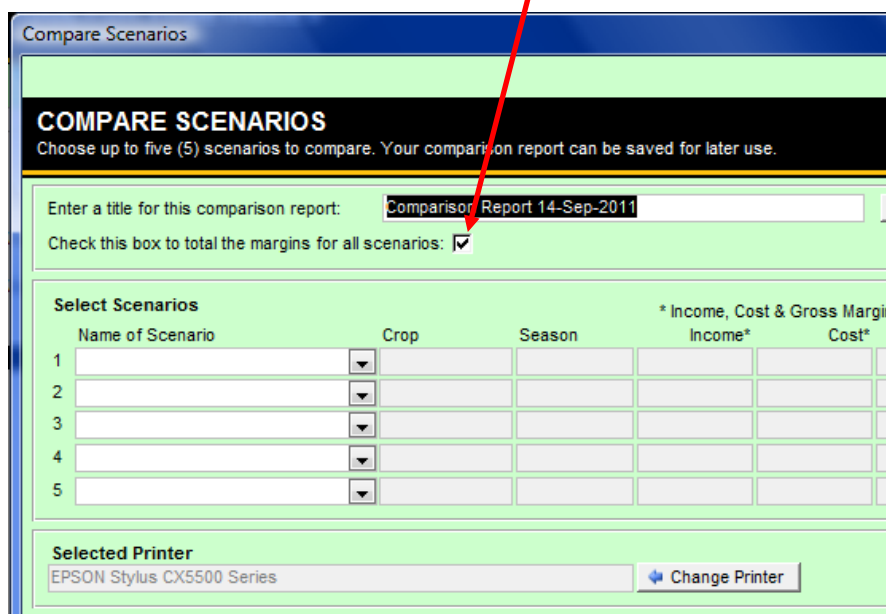
How do I ... calculate a Total Gross Margin for a set of scenarios?

Q: "Our farm has three distinct areas. We have chosen crop options for each area. Now we want an overview of our potential annual profit by seeing the total gross margin across all three areas." - Bob

Q: "I grow four crops, one after the other, in my glasshouse. I want to see a total gross margin for the year for my glasshouse by adding all four crops together." - Fran

A: VegTool can calculate a total gross margin for up to five scenarios. You will have to select an Area Unit that allows you to put in the total area being used for each crop, e.g. glasshouse, patch or other.

Click this box near the top middle section of the Compare Scenarios screen



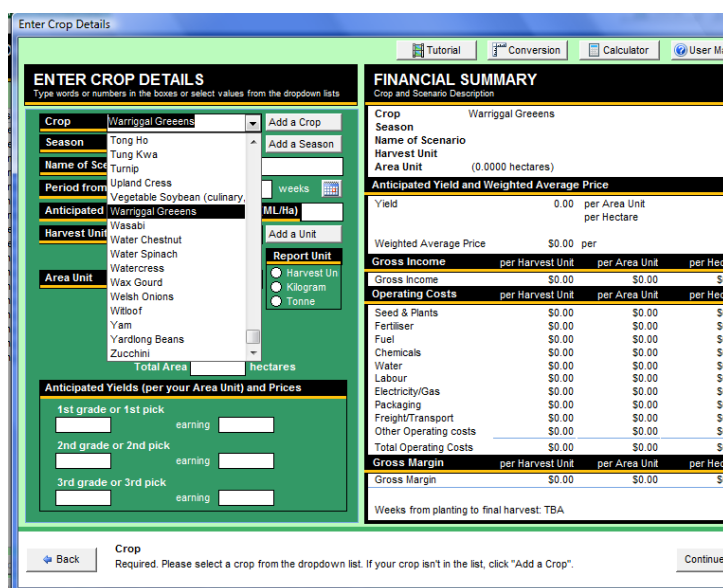
Note: If you are comparing scenarios on a per Area Unit or per Hectare basis, a total is meaningless.

How do I ... delete the new harvest unit or new season name or new crops that I added to VegTool?

Q: "I added Warrigal Greens to the crop list but I misspelt it and I want to replace it with the correct spelling." – Doug

Q: "I was showing dad how you can add harvest units but now I want to delete most of them." - Lisa

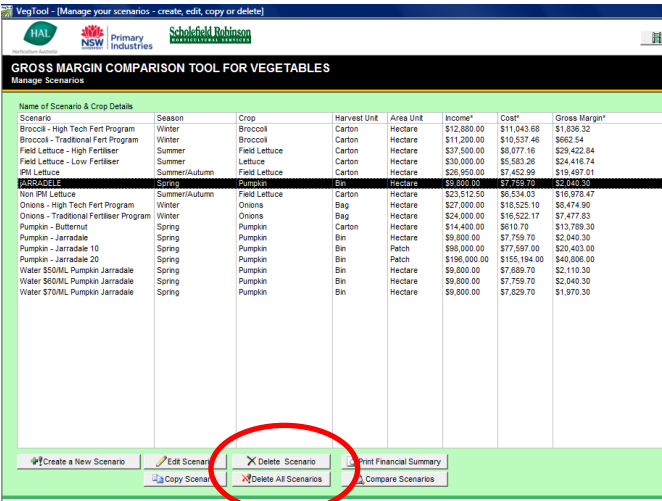
A: In this version of VegTool, if you want to delete the new crops, seasons and harvest units you added, you first have to click the "Delete All Scenarios" button and click "Yes" when asked to confirm the deletion. Note that this will also delete all the scenarios you have saved. Then you are given the option to delete all of the other things you've added so you have a "clean slate".



How do I ... get rid of all the saved scenarios but not lose the new crops, new season names and new harvest units that I added to VegTool?

Q: "I want to start a fresh version of VegTool but I want it to keep the crops, season names and harvest units I added. Can I get rid of the scenarios but keep the things I added?" – Phil

A: In this version of VegTool, you only get the option to delete the crops, seasons and harvest units you've added after you click the "Delete All Scenarios" button and say "Yes" when asked to confirm that you wish to delete them. Then you are given the option of whether or not you want to delete the crops, seasons and harvest units you've added. Simply click "No" to retain them.



VegTool - [Manage your scenarios - create, edit, copy or delete]

NSW Primary Industries Schiefel Robinson CONSULTANTS

GROSS MARGIN COMPARISON TOOL FOR VEGETABLES

Manage Scenarios

Name of Scenario & Crop Details	Season	Crop	Harvest Unit	Area Unit	Income*	Cost*	Gross Margin*
Scenario							
Broccoli - High Tech Fert Program	Winter	Broccoli	Carton	Hectare	\$12,880.00	\$11,043.68	\$1,836.32
Broccoli - Traditional Fert Program	Winter	Broccoli	Carton	Hectare	\$11,200.00	\$10,537.46	\$662.54
Field Lettuce - High Fertiliser	Summer	Field Lettuce	Carton	Hectare	\$37,500.00	\$8,077.16	\$29,422.84
Field Lettuce - Low Fertiliser	Summer	Lettuce	Carton	Hectare	\$30,000.00	\$5,583.26	\$24,416.74
Field Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$26,950.00	\$7,452.99	\$19,497.01
JARRADALE	Spring	Pumpkin	Bin	Hectare	\$9,000.00	\$7,759.70	\$1,240.30
Yon Pili Lettuce	Summer/Autumn	Field Lettuce	Carton	Hectare	\$23,512.50	\$6,534.63	\$16,977.87
Onions - High Tech Fert Program	Winter	Onions	Bag	Hectare	\$27,000.00	\$18,525.10	\$8,474.90
Onions - Traditional Fertiliser Program	Winter	Onions	Bag	Hectare	\$24,000.00	\$16,522.17	\$7,477.83
Pumpkin - Butternut	Spring	Pumpkin	Carton	Hectare	\$14,400.00	\$610.10	\$13,789.90
Pumpkin - Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,000.00	\$7,759.70	\$1,240.30
Pumpkin - Jarradale 10	Spring	Pumpkin	Bin	Patch	\$96,000.00	\$77,597.00	\$20,403.00
Pumpkin - Jarradale 20	Spring	Pumpkin	Bin	Patch	\$196,000.00	\$155,194.00	\$40,806.00
Water \$50/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,000.00	\$7,759.70	\$1,240.30
Water \$60/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,000.00	\$7,759.70	\$1,240.30
Water \$70/ML Pumpkin Jarradale	Spring	Pumpkin	Bin	Hectare	\$9,000.00	\$7,829.70	\$1,170.30

How do I ... separate my data for the 'home farm' and our other farm?

Q: "We want to keep all the scenarios for the home block separate from our other, recently purchased block. How do we save the files separately?" – Leigh & Anne

A: The simplest way to keep the files completely separated is to keep two separate data files in two **separate folders** on your computer. Give the folders unique names (e.g. VegToolHome & VegToolOther) and move the data file you want to look at into the folder containing the program files. You would have to be an experienced computer user to recognise which file is the data file and to swap them around in this manner.

Instead of moving two data files between these folders, you could try copying all of the files from the folder you created during installation (e.g. 'C:\VegTool 1.1' if you opted for the 'Typical' installation) to another folder and opening the program from the second folder by double-clicking VegTool.acddb. Again, this is for experienced computer users.

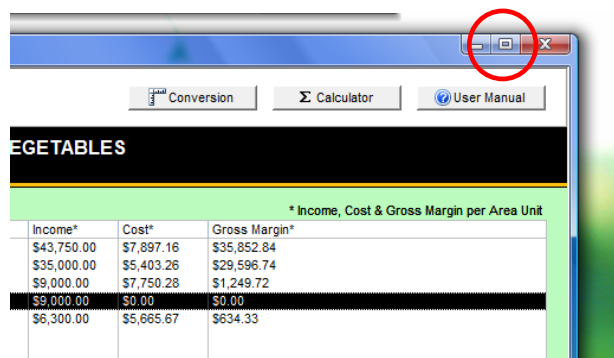
An easier way, particularly if you are an inexperienced or moderately experienced computer user, would be to put an "H-" (the letter "H" followed by a dash) at the start of all Scenario names for the Home Farm and an "O-" at the start of all Scenario names for the Other Farm. Since the Scenarios are listed alphabetically, this will keep them separated in the list that appears in the Main Menu.

How do I... change the printer that my comparison is printing to?

See instructions for changing printers in Section 3.6 - Compare Scenarios and Print Financial Summary

How do I... make VegTool fill my screen instead of being a small box in the centre of the screen?

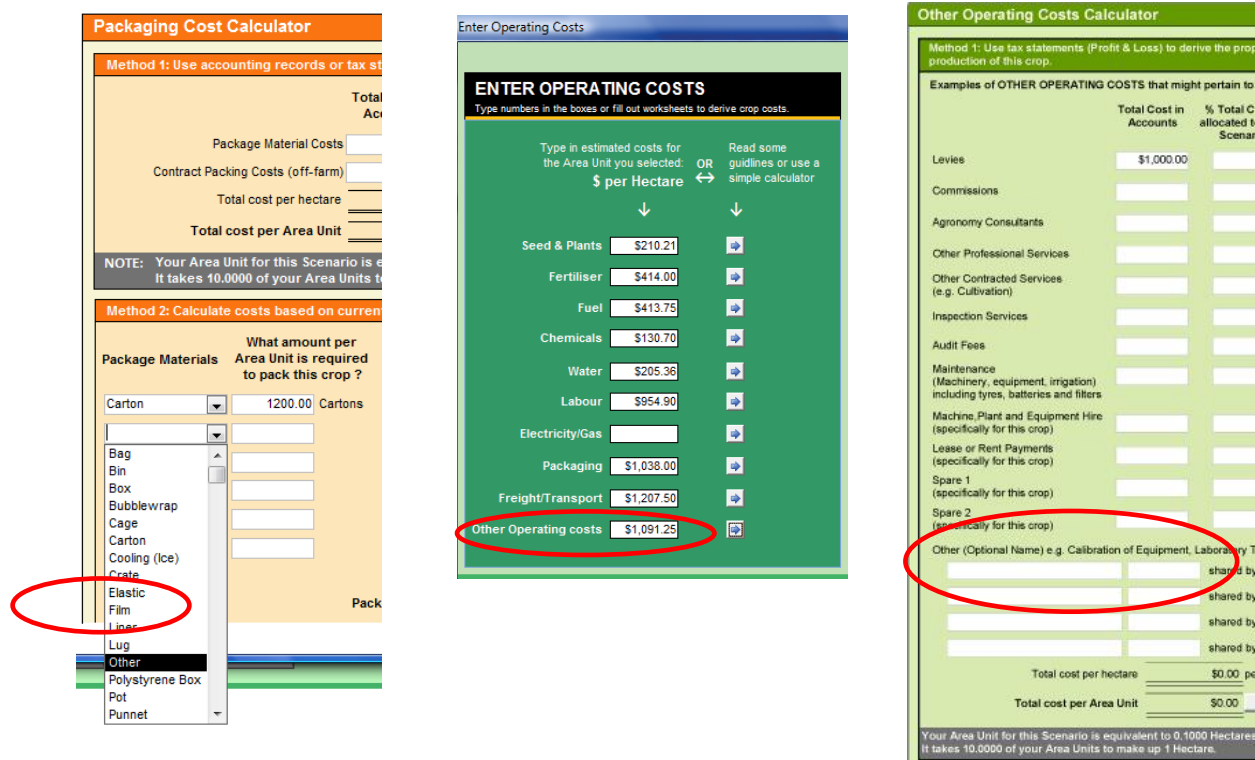
A: Maximise the image screen using the maximise button on the top right corner of VegTool. It will now fill the whole screen.





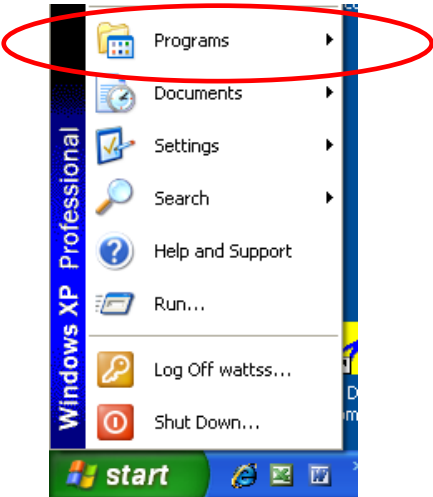
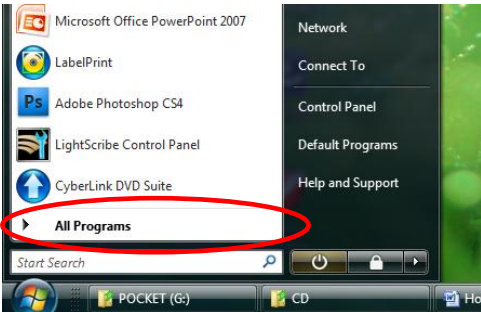
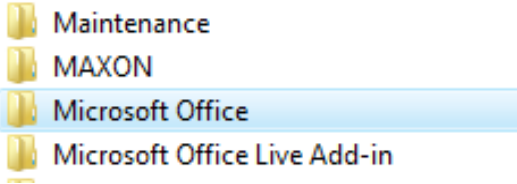

How do I ... personalize the tool more? It doesn't quite cover all aspects of my production.

A: Many of the sheets in VegTool allow you to add your own details (crop, season, harvest unit) or you can select 'Other' to cover any unique costs.

Note that the ability to "Add a Season" gives you the opportunity to use this space to add something other than the suggested "season" when creating Scenarios. You may like to use this space for your own personalised description of your scenario.



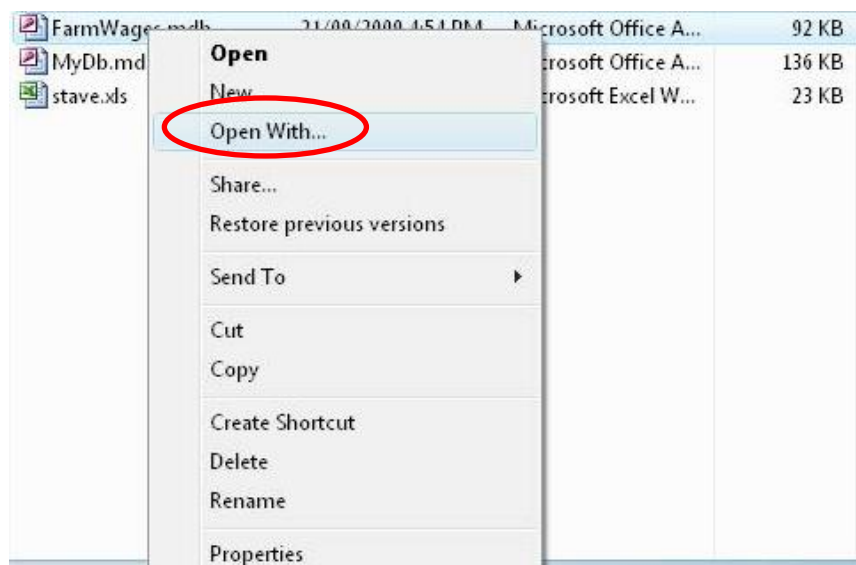
How do I ... know whether I already have Microsoft Access loaded on my computer?

<p>Q: "How do I know what programs are loaded?"</p>		<p>Windows XP</p>
<p>To check what Microsoft programs are installed.</p>		<p>Windows Vista Windows 7</p>
<p>2. Then select Programs in Windows XP</p>		
<p>Or All Programs in Windows Vista and Windows 7</p>		
<p>3. Then select Microsoft Office or Another category of Microsoft software.</p>		
<p>4. This will reveal a list of Microsoft programs. If you can't see Microsoft Access listed, then it is not loaded on the computer.</p>		

How do I use VegTool if I don't want to interfere with Access 2003?

If you already use Access 2003 (or an older version of Access) for existing databases, then your computer may now try to use Access 2007 Runtime to open your old files. The old files may not open properly. This is simple to manage... When you want to open an old file, simply re-establish the link between your old file and Access 2003. See page 29 for step-by-step instructions.

How do I ... open my old Access 2003 files now that I have loaded the Access 2007 Runtime version?



Q: We already use Access 2003 for our farm wages. When I open the wages file it tries to open using Access 2007 Runtime and the files don't open properly. What do I do now? - Tanya

A: When you open your old file, you simply need to re-establish the link between the wages file and Access 2003. Follow these steps...

- ❖ Right click on your old file in Windows Explorer
- ❖ Select 'Open with..' from the dropdown list. A list of programs will appear.
- ❖ Select the appropriate version of Access to open your file.