








**FARMANCO**

**Trucks and bags**  
Gerard Birkbeck

A   
B   
C   
D   
E   
F   
G 

 **KEY CONSIDERATIONS**  MANAGEMENT  ACCURACY  MARKETING





## ASSUMPTIONS



- \$33/hr. for labour including superannuation
- 93 cents per litre after 18 cents rebate
- 1.4/1.7 liters of diesel per KM
- 100% repairs & maintenance as a percentage of fuel usage
- \$3,000 Management allowance
- \$5,400 Licensing costs for prime mover, two trailers and a dolly
- \$14.25/t for grain
- \$28.50/t for fertiliser



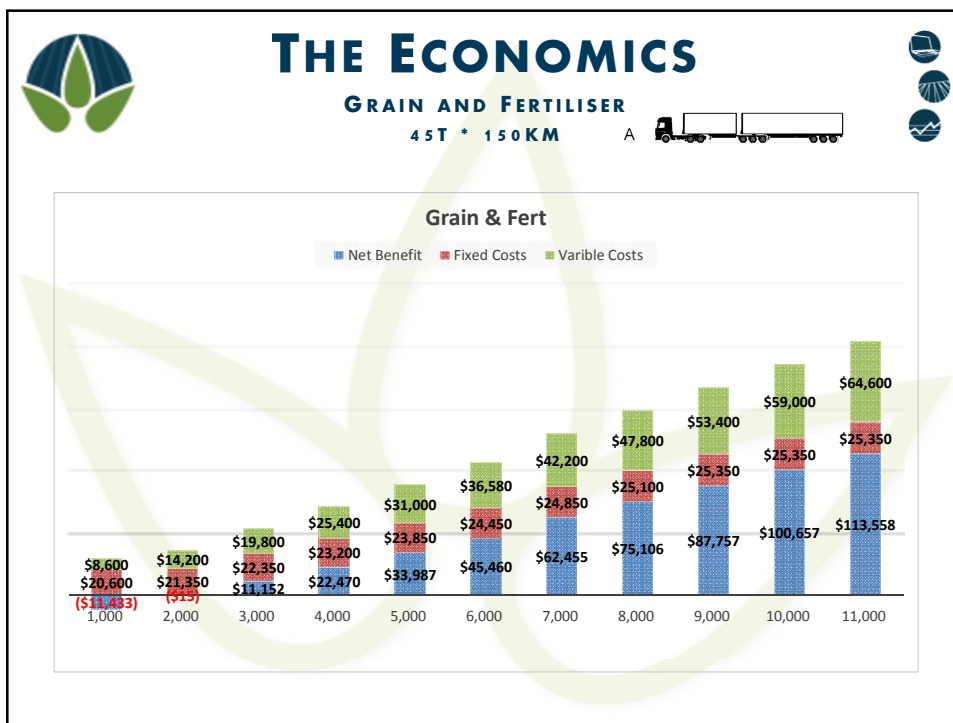
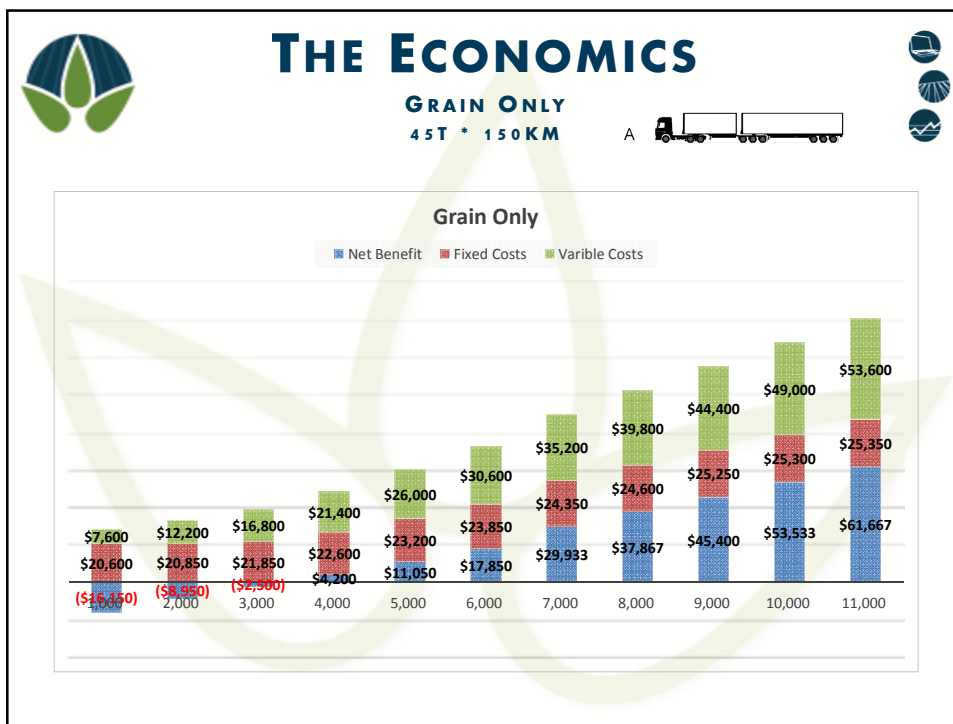
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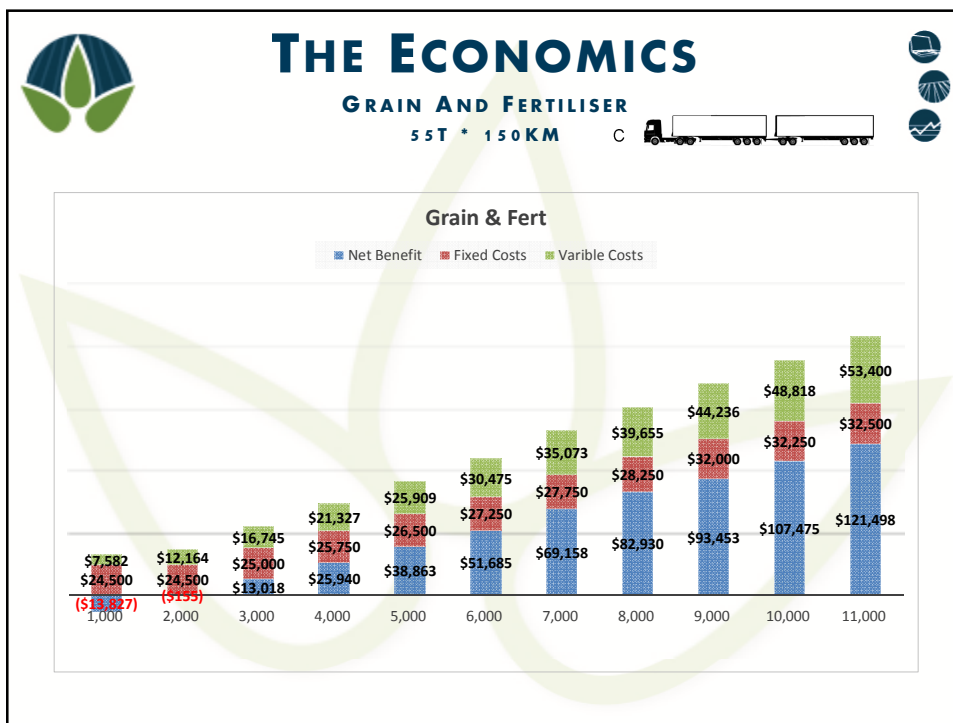
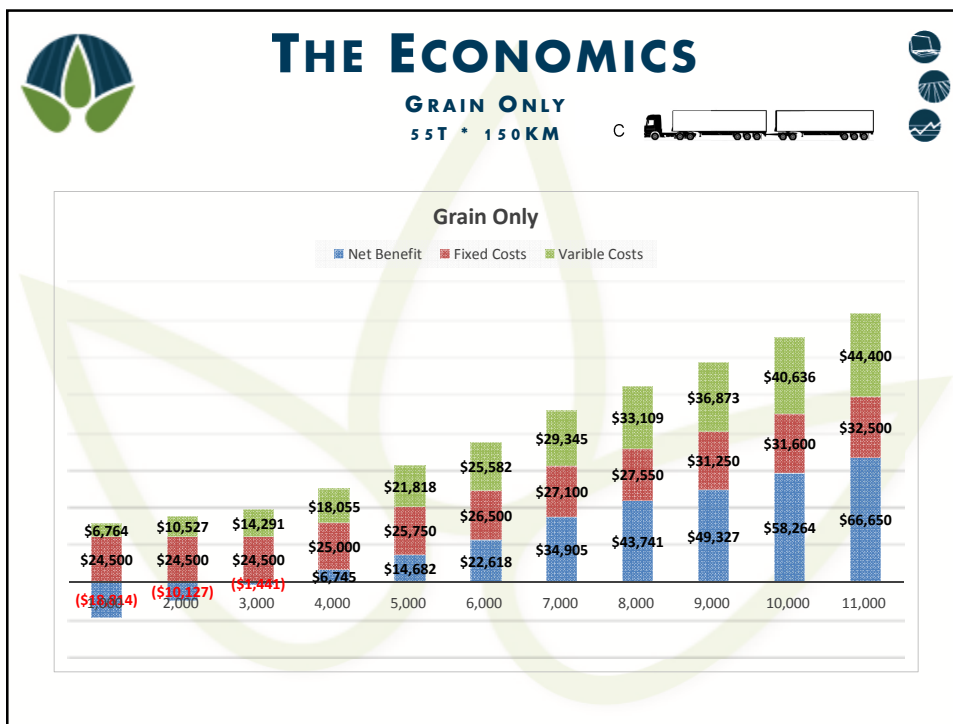
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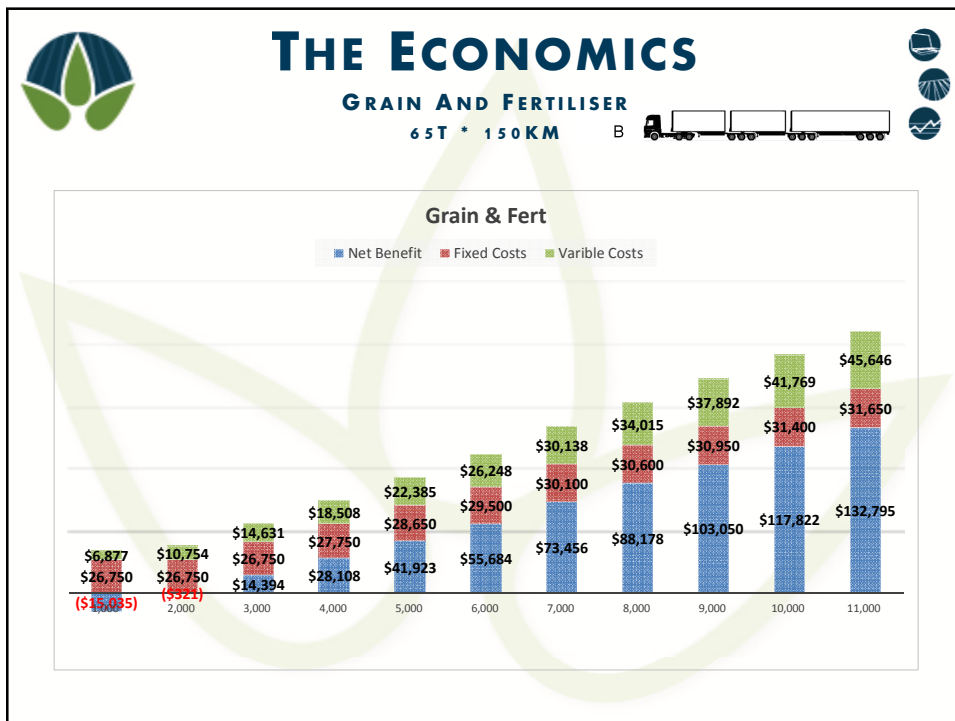
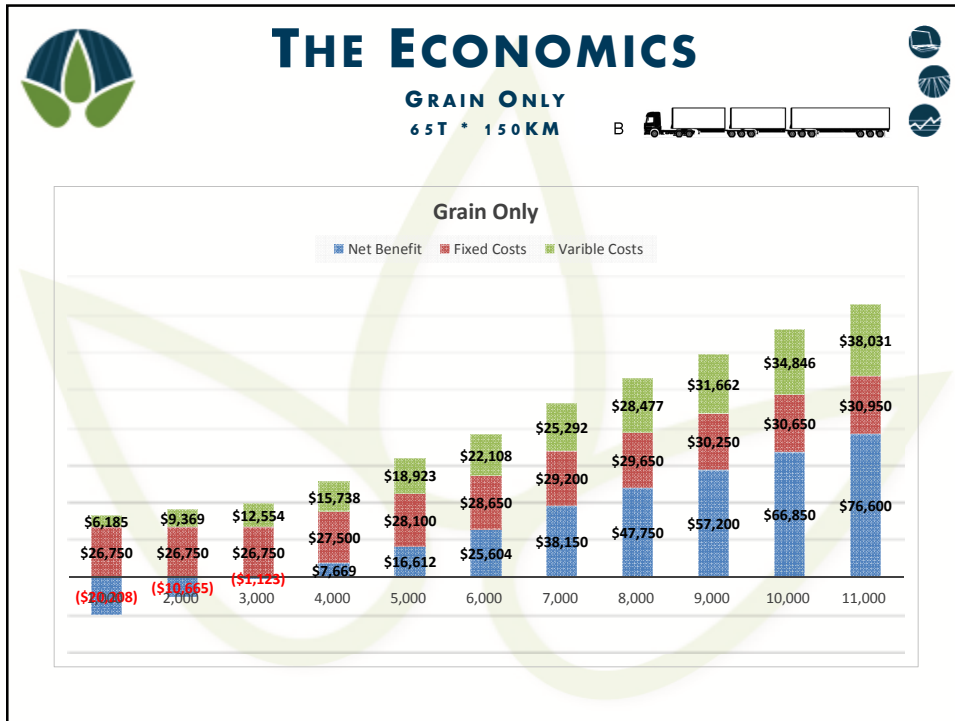


### Esperance Client Averages

LRZ	7,391 T's
MRZ	6,540 T's
HRZ	6,489 T's









## GRAIN BAGS



- The ability to store grain relatively cheaply on farm
- Moisture Management
- Header capacity always increasing (T's/HR)
- Gives flexibility in the harvest vs logistics program
- AND this may mean finishing sooner



## CONSIDERATIONS



- Well drained site
- Site location
- Located near internal roads
- Vermin control
- Don't open a bag until you're ready to empty it
- Sampling to monitor quality



## SUMMARY



- Employee
- Market conditions favorable for
  - Entry
  - Re New fleet
- Further KM's = less tones to BE
- Larger carrying capacity is better
- Truck operating window
- Individual circumstances will alter the outcome, so sit down and do the numbers

## Thank You

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