

Marketing & Production Costs of Organic Tillage Crops by Trevor Harris, tharris@iol.ie



Organic Cereal Production Costs

Euro/ac excl. vat	Wheat	Barley	Oats
Seed	68	59	59
Plough	30	30	30
Till&sow	30	30	30
Roll	7	7	7
Weeding	25	25	25
Harvesting	30	30	30
Reseeding	15	15	15
Totals	205	196	196

Organic Non Cereal Production Costs

Euro/ac excl. vat	Peas	Beans	Combi- crop	Oil seed rape
Seed	103	100	100	41
Plough	30	30	30	30
Till&sow	30	30	30	30
Roll	7	7	7	7
Weeding	25	25	25	25
Harvest	57	53	53	53
Reseed	15	15	15	15
Totals	267	260	260	201

Nutrient Replacement Costs

- All costs excl.vat
- Import and spread FYM @ €5.30/ton
- Import and spread slurry @
€10/1000gal
- Rock phosphate 32%P @ €400 plus
€20/ton for spreading
- Sulphate of potash 42%K @ €520 plus
€20/ton for spreading

Nutrient replacement example

- 5ton/ha wheat crop with straw baled
- 42kg/ha of P and 52kg/ha of K required to replace off take
- Cost of P replacement using rock phosphate €53/ha
- Cost of K replacement using sulphate of potash €64/ha



Organic Grain Prices 2013

per ton dried

Wheat	345
Barley	320
Oats	337

Peas, Beans	400
Combi-crop	400
Oil seed rape	700



Breakeven Yield

in tons/ac dry excl. nutrient replacement cost

Wheat	0.6
Barley	0.61
Oats	0.58
Peas	0.67
Combicrop	0.65
Oil Seed Rape	0.3

- Wheat incl. nutrient replacement cost using rock phosphate (P) and sulphate of potash (K) would require total yield of 0.73/ac
- Other costs like interest, insurance, drying etc. are not included as they are more variable.

Marketing

- Identify your customers and find out their requirements regarding grain treatment pre storage
- Ireland is a net importer of organic grains so there is a market out there
- Most organic grain is traded dried but there is a market for green milling oats
- It is allowed to use preservatives like propcorn but the sale price will be reduced and marketing may be more difficult
- Advertising on lofga website or in the farming papers best way to find customers
- Organic grain usually traded farm to farm