

Irrigated Cropping Region, Reduced Tillage



2009 Crop Rotation Budgets for Potatoes and Sweet Corn Irrigated Crop Production in the Columbia Basin, WA

Climate Friendly Farming Project: Reduced Tillage



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Budget spreadsheets are available at the following links: http://www.uidaho.edu/~kpainter

Summary of Returns by Crop and Rotation (\$/acre) for Reduced Tillage Sweet Corn & Potatoes

By Crop:	Unit	Yield per acre	Price* per unit	Revenue per acre	Total Cost (TC) of Operation	Returns over TC (\$/acre)	Total Variable Costs (VC) (\$/acre)	Returns over VC (\$/acre)
Sweet Corn, Yr 1	ton	11	\$78.66	\$865	\$819	\$46	\$472	\$393
Sweet Corn, Yr 2	ton	9.0	\$78.66	\$708	\$821	-\$113	\$474	\$234
Potatoes, RT	ton	33.5	\$125.60	\$4,208	\$1,740	\$2,467	\$1,250	\$2,958

				Total	
	Revenue	Total	Returns	Variable	Returns
	per acre	Cost (TC)	over TC	Costs (VC)	over VC
By Rotation:	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)
SC, SC, Potatoes	\$1,927	\$1,127	\$800	\$732	\$1,195

Schedule of Operations for Producing Sweet Corn Following Potatoes in the Columbia Basin, Center Pivot Irrigation

Month	Operation	Tooling	Materials/Service
March	Kill wheat	150HP-WT, rented sprayer	18 oz Roundup
			48 lb N, 48 lb P, 54 lb S, 0.95 lb B
Apr	Fertilize	150HP-WT, Valmar applicator	based on soil test
Apr	Plant sweet corn	200HP-WT, 12-row JD 8760 Min-til planter	36 lb UN32
July	Harvest	Custom	

Schedule of Operations for Producing Sweet Corn Following Sweet Corn in the Columbia Basin, Center Pivot Irrigation

Month	Operation	Tooling	Materials/Service
			48 lb N, 48 lb P, 54 lb S, 0.95 lb B
Apr	Fertilize	150HP-WT, Valmar spreader	based on soil test
			36 lb UN32
Apr	Plant sweet corn	200HP-WT, 12-row JD 8760 Min-til planter	30,000 seeds/acre
_			
July	Harvest		

Schedule of Operations for Producing Potatoes Following Sweet Corn in the Columbia Basin, Center Pivot Irrigation

Month	Operation	Tooling	Materials/Service
Mor	Cortiliza	150UD MT Volmer enreeder	100 lb N, 29.5 lb P, 98.4 lb K
Mar	Fertilize	150HP-WT, Valmar spreader	based on soil test
Mar	Mark out	200HP-WT, 13-shank bed splitter	
Mar	Plant potatoes	200HP-WT, 6-row Harriston pick planter	
Sept	Harvest	200HP-WT, 3-row potato digger	
Oct	Plant wheat cover crop	200HP-WT, double-disc drill	

Item Per Acre Gross Returns Sweet Corn 11.00 Variable Costs Seed: Sweet Corn Seed 30,000	Unit ton seeds lb lb	\$78.66 \$0.00 \$0.52	\$865.26 \$0.00 \$226.78
Sweet Corn 11.00 Variable Costs Seed: Sweet Corn Seed 30,000	seeds Ib Ib	\$0.00	\$0.00 \$0.00 \$226.78
Seed: Sweet Corn Seed 30,000	lb lb		\$0.00 \$226.78
Sweet Corn Seed 30,000	lb lb		\$0.00 \$226.78
	lb lb		\$0.00 \$226.78
Contilizon	lb	\$0.52	
Fertilizer:	lb	\$0.52	
Nitrogen (dry) 89 Phosphorous (dry) 30 Potash (dry) 10 Sulfur (dry) 30 Boron (dry) 10 Nitrogen (liquid) 200	lb lb lb lb	\$0.65 \$0.81 \$0.44 \$3.57 \$0.52	\$46.28 \$19.50 \$8.10 \$13.20 \$35.70 \$104.00
Pesticides:			\$21.08
Dual Magnum 0.75 Atrazine 4L 0.75	qt qt oz oz	\$25.50 \$2.60	\$19.13 \$1.95 \$0.00 \$0.00
Custom & Consultants:			\$15.00
Custom Ground Spray & Incorp. 1 Rental Fertilizer Applicator 1	acre acre	\$12.50 \$2.50	\$12.50 \$2.50
Other:			\$197.80
Crop insurance 0.5 Overhead 1	acre acre	\$22.00 \$14.24	\$11.00 \$14.24
Fuel 5.12	gal	\$2.25	\$11.52
Lubricants 1 Machinery Repairs 1	acre acre	\$2.03 \$12.79	\$2.03 \$12.79
Storage Facility & Equip. Repairs	acie	ψ12.79	\$0.00
Machinery Labor 0.71	acre	\$20.00 \$20.00	\$14.22 \$30.00
Irrigation Labor 1 Irrigation Water 1	hour acre	43.00	\$20.00 \$43.00
Irrigation Power 1	acre	55.00	\$55.00 \$44.00
Irrigation Repair 1	acre	14.00	\$14.00 \$0.00
Operating Interest			\$11.72
Total Variable Costs Variable Costs per Unit			\$472.38 \$42.94
Net Returns Above Variable Costs			\$392.88

Item	Quantity Per Acre	Unit	Price or Cost	Value or Cost/Acre
	. 0. 7.0.0			000071010
Fixed Costs:				
Machinery depreciation				\$21.04
Machinery interest				\$13.17
Machinery insurance, taxes housing	, licence			\$8.57
Land Rent	1	acre	\$300.00	\$300.00
I am differen				#0.00
Land taxes				\$3.90
Total Fixed Costs				\$346.69
Fixed Costs per Unit				\$31.52
				*
Total Costs per Acre				\$819.07
Total Cost per Unit				\$74.46
Returns to Risk				\$46.19

Notes:

Irrigation water, power, and repair charges are based on EB2015, Costs of 2006 Cost of Producing Processing and Fresh Potatoes under Center Pivot Irrigation, Columbia Basin, Washington, by Herbert Hinman, Mark Trent and Mark Pavek. Sweet corn pesticide usage and crop insurance split (shared with contractor) is based on 2007 Southcentral Idaho (Magic Valley) Irrigated Crop Costs and Returns by Paul Patterson et al.

Breakeven Analysis:	-	Base	+
	10%		10%
		Yield	
<u>Price</u>	9.9	11	11.55
Operating Cost Breakeven	\$47.71	\$42.94	\$40.90
Ownership Cost Breakeven	\$35.02	\$31.52	\$30.02
Total Cost Breakeven	\$82.73	\$74.46	\$70.91
		Price	
<u>Yield</u>	\$70.79	\$78.66	\$86.53
Operating Cost Breakeven	6.7	6.0	5.5
Ownership Cost Breakeven	4.9	4.4	4.0
Total Cost Breakeven	11.6	10.4	9.5

Machine Costs for Sweet Corn Production, Paterson Trials

			Taxes							
			Housing	Total					Total	
Type of			Insurance	Fixed					Variable	Total
Machine	Depreciation	Interest	Licenses	Costs	Repairs	Labor	Fuel	Lubric.	Costs	Costs
	\$	\$	\$	\$	\$	\$	\$		\$	\$
Rented 70' Sprayer	\$0.32	\$0.24	\$0.04	\$0.60	\$0.14	\$0.67	\$0.38	\$0.06	\$1.25	\$1.84
Valmar Applicator, 150HP-WT	\$0.48	\$0.36	\$0.06	\$0.90	\$0.21	\$1.01	\$0.56	\$0.10	\$1.88	\$2.77
12-row Corn Planter	\$9.56	\$6.30	\$2.16	\$18.02	\$6.19	\$2.82	\$2.81	\$0.50	\$12.32	\$30.35
20' Stubble Shredder (2/3 years)	\$1.39	\$0.89	\$0.22	\$2.51	\$0.74	\$1.19	\$0.65	\$0.11	\$2.69	\$5.20
4WD-ATV	\$0.58	\$0.33	\$0.05	\$0.96	\$0.15	\$4.40	\$0.64	\$0.11	\$5.31	\$6.27
2-Ton Truck	\$2.00	\$1.13	\$1.52	\$4.65	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$9.90
Tandem Axle Truck	\$3.25	\$1.78	\$2.40	\$7.43	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$12.69
3/4-Ton Pickup	\$2.14	\$1.69	\$1.53	\$5.36	\$0.75	\$0.00	\$4.04	\$0.71	\$5.50	\$10.86
3/4-Ton Pickup	\$1.64	\$0.69	\$0.63	\$2.96	\$0.75	\$0.00	\$1.35	\$0.24	\$2.34	\$5.30
Total	\$21.04	\$13.17	\$8.57	\$42.79	\$12.79	\$14.22	\$11.52	\$2.03	\$40.56	\$83.34

	Quantity		Price or	Value or
Item	Per Acre	Unit	Cost	Cost/Acre
Gross Returns				
Sweet Corn	9.00	ton	\$78.66	\$707.94
Variable Costs				
<u>Variable Costs</u>				
Seed:	00.000		# 0.00	\$0.00
Sweet Corn Seed	30,000	seeds	\$0.00	\$0.00
Fertilizer:				\$226.78
Nitrogen (dry)	89	lb 	\$0.52	\$46.28
Phosphorous (dry)	30	lb	\$0.65	\$19.50
Potash (dry) Sulfur (dry)	10 30	lb lb	\$0.81 \$0.44	\$8.10 \$13.20
Boron (dry)	10	lb	\$3.57	\$35.70
Nitrogen (liquid)	200	lb	\$0.52	\$104.00
Pesticides:			000	\$21.08
Dual Magnum	0.75	qt	\$25.50	\$19.13
Atrazine 4L	0.75	qt	\$2.60	\$1.95 \$0.00
		OZ OZ		\$0.00
Custom & Consultants:		02		\$15.00
Custom Ground Spray & Incorp.	1	acre	\$12.50	\$12.50
Rental Fertilizer Applicator	1	acre	\$2.50	\$2.50
Other:	2.5		# 00.00	\$199.05
Crop insurance Overhead	0.5	acre	\$22.00	\$11.00 \$14.24
Overnead	1	acre	\$14.24	\$14.24
Fuel	5.29	gal	\$2.25	\$11.90
Lubricants	1	acre	\$2.09	\$2.09
Machinery Repairs	1	acre	\$12.93	\$12.93
Storage Facility & Equip. Repairs				\$0.00
Machinery Labor	0.74	acre	\$20.00	\$14.89
Irrigation Labor	1	hour	\$20.00	\$20.00
Irrigation Water	1	acre	43.00 55.00	\$43.00 \$55.00
Irrigation Power Irrigation Repair	1	acre acre	14.00	\$14.00
irrigation Nepali	'	acre	14.00	\$0.00
				43.00
Operating Interest				\$11.75
Total Variable Costs				\$473.66
Variable Costs per Unit				\$52.63
Net Returns Above Variable Costs	3			\$234.28

Item	Quantity Per Acre	Unit	Price or Cost	Value or Cost/Acre
Fixed Costs: Machinery depreciation Machinery interest Machinery insurance, taxes housing	g, licence		# 000 00	\$21.36 \$13.41 \$8.61
Land Rent	1	acre	\$300.00	\$300.00
Land taxes				\$3.90
Total Fixed Costs Fixed Costs per Unit				\$347.29 \$38.59
Total Costs per Acre Total Cost per Unit				\$820.95 \$91.22
Returns to Risk				-\$113.01

Notes:

Irrigation water, power, and repair charges are based on EB2015, Costs of 2006 Cost of Producing Processing and Fresh Potatoes under Center Pivot Irrigation, Columbia Basin, Washington, by Herbert Hinman, Mark Trent and Mark Pavek. Sweet corn pesticide usage and crop insurance split (shared with contractor) is based on 2007 Southcentral Idaho (Magic Valley) Irrigated Crop Costs and Returns by Paul Patterson et al.

Breakeven Analysis:	_	Base	+
Dieakeveil Alialysis.	10%	Dase	10%
		Yield	
<u>Price</u>	8.1	9	9.45
Operating Cost Breakeven	\$58.48	\$52.63	\$50.12
Ownership Cost Breakeven	\$42.88	\$38.59	\$36.75
Total Cost Breakeven	\$101.35	\$91.22	\$86.87
		Price	
<u>Yield</u>	\$70.79	\$78.66	\$86.53
Operating Cost Breakeven	6.7	6.0	5.5
Ownership Cost Breakeven	4.9	4.4	4.0
Total Cost Breakeven	11.6	10.4	9.5

Machine Costs for Potatoes and Sweet Corn Production, Paterson Trials

Type of Machine	Depreciation \$	Interest \$	Taxes Housing Insurance Licenses \$	Total Fixed Costs \$	Repairs \$	Labor \$	Fuel \$	Lubric.	Total Variable Costs \$	Total Costs \$
Rented 70' Sprayer	\$0.32	\$0.24	\$0.04	\$0.60	\$0.14	\$0.67	\$0.38	\$0.06	\$1.25	\$1.84
Valmar Applicator, 150HP-WT	\$0.48	\$0.36	\$0.06	\$0.90	\$0.21	\$1.01	\$0.56	\$0.10	\$1.88	\$2.77
12-row Corn Planter	\$9.56	\$6.30	\$2.16	\$18.02	\$6.19	\$2.82	\$2.81	\$0.50	\$12.32	\$30.35
20' Stubble Shredder (2/3 years)	\$1.39	\$0.89	\$0.22	\$2.51	\$0.74	\$1.19	\$0.65	\$0.11	\$2.69	\$5.20
4WD-ATV	\$0.58	\$0.33	\$0.05	\$0.96	\$0.15	\$4.40	\$0.64	\$0.11	\$5.31	\$6.27
2-Ton Truck	\$2.00	\$1.13	\$1.52	\$4.65	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$9.90
Tandem Axle Truck	\$3.25	\$1.78	\$2.40	\$7.43	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$12.69
3/4-Ton Pickup	\$2.14	\$1.69	\$1.53	\$5.36	\$0.75	\$0.00	\$4.04	\$0.71	\$5.50	\$10.86
3/4-Ton Pickup	\$1.64	\$0.69	\$0.63	\$2.96	\$0.75	\$0.00	\$1.35	\$0.24	\$2.34	\$5.30
Total	\$21.36	\$13.41	\$8.61	\$43.39	\$12.93	\$14.89	\$11.90	\$2.09	\$41.81	\$85.18

	Quantity		Price or	Value or		
Item	Per Acre	Unit	Cost	Cost/Acre		
Gross Returns						
Potatoes	33.50	tons	\$125.60	\$4,207.60		
Variable Costs						
Seed:				\$358.50		
Potato Winter Wheat Cover Crop	23 90	cwt lb	\$15.00 \$0.15	\$345.00 \$13.50		
Fertilizer:				\$226.78		
Nitrogen (dry)	89	lb	\$0.52	\$46.28		
Phosphorous (dry) Potash (dry)	30 10	lb lb	\$0.65 \$0.81	\$19.50 \$8.10		
Sulfur (dry)	30	lb	\$0.81	\$13.20		
Boron (dry)	10	lb	\$3.57	\$35.70		
Nitrogen (liquid)	200	lb	\$0.52	\$104.00		
Pesticides:	\$105.10					
Custom & Consultants:				\$132.50		
Other:				\$390.95		
Crop insurance	1	acre	\$36.00	\$36.00		
Overhead	1	acre	\$31.61	\$31.61		
Fuel	16.66	gal	\$2.25	\$37.49		
Lubricants	1	acre	\$6.05	\$6.05		
Machinery Repairs	1	acre	\$25.77	\$25.77		
Storage Facility & Equip. Repairs Machinery Labor	1.84	ooro	\$20.00	\$0.00 \$36.79		
Irrigation Labor	1.04	acre hour	\$20.00	\$20.00		
Irrigation Water	1	acre	43.00	\$43.00		
Irrigation Power	1	acre	55.00	\$55.00		
Irrigation Repair	1	acre	14.00	\$14.00		
Transloading				\$0.00 \$33.49		
Fees & Assessments				\$51.75		
Operating Interest				\$35.83		
Total Variable Costs				\$1,249.66		
Variable Costs per Unit				\$37.30		
Net Returns Above Variable Costs				\$2,957.94		

Item	Quantity Price or Item Per Acre Unit Cost			
Fixed Costs: Machinery depreciation Machinery interest Machinery insurance, taxes housing	ı, licence			\$46.76 \$31.64 \$12.08
Land Rent	1	acre	\$400.00	\$400.00
Total Fixed Costs Fixed Costs per Unit				\$490.48 \$14.64
Total Costs per Acre Total Cost per Unit				\$1,740.14 \$51.94
Returns to Risk				\$2,467.46

Notes:

Brookeyen Anglysia		Door	
Breakeven Analysis:	- 10%	Base	+ 10%
		Yield	
<u>Price</u>	30.15	33.5	35.175
Operating Cost Breakeven	\$41.45	\$37.30	\$35.53
Ownership Cost Breakeven	\$16.27	\$14.64	\$13.94
Total Cost Breakeven	\$57.72	\$51.94	\$49.47
		Price	
<u>Yield</u>	\$113.04	\$125.60	\$138.16
Operating Cost Breakeven	11.1	9.9	9.0
Ownership Cost Breakeven	4.3	3.9	3.6
Total Cost Breakeven	15.4	13.9	12.6

Machine Costs for Potatoes, Paterson Trials

			Taxes							
			Housing	Total					Total	
Type of			Insurance	Fixed					Variable	Total
Machine	Depreciation	Interest	Licenses	Costs	Repairs	Labor	Fuel	Lubric.	Costs	Costs
	\$	\$	\$	\$	\$	\$	\$		\$	\$
Valmar Applicator, 150HP-WT	\$0.48	\$0.36	\$0.06	\$0.90	\$0.21	\$1.01	\$0.56	\$0.10	\$1.88	\$2.77
6-row Bed Splitter, 200HP-WT	\$2.72	\$1.65	\$0.25	\$4.62	\$1.22	\$2.70	\$2.69	\$0.48	\$7.09	\$11.72
6-row Potato Planter, 200HP-WT	\$7.66	\$5.52	\$1.67	\$14.85	\$6.88	\$4.23	\$4.23	\$0.75	\$16.09	\$30.92
3-row Potato Harvester	\$23.88	\$16.87	\$3.52	\$44.27	\$10.30	\$17.29	\$21.21	\$3.18	\$51.98	\$96.25
24' Double-Disc Drill, 200HP-WT	\$2.41	\$1.62	\$0.45	\$4.48	\$1.51	\$2.36	\$1.30	\$0.23	\$5.40	\$9.86
4WD-ATV	\$0.58	\$0.33	\$0.05	\$0.96	\$0.15	\$4.40	\$0.64	\$0.11	\$5.31	\$6.27
2-Ton Truck	\$2.00	\$1.13	\$1.52	\$4.65	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$9.90
Tandem Axle Truck	\$3.25	\$1.78	\$2.40	\$7.43	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$12.69
3/4-Ton Pickup	\$2.14	\$1.69	\$1.53	\$5.36	\$0.75	\$0.00	\$4.04	\$0.71	\$5.50	\$10.86
3/4-Ton Pickup	\$1.64	\$0.69	\$0.63	\$2.96	\$0.75	\$0.00	\$1.35	\$0.24	\$2.34	\$5.30
Total	\$46.76	\$31.64	\$12.08	\$90.48	\$25.77	\$36.79	\$37.49	\$6.05	\$106.11	\$196.54

Machine Costs for Potatoes and Sweet Corn Production, Paterson Trials

			Taxes							
			Housing	Total					Total	
Type of		_	Insurance	Fixed	_				Variable	Total
Machine	Depreciation	Interest	Licenses	Costs	Repairs	Labor	Fuel	Lubric.	Costs	Costs
	\$	\$	\$	\$	\$	\$	\$		\$	\$
150HP-WT with:										
Rented 70' Sprayer	\$0.32	\$0.24	\$0.04	\$0.60	\$0.14	\$0.67	\$0.38	\$0.06	\$1.25	\$1.84
Valmar Applicator	\$0.48	\$0.36	\$0.06	\$0.90	\$0.21	\$1.01	\$0.56	\$0.10	\$1.88	\$2.77
200HP-WT with:										
24' Double-Disc Drill	\$2.41	\$1.62	\$0.45	\$4.48	\$1.51	\$2.36	\$1.30	\$0.23	\$5.40	\$9.86
6-row Bed Splitter	\$2.72	\$1.65	\$0.25	\$4.62	\$1.22	\$2.70	\$2.69	\$0.48	\$7.09	\$11.72
6-row Potato Planter	\$7.66	\$5.52	\$1.67	\$14.85	\$6.88	\$4.23	\$4.23	\$0.75	\$16.09	\$30.92
3-row Potato Harvester	\$23.88	\$16.87	\$3.52	\$44.27	\$10.30	\$17.29	\$21.21	\$3.18	\$51.98	\$96.25
20' Stubble Shredder	\$2.08	\$1.33	\$0.33	\$3.74	\$1.11	\$1.77	\$0.97	\$0.17	\$4.02	\$7.76
12-row Corn Planter	\$9.56	\$6.30	\$2.16	\$18.02	\$6.19	\$2.82	\$2.81	\$0.50	\$12.32	\$30.35
Vehicles, self-propelled equipme	nt:									
JD 7720 25' Combine	\$0.73	\$0.55	\$0.18	\$1.45	\$1.89	\$3.46	\$2.48	\$0.37	\$8.19	\$9.64
4WD-ATV	\$0.58	\$0.33	\$0.05	\$0.96	\$0.15	\$4.40	\$0.64	\$0.11	\$5.31	\$6.27
2-Ton Truck	\$2.00	\$1.13	\$1.52	\$4.65	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$9.90
Tandem Axle Truck	\$3.25	\$1.78	\$2.40	\$7.43	\$2.00	\$2.40	\$0.73	\$0.13	\$5.26	\$12.69
3/4-Ton Pickup	\$2.14	\$1.69	\$1.53	\$5.36	\$0.75	\$0.00	\$4.04	\$0.71	\$5.50	\$10.86
3/4-Ton Pickup	\$1.64	\$0.69	\$0.63	\$2.96	\$0.75	\$0.00	\$1.35	\$0.24	\$2.34	\$5.30

Machinery Complement for Potatoes and Corn Production, Paterson Trials

Machinery Complement				,		Annual		Taxes,		
				Annual		Repairs	Gallons	Housing,		
Type of	Replacement	•	Years of	Hours	Salvage	(Materials	of	Insur.,	Labor	Acres
Machine	Value	Purchased	Life	of Use	Value	& Labor)	Fuel/Hr.	Licenses	Multiplier	per Hour
	\$				\$	\$		%		
Tractors, ATVs:										
4WD-ATV	7,320	0	10	200	1,500	150	1.2	1.20	1.1	
150HP-WT	100,000	5	15	500	15,000	2,500	6	1.20	1.1	
200HP-WT	125,000	5	10	500	30,000	3,300	10	1.20	1.1	
Equipment:										
24' Double-Disc Drill	22,000	3	15	120	3,000	1,250	6	6.00	1.2	10.18
17' Sunflower Chisel Chopper	30,500	0	15	200	5000	1500	10	0.60	1.1	9.63
6-row Dammer-Diker	30,500	0	15	150	5,000	1000	10	0.60	1.1	7.42
6-row Bed Splitter	6,000	0	15	120	1200	500	10	0.60	1.1	8.15
6-row Rodweeder	8,000	0	15	120	1500	500	10	0.60	1.1	4.8
6-row Potato Planter	46,000	0	15	200	8500	3500	12	3.00	1.2	5.2
3-row Potato Harvester	86,620	0	15	125	18,300	2,600	12	2.00	1.2	1.27
20' Stubble Shredder	21,000	0	10	100	4000	1000	10	2.50	1.1	13.58
12-row Min-Til Corn Planter	110,000	0	15	120	5000	10000	12	3.00	1.2	7.8
JD 7720 25' Combine	20000	15	15	250	2500	3000	7	2.60	1.1	6.36
Trucks: Miles/year:							MPG:			
2-Ton Truck	25,000	10	10	2000	5,000	2,000	6	2.60	1.2	
Tandem Axle Truck	40,000	10	10	2000	7,500	2,000	6	10.10	1.2	
3/4-Ton Pickup	15,000	7	7	6000	3,500	750	12	6.80	1.2	
3/4-Ton Pickup	30,000	0	7	18000	15,000	750	12	6.80	1.2	