

Current and Average Prices for Use in Farm Planning
Ohio, 1974

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Introduction

Every farm manager makes many decisions that require consideration of future prices. Choosing between alternative plans for the use of available resources is an important managerial function. The primary purpose of planning or budgeting is to select the best course of action to achieve maximum future returns. Although we have little insight into the future, there are several tools and guides available to help us select our best alternative.

The Planning Horizon

Two quite different horizons must be kept in mind when making farm plans. First is an organizational or long run horizon which is far enough in the future that resources such as machinery and buildings will be worn out and must be replaced to continue in production. Acquisition of long lived productive inputs is usually based on the assumption that they can be used efficiently until fully consumed or depreciated. This horizon may encompass 15 to 30 or more years.

A second shorter horizon is used for making current or operational decisions. This may be one production cycle which in the case of crops consists of a season.

The Tool Box

Past prices provide one of the very useful tools in predicting future price relationships. Over periods of time prices tend to have a similar relationship one to another. Some of these relationships have been used as norms or standards, for instance, corn-hog price ratios.

Historical price movements (trends, cycles, and seasonal changes) provide the farm manager with another useful tool. Price trends reflect changes

that encompass several production cycles and show the effects of changes in the total economy. Cyclical movements such as the cattle cycle are related to the time required to expand or contract an enterprise.

Seasonal price changes are directly related to the production of a commodity during the year. Corn is usually at its lowest price during the harvest period and tends to increase as the season progresses, until the next crop is ready for harvest.

Guides

Past prices and price relationship can be very helpful to a manager in testing and evaluating alternatives. However, it must be remembered that the agriculture sector is not a separate and distinct isolated segment of our national economy. Every manager should be aware of fluctuations and expected changes in the general economy. He must relate his business activity to developments occurring in the community, nation, and world.

The planning period under consideration is important when selecting commodity and input prices to use for planning purposes. Ideally we desire to use prices that will be realized as each part of the plan becomes operational. Current prices with cyclical adjustments may be a good estimate of next year's prices. For a longer planning period, an average of a period of years including both the high and low of one or several cycles may provide the best price estimate. In any event the set of prices selected should be sufficiently recent to reflect comparable technology and long enough to average out one cycle.

Generally, commodities produced on farms and commodities such as processed livestock feeds tend to rise and fall with the demand for farm products. However, items used in farm production such as fuel, machinery and utilities tend to change more slowly.

Summing Up

A farm manager must constantly estimate future prices of items he will need for production and of commodities he will produce for sale. No one set of prices is adequate to meet all of these needs. These tools and guides can be used to help select a desirable plan and accurately estimate anticipated future income. Adjustments must be made when selecting any set of prices for a particular farm program. Advantages of location, personal contacts, and operating conditions make each farm situation an individual consideration.

Grain & Hay Prices Received by Ohio Farmers for Selected Years

Item	20 Yr. Average	5 Yr. Average	1969	1970	1971	1972	1973
Grain \$/bu. ^{1/}							
Corn	\$1.27	\$1.36	\$1.14	\$1.27	\$1.28	\$1.17	\$1.94
Wheat	1.71	1.84	1.20	1.44	1.46	1.63	3.47
Oats	.73	.78	.61	.68	.72	.77	1.11
Soybeans	2.77	3.56	2.44	2.64	2.97	3.31	6.44
Hay \$/ton ^{2/}							
Alfalfa	27.16	30.20	27.13	27.63	28.33	30.71	37.18
Mixed (clover-timothy)	23.74	27.20	24.50	24.79	24.87	26.71	35.13

Grain & Hay Prices Received by Ohio Farmers by Months, 1973

Month	\$ Per Bushel ^{1/}				\$ Per Ton ^{2/}	
	Corn	Wheat	Oats	Soybeans	Alfalfa	All Hay
Jan.	\$1.40	\$2.59	\$1.02	\$3.90	\$35.00	\$33.50
Feb.	1.35	2.22	1.02	5.35	37.50	36.00
Mar.	1.39	2.20	.99	5.85	37.00	35.50
Apr.	1.44	2.29	.97	6.19	37.00	34.50
May	1.66	2.32	1.01	8.25	39.00	36.50
Jun.	2.10	2.58	1.03	9.90	37.50	34.50
Jul.	2.20	2.74	.93	6.45	33.00	31.00
Aug.	2.80	4.63	1.23	9.40	35.00	33.00
Sep.	2.12	5.03	1.18	5.60	35.00	33.00
Oct.	2.11	4.53	1.24	5.58	37.00	34.50
Nov.	2.23	4.94	1.25	5.18	40.00	37.50
Dec.	2.48	5.56	1.41	5.66	43.00	42.00

^{1/} Grain prices delivered at elevator. Conditioning and hauling charges must be deducted to get net farm price.

^{2/} Average price for all cuttings, baled.

Source: Agricultural Prices, USDA, SRS

Average Monthly Price Received By Ohio Farmers for Selected Crops

(Dollars per Unit)

Year & Crop	Unit	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
<u>1972</u>													
Alfalfa	Ton	30.50	33.00	31.50	30.50	30.50	28.50	31.00	28.00	29.00	30.00	31.00	35.00
All Hay	Ton	26.00	28.00	26.50	26.50	26.50	25.00	27.00	24.00	26.00	27.00	27.00	31.00
Soybeans	Bu.	2.92	3.03	3.24	3.38	3.38	3.35	3.34	3.39	3.30	3.13	3.40	3.85
Wheat	Bu.	1.47	1.39	1.41	1.48	1.48	1.32	1.29	1.48	1.73	1.94	2.09	2.52
Corn	Bu.	1.07	1.08	1.10	1.13	1.14	1.13	1.14	1.16	1.23	1.20	1.23	1.48
Oats	Bu.	.74	.74	.73	.71	.72	.71	.69	.72	.78	.80	.84	1.00
<u>1971</u>													
Alfalfa	Ton	28.00	28.00	29.50	28.50	28.50	28.50	29.50	27.50	27.50	27.00	28.00	29.50
All Hay	Ton	24.90	24.90	25.40	25.00	25.10	24.70	25.70	23.70	24.00	24.00	25.00	26.00
Soybeans	Bu.	2.89	2.94	2.94	2.84	2.90	3.03	3.20	3.13	2.98	3.02	2.78	2.97
Wheat	Bu.	1.63	1.63	1.57	1.54	1.42	1.50	1.36	1.25	1.24	1.31	1.38	1.45
Corn	Bu.	1.48	1.46	1.46	1.45	1.42	1.49	1.41	1.22	1.06	.96	.91	1.07
Oats	Bu.	.81	.82	.79	.76	.75	.77	.64	.62	.63	.64	.68	.72
<u>1970</u>													
Alfalfa	Ton	27.50	27.50	28.50	28.00	28.00	28.00	27.00	27.00	27.00	27.50	28.00	27.50
All Hay	Ton	25.40	25.40	26.10	25.00	25.00	25.00	23.90	23.90	23.90	24.40	24.90	24.40
Soybeans	Bu.	2.37	2.41	2.45	2.52	2.57	2.66	2.81	2.71	2.68	2.77	2.89	2.78
Wheat	Bu.	1.35	1.40	1.42	1.44	1.37	1.31	1.34	1.37	1.52	1.55	1.62	1.58
Corn	Bu.	1.16	1.18	1.18	1.20	1.23	1.25	1.30	1.34	1.40	1.33	1.30	1.41
Oats	Bu.	.63	.65	.65	.66	.67	.67	.60	.68	.71	.70	.73	.79
<u>1969</u>													
Alfalfa	Ton	28.50	28.00	29.00	27.50	25.00	25.00	27.00	25.00	27.50	28.00	28.00	27.00
All Hay	Ton	25.80	25.00	26.00	24.50	22.30	22.60	24.30	22.60	25.10	25.60	25.60	24.60
Soybeans	Bu.	2.47	2.46	2.47	2.51	2.55	2.55	2.53	2.56	2.25	2.25	2.31	2.31
Wheat	Bu.	1.22	1.21	1.20	1.19	1.20	1.17	1.15	1.12	1.16	1.17	1.26	1.32
Corn	Bu.	1.08	1.08	1.08	1.12	1.20	1.21	1.22	1.22	1.16	1.12	1.10	1.10
Oats	Bu.	.68	.66	.62	.62	.61	.60	.57	.57	.58	.58	.59	.61

Source: Agricultural Prices, USDA, SRS

Average Prices for Selected Commodities, Ohio, 1971 and 1972

Commodity	Unit	1971	1972
Barley	bu.	\$.94	\$.92
Rye	bu.	1.01	.98
Popcorn	cwt.	3.50	3.25
All Hay	ton	25.50	30.00
Tobacco, Burley	lb.	.81	.78
Potatoes, All	cwt.	2.95	3.32
Maple Syrup	gal.	6.80	7.80
Apples	lb.	.068	.088
Peaches	lb.	.095	.20
Tart Cherries	ton	230.00	194.00
Grapes	ton	170.00	182.00
Red Clover Seed	cwt.	23.90	37.50
Timothy Seed	cwt.	6.60	14.50
Sweet Clover Seed	cwt.	7.60	8.00

Source: Statistical Reporting Service - USDA, 1971.

Livestock and Livestock Prices Received by Ohio Farmers

Item	Unit	Average			
		1970	1971	1972	1973
Market Hogs (190-220#)	cwt.	\$ 23.20	\$ 17.80	\$ 25.30	\$ 39.00
Slaughter Lambs	cwt.	26.60	26.20	29.00	35.70
Ewes	cwt.	8.00	7.20	8.50	13.30
Calves	cwt.	37.60	40.00	48.00	63.20
Beef Steers & Heifers	cwt.	28.70	30.10	34.40	44.50
Cows	cwt.	20.20	20.60	23.80	33.20
Milk Cows	head	331.00	348.00	368.00	517.00
Fluid Milk Blend	cwt.	6.12	6.28	4.47	7.42
Manufacturing Grade Milk	cwt.	4.68	4.73	4.97	5.59
Wool	lb.	.35	.24	.29	.55
Eggs	doz.	.37	.28	.26	.50
Broilers	lb.	.15	.14	.13	.23
Turkeys	lb.	.23	.24	.23	.39

Source: Agriculture Prices, USDA, SRS

Feeder Cattle Prices Per 100 Pounds, Kansas City
for Selected Years

Choice Feeder Steers Calves (300-550#) ^{1/}						
Month	5-Year Average	1969	1970	1971	1972	1973
January	\$40.05	31.15	\$36.82	\$36.18	\$43.17	\$52.94
February	42.30	32.26	38.55	38.48	45.04	57.19
March	44.00	34.39	39.74	37.17	45.33	63.40
April	44.61	36.74	39.40	38.60	46.07	62.22
May	46.17	38.26	40.61	39.19	48.74	64.06
June	46.50	38.62	41.48	39.15	49.79	63.48
July	46.30	35.79	41.24	39.10	49.47	65.89
August	47.61	35.66	39.50	39.36	50.26	73.27
September	45.67	35.91	38.66	39.33	50.83	63.61
October	45.16	35.77	37.60	39.95	51.73	60.73
November	44.11	35.21	36.08	41.70	49.88	57.68
December	43.30	35.60	35.49	41.81	51.13	52.49
Average	\$44.65	\$35.45	\$38.76	\$39.17	\$48.45	\$61.41

Choice Feeder Steers (550-750#) ^{1/}						
Month	5-Year Average	1969	1970	1971	1972	1973
January	\$35.82	\$28.30	\$32.83	\$32.20	\$38.13	\$47.65
February	37.58	29.04	34.44	34.24	39.23	50.96
March	38.78	30.34	35.85	34.26	38.99	54.44
April	38.58	32.64	35.01	34.46	38.79	52.02
May	39.98	35.18	35.00	34.53	40.73	54.46
June	40.34	35.74	34.92	34.52	41.97	54.54
July	39.97	32.46	34.54	34.36	42.11	56.37
August	41.00	31.76	33.28	35.18	42.27	62.50
September	39.51	31.29	32.86	34.97	43.63	54.78
October	39.20	31.15	32.66	35.64	44.37	52.18
November	38.85	31.12	31.79	36.88	43.30	51.14
December	38.82	32.38	31.28	37.20	45.85	47.39
Average	\$39.04	\$31.78	\$33.71	\$34.87	\$41.61	\$53.20

^{1/} Price differential between choice and good in a given class averaged about \$2.50. Heifers average \$2.50-3.00/cwt. less than steers. However, these relationships may widen or narrow.

Source: Market News Livestock Division, USDA, SRS

Feeder Steers & Heifers, Ohio Demonstrational Feeder Calf Sales,
Fall, 1969-1973

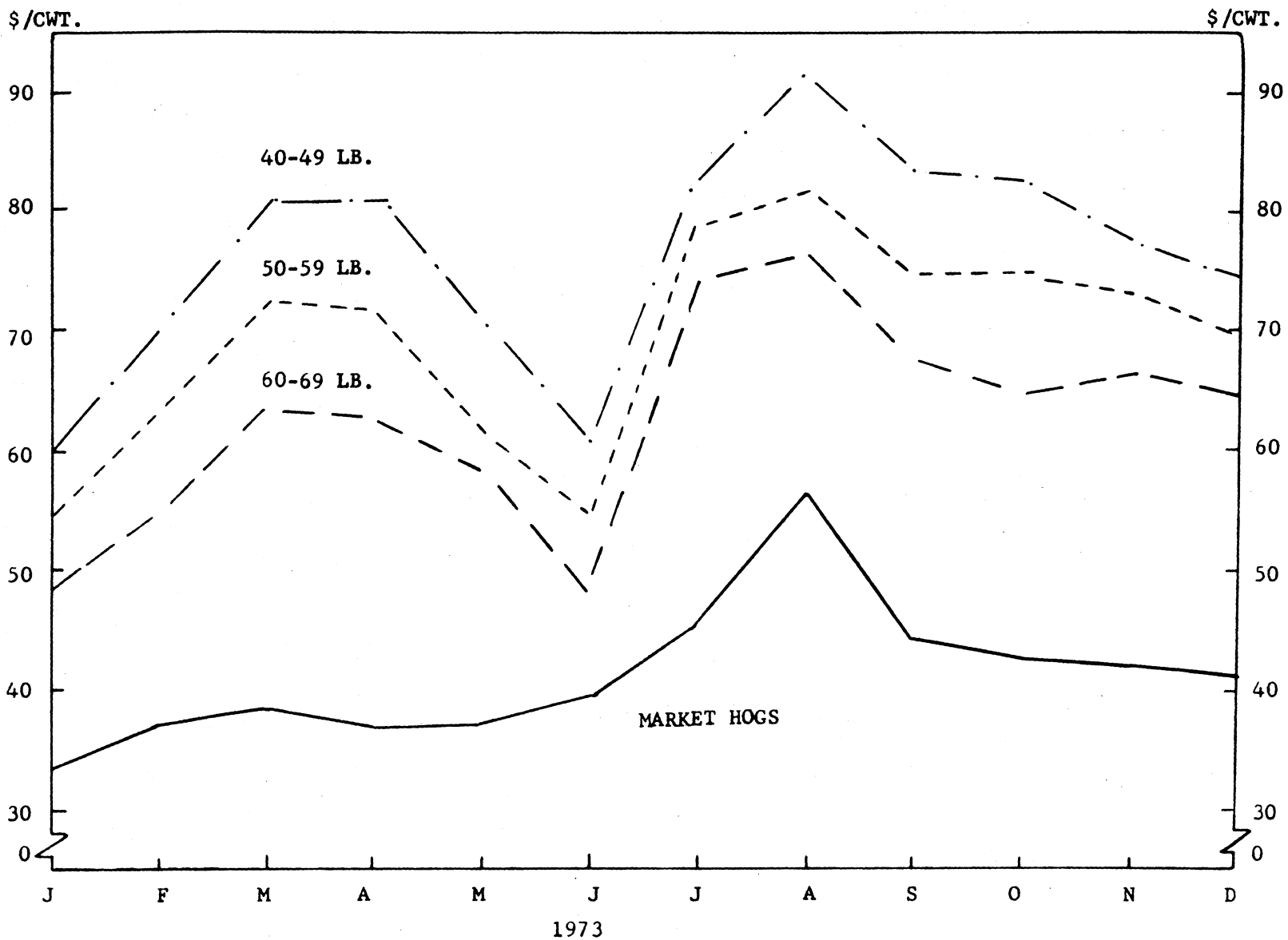
Year	Ave. Wt.	\$ Per Cwt.	\$ Per Head
<u>Choice Grade Steers</u>			
1973	443	\$58.16	\$257.60
1972	469	47.59	223.31
1971	435	48.70	211.85
1970	469	35.11	164.57
1969	459	34.11	156.58
<u>Good Grade Steers</u>			
1973	427	51.65	220.35
1972	418	45.88	191.82
1971	313	46.42	145.24
1970	401	32.84	131.38
1969	414	32.57	134.90
<u>Choice Grade Heifers</u>			
1973	418	48.97	204.46
1972	428	40.49	173.43
1971	402	37.09	149.05
1970	429	30.37	130.39
1969	427	29.24	124.84
<u>Good Grade Heifers</u>			
1973	382	45.56	174.26
1972	408	38.05	155.16
1971	313	37.12	116.00
1970	384	28.00	107.48
1969	410	27.01	110.79

Feeder Cattle Price Differentials, 1969-73

Year	<u>Price per hundredweight differentials</u>	
	Ohio Steers Choice-Good	Ohio Steer-Heifer (Choice-grade)
1973	\$3.37	\$9.51
1972	1.70	7.45
1971	2.11	6.62
1970	2.08	5.03
1969	<u>1.52</u>	<u>5.08</u>
	Ave. \$2.15	Ave. \$6.73

Source: Ohio Approved Feeder Calf Sales Summary

CHART I: AVERAGE MONTHLY PRICES PAID FOR GRADED FEEDER PIGS
AND MARKET HOGS, OHIO, 1973



Source: Summary of 1973 Ohio Graded Feeder Pig Auctions

Retail Prices of Commercial Feeds
Ohio, 1972 and 1973 1/

Feed	Price Per Cwt.	
	1972	1973
Beef Pro Blend 50	\$ 5.79	\$ 9.65
Dairy Blend 50	5.80	9.58
32% Milk Maker	5.78	10.23
44% Milk Maker	7.19	13.94
Calf Pellets	6.08	9.94
Calf Maker	21.57	28.69
Super laying mash	4.60	7.59
Pig Supplement	6.48	12.09
Sow & Pig Supplement	6.42	11.70
40% Pork Maker	6.80	12.82
Lamb Finisher Pellets	3.35	4.57
Sheep Blend Pellets	6.14	10.50
Broiler Finisher	4.76	-----
Free Choice Minerals	3.91	4.18
Cottonseed Meal 41%/Ton	108.58	196.72
Soybean Meal 44%	6.23	12.64

1/ Ohio Farm Bureau. Average of monthly retail prices. Bulk prices generally \$5.00 per ton less than bag. Quantity discounts are applicable also.

Retail Fertilizer Prices, Ohio

Analysis	Price/Ton			
	1972		1973	
	Spring	Fall	Spring	Fall
<u>Mixed Fertilizers</u> ^{1/}				
18-46-0	\$97.00	\$98.00	\$105.00	\$115.00
5-20-20	74.00	77.00	81.00	83.00
8-32-16	88.00	89.00	96.00	97.00
6-24-24	82.00	84.00	89.00	92.00
12-12-12	69.00	70.00	77.00	80.00
<u>Nitrogen</u>				
Anhydrous Ammonia	86.00	82.00	88.00	90.00
Urea 45%	80.00	81.00	91.00	97.00
28% N. Solution	53.00	52.00		
<u>Ingredients</u>				
Super Phosphate (20%)	44.50	50.00	56.00	60.00
Triple Superphosphate (46%)	77.00	79.00	86.00	95.00
Muriate of Potash (60%)	60.00	61.00	63.00	66.00
<u>Agricultural Limestone</u>				
Bulk at Plant*	2.50	2.50	2.50	2.50
Spread (15 mile radius)	5.40	5.10	5.80	5.50

Source: Agricultural Prices, USDA, SRS; and local dealers

^{1/} FOB dealer warehouse - bulk
 bagged - add \$6.00/ton
 complete minor nutrients add \$3.00/ton

* Hauling charge 7¢/mile and spreading 50¢/acre.

Farm Seeds, Ohio, 1970-74

Seeds	Pounds/ Bushel	Priced Unit	1970*	1972*	1973*	1974**
			(Price Per 100 Pounds)			
Alfalfa (certified)	60	cwt.	\$ 64.00	\$ 64.00	\$ 80.00	\$157.00
Alfalfa (uncertified)	60	cwt.	55.00	55.00	73.00	148.00
Red Clover	60	cwt.	54.50	49.00	65.00	108.00
Alsike Clover	60	cwt.	33.50	33.50	36.00	56.00
Ladino Clover	60	cwt.	122.50	125.00	130.00	195.00
Sweet Clover	60	cwt.	21.50	23.00	23.00	26.00
Timothy	45	cwt.	18.50	24.00	36.00	48.00
Orchardgrass	14	cwt.	46.25	47.50	50.00	76.00
Ky. Bluegrass	15	cwt.	58.00	63.00	64.00	120.00
Ryegrass (common)	24	cwt.	26.00	27.50	34.00	---
Fescue (tall)	25	cwt.	34.25	30.50	42.50	45.00
			(Price Per Bushel)			
Seed Wheat	60	bu.	2.75	3.00	4.05	---
Seed Oats	32	bu.	1.70	1.95	2.55	3.40
Seed Barley	48	bu.	2.60	2.90	3.50	5.00
Seed Corn (hybrid)	56	bu.	14.20	21.00	22.00	29.00
Soybean Seed	60	bu.	3.90	5.20	8.70	9.50

Source: Agricultural Prices, USDA, SRS*
Farm Supply Stores**

Electricity, Telephone, and Milk Hauling Expenses
Ohio, 1972

Item	Cost
<u>Electricity (Average Monthly Expense)</u>	
Dairy Farms	\$41.75
Corn-Hog Farms	20.41
Cash Crop-Grain Farms	27.83
Beef Farms	43.91
<u>Telephone (Average Monthly Expense)</u>	\$6-10
<u>Hauling Charge for Milk (Per Cwt.)</u>	
Bulk	<u>Central Ohio</u> \$.35

Source: 1972 Ohio Farm Account Summaries

Labor, Fuel Consumption, Insurance, Taxes,
Interest Rates, and Spray Materials, Ohio, 1973

<u>Item</u>	<u>Cost Per Unit</u>		
<u>Labor</u>			
	<u>1971</u>	<u>Wages</u> <u>1972</u>	<u>1973</u>
Per hour without board	\$ 1.60	\$ 1.75	\$ 1.90
Per month -- house, etc., furnished	309.00	330.00	360.00
Dairy workers per month -- house, etc.	350.00	375.00	400.00
<u>Fuel and Oil (1972 Ohio Farm Record</u>			
Analysis Reports)	<u>Average Per Crop Acre</u>		
Beef Feeding Farms		\$6.75	
Dairy Farms		6.83	
Corn-Hog Farms		4.60	
Cash Crop - Grain Farms		4.98	
Beef Breeding Farms		0.48	
<u>Average Fuel Consumption Under Rated Loads</u>			
(Nebraska Tractor Tests)	<u>Gallons Per Hour</u>		
2-3 Plow Tractor (gasoline)		4.5	
2-3 Plow Tractor (diesel)		3.1	
3-4 Plow Tractor (gasoline)		5.6	
3-4 Plow Tractor (diesel)		3.8	
4-5 Plow Tractor (gasoline)		5.6	
4-5 Plow Tractor (diesel)		3.8	
5-6 Plow Tractor (gasoline)		8.3	
5-6 Plow Tractor (diesel)		6.1	
6-7 Plow Tractor (diesel)		7.6	
<u>Gasoline and Oil</u>			
	<u>Per Gallon</u>		
Gasoline		\$0.37 + .11 tax	
Lubricating Oil		1.70	
No. 2 Diesel Fuel		0.34	
<u>Insurance, Mutual Companies</u>			
	<u>Fire and Extended Coverage</u>		
	Rate per \$1,000		
House			
\$10,000 Value		\$6.12	
20,000 Value		5.40	
30,000 Value		5.73	
Barns and Outbuildings		9.50	
Livestock		5.00	
Machinery		6.20	
Personal Property		6.50	

Stock companies' rates usually run 10%-20% more than Mutual Co. rates; Assessment Companies', 10% to 20% less than Mutual's. Assessment Companies have unlimited liability provisions.

<u>Item</u>	<u>Cost Per Unit</u>
<u>Taxes</u>	<u>Per \$1,000 Assessed Valuation*</u>
Rural Hill Land Counties	\$31.00 - 41.00
Rural Flat Land Counties	34.75 - 46.25
Urbanized Counties	44.25 - 53.00

* In accord with a Supreme Court ruling, all parcels of real property must be appraised at 35 percent of market value. The Ohio electorate amended the Constitution at the 1973 General Election providing for assessment of farm land in accord with its use value rather than market value. The operative legislation has been passed for implementation in 1975.

<u>AREAS</u>	<u>Ave. Assessed Values</u>			<u>Ave. Farm Real</u>
	<u>Land</u>	<u>Per Acre</u>		<u>Estate Taxes</u>
		<u>Buildings</u>	<u>Total</u>	<u>Per Acre</u>
10 Rural Hill Cos.	\$30.71	21.69	52.40	\$ 1.43
17 Rural Flat Cos.	97.37	43.22	140.59	3.33
5 Urbanized Cos.	181.93	70.53	252.46	13.83

<u>Interest Rates</u>	<u>Percent</u>
Long Term Real Estate Loans	7.5 - 8.5%
Intermediate and Short Term Credit	7.5 - 9.5%

<u>Herbicides and Insecticides</u>	<u>Price Per Unit</u>
Atrazine 80% WP	\$ 2.30/lb.
Lorox 80% WP	3.00/lb.
2-4D 4 lb. amine	4.75/gal.
2-4D 4 lb. Low Volatile Ester	6.00/gal.
CIPC	9.00/gal.
Alanap 3 liquid	4.95/gal.
Knoxweed 42% liq.	13.00/gal.
Knoxweed 52% gran.	.336/lb.
Treflan liquid	7.35/qt.
Banvel	31.40/gal.
Lasso	13.50/gal.
Sutan	11.65/gal.
Eptam	13.75/gal.
Siamazine	2.55/lb.
Sevin 80% sprayable	.98/lb.
Amiben gran.	.55/lb.
Paraquat	32.00/gal.
Surfactant	7.00/gal.
Diazanone 14% gran.	.40/lb.
Aldrin gran.	.32/lb.
Norabene liquid	13.40/gal.
Norabene gran.	.55/lb.

Machinery and Equipment Prices

The price paid by farmers for machinery and equipment varies considerably. Many things enter into the determination of the price such as the aggressiveness of the dealer, the machines traded in, the total value of the machine being bargained for, the size of the deal (how many machines and how many dollars are involved), public relations, the possibility of future purchases by the farmer, the amount of servicing required, and your bargaining ability. Dealers may accept a general pricing policy such as their cost plus a set mark-up of 5 to 18 percent, others discount the manufacturers suggested retail price.

Quality of workmanship and materials and the options selected influence the price of machinery and equipment. An item considered standard equipment by one company may be considered optional by another. Thus, the basic machine price may vary considerably from one company to another.

Factors other than price should be carefully considered before purchasing machinery. Among these factors are: 1) The reliability of the company and how well do they stand behind their products. 2) The service policy and practice of the individual dealer. 3) How readily available are parts and services. 4) Will it really do the job you want it to do.

Prices quoted on the following pages were computed from the prices quoted for the machines equipped as the farmers most often purchased them. The prices quoted by six machinery companies as their "most usual" selling price were averaged to obtain the prices quoted on the following pages. The general range of prices would be approximately the average price plus or minus 5 percent.

New Machinery and Equipment Prices, 1974

PTO-HP Range	Plow Size	Tractors ^{1/}		Average Price ^{2/}	
		Average Gasoline	Average Diesel	Gasoline	Diesel
35-45	2-3	39	40	\$4,762	\$ 5,248
45-60	3-4	54	54	5,952	6,476
60-75	4-5	65	64	7,689	8,351
75-95	5-6	89	93	9,404	10,371
95+	6-7	--	116	-----	13,286

^{1/} All tractors with 3 point hitch, live PTO, power steering, fenders, lights, and speed-hour meter. 2-3 plow utility tractor with rear hydraulic outlet, all others both front and rear outlets. 4-5 plow tractors and larger equipped with power brakes.

	Corn Planters			
	2 Row	4 Row	6 Row (Narrow)	4 Row (no-til)
Basic Unit	\$ 460	\$1,046	\$1,660	\$1,240
Dry Fertilizer Attachment	103	386	600	640
Liquid Fertilizer Attachment	143	478	693	---
Dry Herbicide Attachment	106	171	322	---
Liquid Herbicide Attachment	---	---	---	---
Dry Insecticide Attachment	---	187	282	214
No-til Coulters and Rib Press Tires	-	---	---	400

Machine	Average Price ^{2/}
Plow (either 3 point mounted or semi-mounted. W/all cylinders and tires needed for operation. 2,3 bottoms w/16" std. rolling colters all other 2/18").	
2-14	\$ 467
3-14	620
4-14	983
5-14	1,340
2-16	485
3-16	880
4-16	1,610
5-16	1,940
6-16	2,310
7-16	2,730
Chisel plow 10'	1,040
Chisel plow 12'	1,320

^{2/} Average of suggested Columbus retail prices as quoted by leading manufacturers.

Disks-Harrows (w/tires and cylinders, 18' blades and regular bearings)	
9' light	\$ 920
12' light	1,680
15' light	2,015
12' heavy	1,875
15' heavy	2,430
18' heavy	2,840
21' heavy	3,610
Spring Tooth Harrows (with hitch)	
12'	380
15'	490
18'	605
Spike Tooth Harrow (with evener)	
12'	280
24'	493
Field Cultivators	
10' mounted	725
14' mounted	885
15 1/2' mounted is \$50 cheaper	1,025
Fertilizer Spreaders	
10'	495
12'	620
Rotary Hoe (heavy sections)	
4 row same for mounted or pull	820
6 row same for mounted or pull	1,040
Cultivators (with sweeps, shields, and cylinders, if needed)	
2 row rear mount	780
4 row rear mount	1,160
6 row rear mount (narrow row)	1,280
4 row rolling cultivator	1,460
6 row rolling cultivator	1,797
Corn pickers	
1 row pull	2,490
2 row pull	2,800
2 row mounted	3,172
sheller for 2 row mounted	1,100
Corn Heads for Self Propelled Combines	
2 row	2,240
3 row (narrow)	3,639
4 row	5,300
6 row	6,337
8 row (narrow)	7,666
Grain Drills (Fert. and grass seed hoppers, w/band seeding attach. w/tires, without hydraulic cylinder)	
13 x 7	1,250
17 x 7	1,480
18 x 6	1,520

	<u>Gasoline Engine</u>	<u>Diesel Engine Add</u>
Combines - Separator with grain table		
10' S.P. 40-50 hp	\$ 9,890	\$ 850
13' S.P. 60-70 hp	11,106	915
13' S.P. 80-90 hp	13,365	915
14' S.P. 90-100 hp	16,570	1,019
16' S.P. 100 + hp	20,670	1,072
Cab for above	780	
Hydro Static Drive	1,200	
Mowers		
7' mounted	830	
7' pull (w/tires & cylinders)	920	
Mower-Conditioner		
7' pull	2,565	
9' pull	2,975	
Windrowers		
12' pull	1,330	
10' S.P.	4,560	
12' S.P.	4,690	
14' S.P.	4,820	
Hay Conditioner	840	
Side Delivery Rakes		
7' mounted	710	
7' pull (w/tires)	760	
9' mounted	920	
9' pull (w/tires)	940	
Balers (twine tie w/tires)		
Size 12-14 PTO	2,333	
Size 14-18 PTO	3,082	
Size 14-18 Aux. Engine	3,891	
Size 16-18 PTO	4,308	
Baler (wire)	3,600	
Bale Thrower	680	
Forage Harvesters		
One Row		
Basic Unit	2,550	
Windrow Pickup	690	
Cutter Bar Pickup	805	
Row Crop Unit	890	
Two Row		
Basic Unit	3,095	
Windrow Pickup	910	
Cutter Bar Pickup	1,280	
Row Crop Unit	1,325	
Self Propelled - 2 Row	22,500	

Forage Wagons (w/o gears, w/front, side & rear delivery, multispeed)	
14'	\$2,080
16'	2,290
Forage Blower (w/pipe for 60' silo)	1,117
Wagons (gear 6 ton capacity w/tires)	
6 T Gear	380
7' x 14' Box	495
125 Bu. grain box	305
255 Bu. grain box	495
Elevators (PTO)	
24'	746
32'	788
40'	1,010
50'	1,340
Grain Augers	
4' Max. Capacity 600 bu/hr (without motor, hoppers, or transport)	
11' requires 2 hp gas or 1/2 hp electric	36
15' requires 2 hp gas or 1/2 hp electric	39
20' requires 2 hp gas or 1/2 hp electric	48
Portable with hoppers and transports	
6" D, 31' long (PTO)	625
6" D, 41' long (PTO) with downspout	780
8" D, 52' long (PTO)	1,125
Portable Grinder-Mixer	
82 Bu.	2,748
95 Bu.	3,252
Auger Feed Wagons	
85 Bu.	685
155 Bu.	937
Manure Spreaders (w/o tires)	
100 Bu. Ground Drive	968
100 Bu. PTO	1,100
150 Bu. PTO	1,547
180 Bu. PTO	1,740
240 Bu. PTO	2,590
Front End Tractor Loader	
2100 lb. lift Cap., up to 70 hp	1,090
3100 lb. lift Cap., up to 100 hp	1,154
Rear End Tractor Blade	330
Post Hole Digger	
6"	443
9"	453
12"	466

Liquid Manure Spreaders with Vacuum Pump	
1000 gal.	\$2,093
1500 gal.	2,646
Liquid Manure Pumps	
6' depth of pit	2,015
8' depth of pit	2,067
12' depth of pit	2,135
Liquid Manure Spreader	
1400 gal.	2,345
3000 gal.	4,275
Hay Stacker	
1 1/2 Ton	4,900
3 Ton	8,370
6 Ton	12,600
Hay Stack Mover	
1 1/2 Ton (3 pt. hitch)	550
3 Ton (includes tires)	2,100
6 Ton	3,730
Round Hay Baler	
Large bale (1500 lb.)	3,850
Large bale (3000 lb.)	5,595
Small bale (50 lb.)	3,020

Comparison of New and Used Machinery Prices

Example Only

Machine	New	2 Yr. Old	5 Yr. Old
35-45 PTO HP Tractor (Gasoline)	\$4,995	\$2,960	\$2,340
45-60 PTO HP Tractor (Gasoline)	6,214	4,680	3,240
60-75 PTO HP Tractor (Gasoline)	8,020	5,810	4,120
75-95 PTO HP Tractor (Gasoline)	9,887	7,100	5,360
10' Combine	13,365	7,840	6,100
14-18 T/hr. String Tie Baler	3,082	1,190	940

Farm Trucks

1974 Prices

3/4 Ton Pickup - Wide Box
 700 x 16 8 ply tires
 heavy duty front & rear springs & helpers
 4 speed trans.
 rear bumper
 radio

Total Price (including freight & dealer handling)
 \$3,679.00

1 1/2 Ton Chassis & Cab
 750 x 16 8 ply tires dual rear
 HD springs Front and Rear & helpers
 4 speed - standard
 spare wheel & carrier
 west coast mirrors

Price
 \$4,775.00

12' Combination Fold-Down \$941.00

2 Ton Chassis & Cab
 825 x 20 dual rear 10 ply tires
 2 speed rear axle
 HD springs Front and Rear & helpers
 west coast mirrors, clearance lights
 spare wheel & carrier 6 1/2' rims

Price
 \$5,991.00

16' Combination Fold-Down + Hoist \$2,077.00

Buildings and Building and Fence Material Prices
Ohio, 1974

Item	Price	
<u>Fencing Materials</u>		
Locust or Cedar Line Posts	\$ 1.30 - 2.00 ea.	
Locust or Cedar End Posts	4.00 ea.	
7" Steel Posts	1.68 ea.	
32" Hog Fence 10# Top-#12 1/2 Barbed Bottom	3.81 rd.	
47" #10-12" Stay Woven Wire	3.32 rd.	
4-Pt. Barbed Wire #12 1/2	22.50/80 rd.	
Electric Fence Charger (Battery Type)	19.00 - 30.00 ea.	
Battery for fence charger	4.45 ea.	
Hi-line fence charger	20.00 - 50.00 ea.	
Electric Fence insulators	5.00/100	
17 gauge galvanized wire	9.70/160 rd.	
48" steel posts with insulators	.65 ea.	
16' steel gate	28.50 ea.	
<u>Building Materials</u>		
Ready-mix concrete (5 mile radius)	21.50 yd.	
Additional charge outside 5 mile radius	.20/yd./mi.	
Concrete blocks (8 x 8 x 16)	.34	
Charge for laying blocks	.40	
48" snow fence	18.70/50 ft.	
Framing lumber (2 x 4)	265.00/M	
Rough cut hardwood lumber (dry) (oak)	.26 - .30/bd. Ft.	
Rough cut hardwood lumber (green)	.15 - .20/bd. Ft.	
1" #2 yellow pine	320.00/M	
#2 yellow pine shiplap	340.00/M	
1" #4 fir dressed	290.00/M	
2" creosote treated lumber	.34/bd. Ft.	
hemlock or fir dimension lumber	300.00/M	
<u>Saw Timber (standing)</u>		
#2 hard maple	\$30.00-\$75.00 range	
White oak	\$15.00-\$70.00 range	
Ash	\$30.00-\$60.00 range	
<u>Creosote Poles (Delivered in county)</u>		
<u>Top Diameter (inches)</u>	<u>Length (feet)</u>	<u>Each</u>
5"	8'	3.85
5"	12'	6.30
5"	16'	9.75
5"	18'	11.95
5"	20'	13.40
5"	25'	21.35
5"	30'	28.40
6"	8'	5.33
6"	12'	9.60
6"	16'	12.80
6"	18'	14.10
6"	20'	16.36

Creosote Poles 5" x 6"	10'	\$ 9.72
	16'	13.99
	20'	18.33
Plywood - Exterior 4' x 8'	1/2"	9.60
	3/4"	11.50
Galvanized Roofing		14.50/100 sq. ft.
Aluminum Roofing		20.95/100 sq. ft.

BuildingsPoultry

\$6-8.00/sq. ft.

Environmental control, totally enclosed, ventilated, insulated floors, walls, ceilings, dropped ceilings. (ex. 40' x 175' costs \$49,000)

Swine

Farrowing \$800-950/sow

\$10-12.00/sq. ft.

Environmental control, automatic temperature with heaters and ventilators, insulated and moisture proof throughout, fully equipped with crates, heat bulbs, waterers, service room and feed room, drains with flushing into holding tank.

Finishing

\$4.50-5.00/sq. ft.

Cement floors, open one side, equipment and pens

Dairy

\$1000-1500/cow

Complete building with free stalls and milking parlor

Machinery

<u>Sq. Ft.</u>	<u>Typical Size</u>	<u>Cost/Sq. Ft.</u>	<u>Total Cost</u>
1,668	36 x 48	\$2.50	\$ 4,170
2,268	36 x 63	2.45	5,556
2,916	36 x 81	2.40	6,998
4,320	48 x 90	2.35	10,152

Colored steel siding, completely enclosed, earth floor, sliding doors. Materials cost about 60% of cost; erection costs 40%, does not include site preparation.

Loafing Barn

<u>Sq. Ft.</u>	<u>Cost/Sq.Ft.</u>	<u>Total Cost</u>
2,048	\$2.25	\$4,608
2,916	2.20	6,415
3,456	2.15	7,430

Galvanized metal siding, open on one side, earth floor, ventilation doors.

Miscellaneous Livestock Equipment Prices

<u>Item</u>	<u>Price 1974</u>
<u>Cattle Head Gate & Chute</u>	
Head Gate	\$158.00
Squeeze Chute	232.00
Cutting Gate	89.00
3 Point Hitch	53.00
	<u>\$532.00</u>
<u>Stock Tanks</u>	
156 Gallon	35.80
222 Gallon	47.70
Electric Heated Automatic Hog Water Fountain (2 Hole)	67.50
Electric Heated Automatic Cattle Water Fountain (50-70 Head)	104.00
70 Gallon Hog Drinking Fountain	75.45
Electric Fountain Heater for above	16.00
Kerosene Fountain Heater for above	8.00
<u>Metal Self-Hog Feeders</u>	
18 Bu. (8 door)	92.25
40 Bu. (10 door)	137.00
60 Bu. (12 door)	167.65
14 Bu. Feed Cart (silage or grain)	98.50
Water Hydrants	19.00
Pig Brooder Lamps	3.45
Farrowing Crate (complete)	103.00

Grain StorageStorage Tanks

<u>Capacity Bu.</u>	<u>Size</u>	<u>Bin Cost</u>	<u>Aeration Kit</u>	<u>Total</u>	<u>Cost/Bu.</u>
9,000	24' x 24'	\$ 3,460	\$ 560	\$ 4,020	.446
18,200	30' x 32'	7,240	1,160	8,400	.461
35,000	36' x 40'	13,200	1,840	15,040	.429
61,800	54' x 32'	23,180	2,600	25,780	.417
100,000	54' x 48'	34,470	3,200	37,670	.376

Price is bin only, no site preparation. Aeration kit does include motor and fan, perforated trench cover and transition.

Grain Drying

(Suggested retail prices. Distance, discounts, and bargaining power may alter these prices.)

Hatch Dryers

5 point moisture ratings (20%-15%) under ideal conditions

<u>Wet Holding Capacity</u>	<u>24 Hour Capacity</u>	<u>Price</u>
72 Bu.	1,400 Bu.	\$ 3,020
118	2,800	5,200
152	4,300	6,600
228	6,900	8,300
304	9,400	12,200
380	11,400	16,800

To get 10 point moisture removal capacity, take 60% of 5 point rating capacity; 15 point capacity take 40% of 5 point rating.

Batch in Bin Dryers

	18'	24'	30'
Bin Diameter	18'	24'	30'
Capacity Bu.	3,285	6,000	10,000
Drying Capacity/Day*	820	1,250	1,840
Costs:			
Bin	\$1,600	\$2,400	\$4,020
Hatches	32	56	80
Foundation	154	240	290
Perforated Floor	380	660	950
Ladders	40	50	50
Fan & Heater	870(7hp)	1,200(10hp)	2,562(20hp)
Unloading Augers	<u>620</u>	<u>810</u>	<u>890</u>
Total	\$3,696	\$5,416	\$8,842

Price does not include site preparation, concrete pad nor electric and gas hookups.

*Capacity is based on 10 point moisture removal (25%-15%) in 20 hours with a constant temperature rise of 80°.

Continuous Flow Dryers

Model M \$7,800

Capacity:	Dry from 30% to 15%	109 bu/hr.
	Dry from 25% to 15%	154 bu/hr.
	Dry from 20% to 15%	256 bu/hr.

 Silos and Silage Feeding Equipment

SilosBunker (concrete floor with creosote wood sides)

200 ton (6' x 20' x 100')	\$3,500
300 ton (6' x 30' x 100')	4,400
500 ton (8' x 30' x 80')	5,000
1000 ton (10' x 40' x 100')	7,500

Tower, Concrete Stave

		Base Price	Foundation	Roof	Total
250 Ton	16' x 50'	\$4,225	\$320	\$ 545	\$ 5,090
315 Ton	18' x 50'	4,960	400	712	6,072
510 Ton	20' x 60'	6,801	480	839	8,120
640 Ton	22' x 60'	8,048	500	1,135	9,683
780 Ton	24' x 60'	8,799	580	1,347	10,726

Tower, Airtight, Silage or Haylage, includes bottom unloader

Capacity, 40-45% moisture

125 t. (20 x 30)	\$14,355
150 t. (20 x 40)	18,065
225 t. (20 x 50)	20,490
300 t. (20 x 60)	22,973
550 t. (25 x 80)	38,995

Tower, Airtight, Grain Storage

Capacity, 25% moisture

7000 bu. (20 x 30)	\$11,510
14000 bu. (20 x 60)	20,130

Silo Unloaders

	<u>12'</u>	<u>16'</u>	<u>20'</u>
Unloader	\$1,245	\$1,320	\$1,486
Motor	303	303	368
Tripod	59	65	90
Wench	60	60	80
Cable	75	75	95
Total	<u>\$1,742</u>	<u>\$1,823</u>	<u>\$2,118</u>

Feed Bunk Equipment

	<u>Auger (12 inch)</u>				<u>Chain conveyer (in bunk)</u>			<u>Self propelled feeder (does not include hanger)</u>		
hp of drive motor	2	3	6	7 1/2	2	3	5	3/4	1	1 1/2
max. length (ft)	50	80	125	200	80	100	160	70	140	200
drive unit	\$491	534	628	718	\$440	440	579	\$436	436	436
Total cost of Bunk Equipment	\$955	1315	1853	2659	\$1404	1609	2298	\$1236	1981	2222
Cost per foot	\$19.10	16.87	14.82	13.29	\$17.55	16.09	14.36	\$17.65	14.15	11.11

Chain Conveyors (silo to bunk movement)

	<u>9"</u>	<u>11"</u>
base drive unit	\$233	349
motor (1 1/2 hp) max length 48'	157	---
(2 hp) max length 78'	188	188
<u>conveyor sections</u>	<u>Cost per foot</u>	<u>Cost per foot</u>
4'	\$55.60	13.89
8'	94.50	15.30
10'	113.00	11.81
		13.75
		11.30
		12.70

Roofed Feed Bunk (pole construction) \$16-19 per linear foot

Precast Concrete Bunk (no roof) \$ 9 per linear foot