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Rates Paid for Custom Work in South Dakota, 1986

Ron Thaden

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Rates Paid for Custom Work in South Dakota, 1986

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STATE DOCUMENT

Ron Thaden*

Many South Dakota farmers and ranchers hire some custom machine work. The figures contained in this publication are based on a November 1986 survey of custom machine operators and farmers and ranchers, who do some custom work. Custom rate information was collected by means of a detailed questionnaire circulated through county Extension offices to selected individuals throughout the state. There were 417 usable responses to this survey.

Exchange work between farmers is not considered custom work; however, some of the lower rates reported may represent charges at reduced rates to neighbors. Higher rates within a range are more likely to be from custom operators who must cover all costs including a return on investment, labor, and management.

This publication was developed to show average rates, ranges in rates, and the rates most frequently reported for the major custom operations performed on farms and ranches in nine different economic areas of South Dakota (see map). The state-wide summary is a weighted average of all economic areas.

When larger numbers of reports are indicated for an operation, consider the average rate for that operation to be near the rate most frequently charged. Numbers of reports also indicate the extent that an operation is hired on a custom basis as compared to operations being completed by farmers and ranchers without hire.

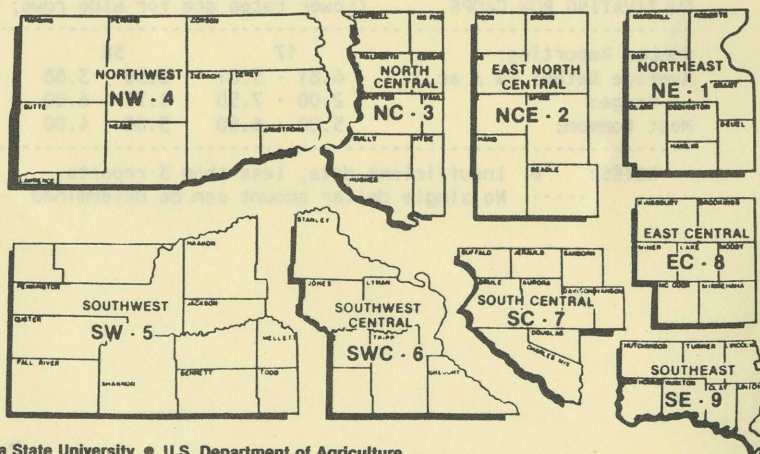
Custom rates include charges for the use of equipment and tractor or other power unit, the time spent by the operator, other supplies furnished (such as fuel for the power unit and wire or twine for the baler), plus an allowance for risk and overhead. The cost of any applied material such as seed, fertilizer, or other chemicals is not included in the rate charged.

Custom rates reported are the "going rates" charged in 1986. This summary makes no attempt to evaluate the fairness of rates currently being charged, nor is it an attempt to establish custom rates for any area of the state. It should be used only as a guide in arriving at an agreeable custom rate, in comparing ownership or leasing costs with custom work, or in "settling accounts" when farm work is exchanged.

Custom rates vary due to supply and demand, and also because of variability in the following operating conditions:

1. Size, shape, and topography of the field
2. Size and type of equipment used
3. Crop condition and yield
4. Weather during the season
5. Distance to the job
6. Profits expected by the custom operator

Economic Areas in South Dakota



*Extension Agent, Farm Management Economics Department.

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22-783

RATES PAID FOR CUSTOM WORK IN SOUTH DAKOTA, 1986

20182043
ITEM

NORTHEAST (NE-1) NORTH CENTRAL (NCE-2 & NC-3) WESTERN (NW-4 & SW-5) SOUTH CENTRAL (SWC-6 & SC-7) SOUTHEAST (EC-8 & SE-9) STATE-WIDE SUMMARY

TILLAGE OPERATIONS

MOLDBOARD PLOWING (Lower figure is for crop stubble or corn stalks; higher figure is for sod or alfalfa breaking.)

Number Reporting:	33	68	16	20	83	220
Average Rate: (\$ / ac.)	8.28 - 11.25	7.16 - 9.06	9.88 - 12.66	7.55 - 9.75	7.71 - 10.41	7.77 - 10.22
Range:	6.00 - 15.00	2.50 - 18.00	5.00 - 22.00	5.00 - 12.00	3.50 - 17.50	2.50 - 22.00
Most Common:	6.00 - 8.00	6.00 - 10.00	10.00 - 12.00	6.00 - 8.00	8.00 - 10.00	8.00 - 10.00

SURFACE CHISELING, includes disk - chisel. (Lower figure is for crop stubble or corn stalks; higher figure is for sod or alfalfa breaking.)

Number Reporting:	22	88	24	24	68	226
Average Rate: (\$ / ac.)	6.00 - 7.95	4.87 - 6.70	4.87 - 7.45	5.97 - 8.13	6.33 - 8.92	5.51 - 7.72
Range:	4.75 - 12.00	2.00 - 15.00	2.00 - 12.00	4.00 - 12.00	3.50 - 16.00	1.50 - 16.00
Most Common:	6.00	6.00 - 7.00	6.00 - 8.00	4.00 - 6.00	5.00 - 7.00	5.00 - 7.00

DEEP CHISELING (Deeper than 8 inch plow depth.)

Number Reporting:	7	30	9	4	13	63
Average Rate: (\$ / ac.)	8.56	6.97	7.39	8.13	7.09	7.31
Range:	4.90 - 13.00	3.00 - 12.00	4.00 - 15.00	4.50 - 10.00	5.00 - 10.00	3.00 - 15.00
Most Common:	-----	8.00	8.00	-----	6.00	8.00

HEAVY DISKING (Lower figure is for one-way types; higher figure is for offset types.)

Number Reporting:	9	56	15	13	31	124
Average Rate: (\$ / ac.)	6.44 - 7.80	5.68 - 5.69	4.83 - 5.29	5.17 - 5.36	5.38 - 6.10	5.65 - 5.72
Range:	4.75 - 9.00	2.00 - 10.00	3.00 - 8.00	3.00 - 8.00	3.00 - 8.50	2.00 - 10.00
Most Common:	-----	6.00	5.00	4.00 - 6.00	5.00 - 6.00	6.00

DISKING [Single or Tandem, includes surflex tillage] (Lower figure is for single disking or surflex tillage; higher figure is for tandem disking.)

Number Reporting:	21	84	27	20	52	204
Average Rate: (\$ / ac.)	5.00 - 6.70	4.40 - 4.79	3.92 - 4.70	4.00 - 4.83	3.38 - 4.46	3.96 - 5.01
Range:	4.00 - 9.00	2.00 - 7.00	3.00 - 8.00	3.00 - 8.00	2.00 - 8.00	2.00 - 9.00
Most Common:	5.00	4.00 - 5.00	4.00 - 5.00	3.00 - 5.00	4.00 - 5.00	4.00 - 6.00

FIELD CULTIVATING (Lower figure is for duckfoot or rod weeders; higher figure is for vibrashank or blade-sweeps.)

Number Reporting:	22	94	31	13	54	214
Average Rate: (\$ / ac.)	4.32 - 5.67	4.24 - 4.49	3.68 - 3.98	4.43 - 5.75	4.31 - 4.33	4.16 - 4.82
Range:	3.00 - 8.00	2.75 - 7.50	2.00 - 7.00	3.00 - 8.00	2.00 - 6.50	1.25 - 8.00
Most Common:	4.00 - 4.50	4.00 - 5.00	4.00	4.00 - 6.00	4.00 - 5.00	4.00 - 5.00

HARROWING (Lower average rate is for spring tooth equipment; higher average rate is for spike tooth equipment.)

Number Reporting:	7	34	11	10	18	80
Average Rate: (\$ / ac.)	3.19 - 4.33	2.63 - 2.88	2.10 - 2.25	2.50 - 2.67	2.03 - 2.69	2.55 - 2.72
Range:	1.50 - 6.00	1.00 - 5.00	1.00 - 4.00	2.00 - 4.00	.50 - 5.00	.50 - 5.00
Most Common:	4.00	3.00	2.00	2.00	2.00 - 3.00	3.00

CULTIVATING ROW CROPS (Lower rates are for wide rows; higher rates are for narrow rows.)

Number Reporting:	17	58	4	13	52	144
Average Rates: (\$ / ac.)	4.81 - 5.81	3.50 - 3.88	3.35 - 4.00	3.90 - 4.00	3.85 - 4.13	3.82 - 4.35
Range:	2.00 - 7.50	1.75 - 6.00	3.00 - 4.00	2.00 - 6.00	1.50 - 6.00	1.50 - 7.50
Most Common:	5.00 - 6.00	3.00 - 4.00	-----	3.00 - 4.00	4.00 - 5.00	4.00 - 5.00

NOTES: # Insufficient data, less than 3 reports.
----- No single dollar amount can be determined

ITEM	NORTHEAST (NE-1)	NORTH CENTRAL (NCE-2 & NC-3)	WESTERN (NW-4 & SW-5)	SOUTH CENTRAL (SWC-6 & SC-7)	SOUTHEAST (EC-8 & SE-9)	STATE-WIDE SUMMARY
FERTILIZER APPLICATION						
DRY FERTILIZER (Lower rates are for surface applied; higher rates are for deep-banding.)						
Number Reporting:	31	63	7	19	41	161
Average Rates: (\$ / ac.)	1.63 - 5.33	2.46 - 4.83	2.36 - #	1.90 - #	1.90 - 4.50	1.91 - 4.84
Range:	.75 - 7.50	.75 - 8.00	1.50 - 5.00	.50 - 3.25	.75 - 8.00	.50 - 8.00
Most Common:	2.00 - 5.00	2.00 - 4.00	-----	2.00	2.00 - 4.00	2.00 - 4.00
LIQUID FERTILIZER (Lower rates are for surface applied; higher rates are for deep-banding.)						
Number Reporting:	11	24	6	9	18	68
Average Rates: (\$ / ac.)	2.47 - 4.50	2.46 - 3.57	2.71 - #	2.41 - 3.00	2.43 - 4.50	2.47 - 3.93
Range:	1.50 - 5.00	1.00 - 6.00	2.00 - 3.25	1.00 - 3.50	.75 - 8.00	.75 - 8.00
Most Common:	2.50	2.50 - 3.00	-----	3.00	2.50 - 4.50	2.50 - 4.00
ANHYDROUS AMMONIA						
Number Reporting:	15	21	#	6	26	69
Average Rates: (\$ / ac.)	4.78	4.03		3.00	4.16	4.15
Range:	3.50 - 8.00	1.00 - 10.00		1.00 - 6.00	1.00 - 8.00	1.00-10.00
Most Common:	4.00	4.00		4.00	4.00	4.00
PLANTING OPERATIONS						
PLANTING ROW CROP, includes corn, sorghum, soybeans, and sunflowers.)						
REGULAR SURFACE PLANTING (Lower average rate is for wide rows without attachments; higher average rate is for narrow rows with attachments.)						
Number Reporting:	50	110	7	23	79	269
Average Rate: (\$ / ac.)	4.94 - 6.21	4.80 - 6.37	5.25 - 8.00	4.46 - 5.05	5.40 - 6.11	5.15-6.75
Range:	3.00 - 10.00	3.50 - 8.00	5.00 - 8.00	3.00 - 8.00	3.00 - 10.00	2.00-10.00
Most Common:	6.00	5.00 - 6.00	-----	-----	5.00 - 6.00	5.00
TILL PLANTING, minimum till and no-till; (Lower average rate is for wide rows without attachments; higher average rate is for narrow rows with attachments.)						
Number Reporting:	21	34	#	5	19	79
Average Rate: (\$ / ac.)	6.75-9.58	5.48 - 7.25		7.00 - #	5.27 - 6.20	5.62 - 9.25
Range:	4.50-12.00	3.25 - 12.00		-----	4.50 - 7.00	3.25 - 15.00
Most Common:	7.00	5.00 - 6.00		-----	5.00 - 6.00	7.00
DRILLING SMALL GRAINS (Lower rates are for regular drills without attachments; higher rates are for minimum or no-till drills with attachments.)						
Number Reporting:	23	98	24	14	29	188
Average Rate: (\$ / ac.)	4.70 - 9.25	4.36 - 9.25	4.23 - 7.70	3.75 - 5.00	4.00 - 7.79	4.44 - 8.08
Range:	3.00 - 10.00	1.75 - 14.00	2.00 - 10.00	3.00 - 6.00	2.10 - 10.00	1.75 - 14.00
Most Common:	5.00 - 8.00	5.00 - 8.00	5.00 - #	4.00 - 5.00	5.00 - #	5.00 - 10.00
WEED, INSECT, AND DISEASE CONTROL						
GROUND APPLICATION (Lower rates are for low volume, 1 - 10 gpa; higher rates are for higher volume, above 10 gpa.)						
Number Reporting:	45	119	32	25	69	290
Average Rates: (\$ / ac.)	2.10 - 2.75	2.17 - 2.55	2.19 - 2.72	2.43 - 2.71	2.66 - 2.74	2.26-2.70
Range:	1.00 - 6.00	1.00 - 5.19	1.25 - 5.00	1.00 - 4.00	1.00 - 5.00	1.00-6.00
Most Common:	2.00 - 2.75	2.00 - 2.50	2.00 - 2.50	2.50 - 3.00	2.50 - 3.00	2.00-3.00
AERIAL APPLICATION (Lower rates are for herbicide applications; higher rates are for insecticide or fungicide applications.)						
Number Reporting:	11	65	24	24	25	149
Average Rates: (\$ / ac.)	3.50 - 3.64	2.71 - 2.82	2.70 - 3.00	2.89 - 3.16	3.29 - 3.59	2.96 - 3.02
Range:	2.75 - 5.00	1.00 - 5.00	1.75 - 4.50	1.00 - 4.50	1.20 - 4.65	1.00 - 6.00
Most Common:	-----	2.50 - 3.00	2.50 - 3.00	-----	3.00 - 3.50	2.50 - 3.00

NOTES: # Insufficient data, less than 3 reports.
 ----- No single dollar amount can be determined

ITEM	NORTHEAST (NE-1)	NORTH CENTRAL (NCE-2 & NC-3)	WESTERN (NW-4 & SW-5)	SOUTH CENTRAL (SWC-6 & SC-7)	SOUTHEAST (EC-8 & SE-9)	STATE-WIDE SUMMARY
SMALL GRAIN HARVESTING						
WINDROWING GRAIN CROPS, PULL-TYPE (Lower rates are for wider equipment, over 18 feet; higher rates are for narrower equipment, under 18 feet.)						
Number Reporting:	8	36	6	7	10	67
Average Rates: (\$ / ac.)	4.00 - 4.50	4.00 - 4.21	3.75 - 5.00	4.00 - 4.50	4.31 - 5.00	4.08 - 4.30
Range:	2.00 - 5.25	2.00 - 6.00	2.00 - 5.00	3.50 - 5.00	3.50 - 5.00	2.00 - 6.00
Most Common:	-----	4.00	4.00 - 5.00	-----	4.00 - 5.00	4.00 - 5.00
WINDROWING GRAIN CROPS, SELF-PROPELLED (Lower rates are for wider equipment, over 18 feet; higher rates are for narrower equipment, under 18 feet.)						
Number Reporting:	24	52	24	21	43	164
Average Rates: (\$ / ac.)	4.22 - 5.75	3.89 - 4.58	4.25 - 4.82	4.08 - 4.20	4.97 - 5.09	4.23 - 4.59
Range:	3.00 - 8.00	1.50 - 8.00	3.00 - 7.00	3.00 - 5.00	3.00 - 6.00	1.50 - 8.00
Most Common:	4.00	4.00 - 5.00	4.00 - 5.00	4.00	5.00	3.50 - 5.00
COMBINING SMALL GRAINS, Flat Rate (The rate listed first is for windrow pickup; the rate listed second is for straight combining.)						
Number Reporting:	146	251	47	54	96	594
Average Rates: (\$ / ac.)	12.48 - 13.17	12.80 - 12.63	12.95 - 12.54	12.10 - 13.12	13.11 - 15.20	12.72 - 13.03
Range:	10.00 - 16.00	8.00 - 16.50	10.00 - 15.00	8.00 - 18.00	8.00 - 18.00	8.00 - 18.00
Most Common:	13.00	13.00 - 12.00	15.00 - 12.00	12.00 - 13.00	12.00 - 14.00	13.00 - 12.00
Flat Rate with Extra Charge for High Yields (The rate listed first is for windrow pickup; the rate listed second is for straight combining.)						
Number Reporting:	11	84	55	14	12	176
Average Rates: (\$ / ac.)	13.50 - 12.57	12.10 - 11.87	12.32 - 11.70	12.11 - 13.20	13.33 - 12.50	12.30 - 11.99
Range:	10.00 - 14.00	8.00 - 20.00	8.00 - 16.00	11.00 - 17.00	11.00 - 14.00	8.00 - 20.00
Most Common:	12.00	12.00	12.00	12.00	14.00	12.00
Base Yield Level (The yield listed first is for wheat; the yield listed second is for oats, barley and other crops.)						
Average Yield: (bu./ac.)	31.7 - 40.0	24.6 - 39.7	22.6 - 32.8	24.6 - #	25.0 - 46.7	24.4 - 38.3
Range:	20.0 - 50.0	10.0 - 60.0	20.0 - 40.0	20.0 - 50.0	20.0 - 80.0	10.0 - 75.0
Most Common:	-----	20.0 - 40.0	20.0 - 40.0	-----	-----	20.0 - 40.0
Extra Charge for Yields Above Base Yield						
Average Rate: (\$ / bu.)	.071	.099	.105	.096	.127	.1025
Range:	.05 - .14	.03 - .20	.05 - .20	.03 - .13	.12 - .14	.03 - .20
Most Common:	.10	.10	.10	-----	.12	.10
ROW CROP HARVESTING						
COMBINING CORN, GRAIN SORGHUM (The rates listed first are for CORN; the rates listed second are for GRAIN SORGHUM.)						
Number Reporting:	62	105	8	38	85	298
Average Rates: (\$ / ac.)	13.75 - 15.00	13.79 - 13.40	13.63 - 11.75	14.00 - 13.15	16.58 - 17.00	14.66 - 13.88
Range:	10.50 - 16.00	10.00 - 20.00	10.00 - 17.50	12.00 - 16.00	10.00 - 22.00	10.00 - 22.00
Most Common:	15.00	14.00	-----	15.00 - 14.00	16.00 - #	15.00 - 14.00
COMBINING SOYBEANS, SUNFLOWERS (The rates listed first are for SOYBEANS; the rates listed second are for SUNFLOWERS.)						
Number Reporting:	52	60	#	14	74	197
Average Rates: (\$ / ac.)	14.27 - 14.18	14.33 - 13.53		13.81 - 13.33	16.70 - 14.80	15.48 - 14.19
Range:	10.00 - 18.00	10.00 - 20.00		10.50 - 18.00	10.00 - 22.00	10.00 - 22.00
Most Common:	15.00 - 14.00	15.00		14.00	17.00 - 15.00	15.00 - 14.00
HAULING GRAIN TO STORAGE Flat Rate Per Bushel						
Number Reporting:	19	40	15	17	34	125
Average Rates: (\$ / bu.)	.07	.09	.13	.08	.07	.08
Range:	.03 - .10	.01 - .20	.08 - .35	.01 - .15	.03 - .17	.01 - .35
Most Common:	.10	.10	.10	.10	.06	.10

NOTES: # Insufficient data, less than 3 reports.
----- No single dollar amount can be determined

ITEM	NORTHEAST (NE-1)	NORTH CENTRAL (NCE-2 & NC-3)	WESTERN (NW-4 & SW-5)	SOUTH CENTRAL (SWC-6 & SC-7)	SOUTHEAST (EC-8 & SE-9)	STATE-WIDE SUMMARY
HAY HARVESTING						
MOWING HAY (Lower rates are for wider equipment, over 14 ft., without conditioners; higher rates are for narrower equipment, under 14 ft., with conditioners.)						
Number Reporting:	4	25	5	10	16	60
Average Rates: (\$ / ac.)	3.87 - 6.50	3.71 - 6.75	3.00 - 7.00	3.50 - 5.00	3.00 - 7.50	3.67 - 6.25
Range:	3.75 - 6.50	1.25 - 11.00	2.00 - 7.00	2.00 - 6.00	2.00 - 7.50	1.25 - 10.00
Most Common:	-----	5.00 - 6.00	-----	-----	3.00 - 5.50	4.00 - 5.00
WINDROWING HAY (Lower rates are for wider equipment, over 18 ft., without conditioners; higher rates are for narrower equipment, under 18 ft., with conditioners.)						
Number Reporting:	15	32	26	23	60	156
Average Rates: (\$ / ac.)	5.00 - 8.50	5.00 - 6.64	4.92 - 7.50	4.20 - 5.00	4.90 - 6.00	4.98 - 6.22
Range:	4.00 - 8.50	2.00 - 11.00	3.00 - 10.00	3.00 - 9.00	2.50 - 7.50	2.00 - 11.00
Most Common:	5.00	4.00 - 6.00	4.00 - 6.00	4.00 - 5.00	5.00 - 6.00	5.00 - 5.50
RAKING HAY (Lower rates are for wider equipment, over 20 ft., higher rates are for narrower equipment, under 20 ft.)						
Number Reporting:	3	15	6	#	12	38
Average Rates: (\$ / ac.)	2.50 - 3.00	1.44 - 2.71	2.00 - 2.50		2.50 - 2.68	1.65 - 2.62
Range:	2.50 - 3.00	.75 - 6.00	1.50 - 4.00		1.00 - 4.00	.75 - 6.00
Most Common:	-----	-----	-----		-----	2.50
BALING HAY OR STRAW Rate per Bale						
Small Square Bale, Twine or Wire Tie						
Number Reporting:	18	27	8	11	49	113
Average Rate: (\$ / bale)	.27	.35	.34	.32	.27	.30
Range:	.15 - .35	.10 - 1.00	.25 - .50	.22 - .65	.20 - .50	.10 - 1.00
Most Common:	.25	.30	.30	.30	.25	.25
Medium or Large Round Bale (Lower rates are for medium bales, 700 - 1,000 pounds; higher rates are for large bales, over 1,000 pounds.)						
Number Reporting:	57	111	33	39	80	320
Average Rate: (\$ / bale)	4.12 - 4.59	4.05 - 4.42	4.87 - 5.55	3.88 - 4.45	4.47 - 5.14	4.29 - 4.72
Range:	2.50 - 5.00	3.00 - 6.50	3.00 - 7.00	2.80 - 7.00	3.50 - 9.00	2.50 - 9.00
Most Common:	4.00 - 4.50	4.00 - 5.00	5.00 - 6.00	4.00 - 4.00	4.00 - 5.00	4.00 - 5.00
STACKING HAY OR STRAW						
Stackwagon (Lower rates are for small stackwagons, under 3 tons; higher rates are for large stackwagons, over 3 tons.)						
Number Reporting:	9	22	8	#	23	64
Average Rate: (\$ / stack)	20.33 - 35.50	19.32 - 20.00	16.62 - 31.25		20.86 - 31.00	19.65 - 27.75
(\$ / hour)	37.00 - 39.00	40.00 - 47.50	40.00 - #		# - 80.00	48.00 - 59.62
Range: (\$ / stack)	15.00 - 36.00	12.00 - 25.00	12.50 - 42.50		15.00 - 40.00	12.00 - 42.50
(\$ / hour)	27.00 - 45.00	25.00 - 60.00	20.00 - 40.00		60.00 - 100.00	25.00 - 80.00
Most Common: (\$ / stack)	-----	20.00	20.00		20.00	20.00
(\$ / hour)	-----	-----	40.00		-----	40.00
STACK MOVING (Lower rates are for tractor drawn movers; higher rates are for truck mounted movers.)						
Number Reporting:	13	60	23	27	36	159
Average Rate: (\$ / stack)	13.12 - 16.64	12.00 - 15.82	12.00 - 17.79	13.32 - 15.60	11.37 - 17.05	12.27 - 16.43
Extra Charge/mile	1.58 - 2.14	1.89 - 2.09	1.67 - 2.48	1.83 - 1.95	1.29 - 1.32	1.69 - 2.00
Range: (\$ / stack)	3.75 - 25.00	6.00 - 30.00	10.00 - 35.00	6.00 - 22.00	4.00 - 35.00	2.25 - 35.00
Extra Charge/mile	.75 - 3.50	.50 - 3.00	1.00 - 3.00	1.00 - 3.00	.20 - 2.50	.20 - 3.50
Most Common: (\$ / stack)	15.00	12.00 - 15.00	10.00 - 20.00	15.00 - 17.50	15.00 - 20.00	15.00
Extra Charge/mile	2.00	2.00	1.50 - 2.00	1.50 - 2.00	1.50 - 2.00	1.50 - 2.00

NOTES: # Insufficient data, less than 3 reports.
 ----- No single dollar amount can be determined

ITEM	NORTHEAST (NE-1)	NORTH CENTRAL (NCE-2 & NC-3)	WESTERN (NW-4 & SW-5)	SOUTH CENTRAL (SWC-6 & SC-7)	SOUTHEAST (EC-8 & SE-9)	STATE-WIDE SUMMARY
HAY HARVESTING (continued)						
BALE STACKING						
Number Reporting:	9	25	23	11	23	91
Average Rate:\$/sm.sq. bale	.16	.17	.16	.12	.18	.16
\$/lg.rd. bale	1.50	.71	1.06	.71	.93	.91
(\$ / hour)	15.00	23.25	24.00	31.25	22.50	23.68
Range: \$/sm.sq. bale	.15 - .18	.12 - .20	.12 - .25	.10 - .15	.10 - .40	.10 - .40
\$/lg.rd. bale	1.00 - 2.00	.50 - 1.00	.50 - 3.00	.50 - .85	.40 - 1.00	.40 - 3.00
(\$ / hour)	14.50 - 15.50	10.00 - 40.00	20.00 - 25.00	20.00 - 45.00	5.00 - 25.00	5.00 - 50.00
Most Common: \$/sm.sq. bale	.18	-----	-----	-----	.20	-----
\$/lg.rd. bale	-----	1.00	1.00	-----	1.00	1.00
(\$ / hour)	-----	-----	25.00	-----	20.00	20.00
HAYLAGE - SILAGE HARVESTING						
CHOPPING HAYLAGE (Lower rates are for chopping only; higher rates include wagons and other equipment.)						
Number Reporting:	16	45	#	7	37	107
Average Rate: (\$ / acre)	12.75 - 14.00	18.00 - 19.79		17.00 - 25.00	13.25 - 20.00	15.57 - 18.40
(\$ / hour)	30.25 - 45.15	40.67 - 54.56		40.00 - 60.00	38.33 - 66.60	37.71 - 53.93
Range: (\$ / acre)	12.75 - 15.00	10.00 - 25.00		10.00 - 25.00	10.00 - 20.00	10.00 - 25.00
(\$ / hour)	25.50 - 65.00	22.00 - 85.00		40.00 - 75.00	25.00 - 75.00	22.00 - 85.00
Most Common: (\$ / acre)	-----	20.00 - 25.00		-----	15.00	20.00
(\$ / hour)	45.00	40.00 - 50.00		-----	50.00	50.00 - 60.00
CHOPPING CORN OR SORGHUM SILAGE (Lower rates are for chopping only; higher rates include wagons and other equipment.)						
Number Reporting:	24	69	9	13	50	163
Average Rate: (\$ / acre)	17.12 - 24.19	17.50 - 19.30	18.00 - 23.00	15.00 - 25.00	16.00 - 16.70	16.93 - 20.00
(\$ / hour)	45.00 - 47.00	46.67 - 59.17	40.00 - #	45.00 - 66.25	45.00 - 62.08	45.62 - 58.62
Range: (\$ / acre)	14.25 - 40.00	10.00 - 30.00	17.50 - 40.00	10.00 - 25.00	10.00 - 22.00	10.00 - 40.00
(\$ / hour)	26.00 - 65.00	20.00 - 85.00	-----	45.00 - 80.00	35.00 - 85.00	35.00 - 85.00
Most Common: (\$ / acre)	20.00	15.00 - 22.00	-----	17.00 - 25.00	15.00 - 20.00	20.00
(\$ / hour)	45.00	50.00 - 60.00	-----	45.00 - 65.00	45.00 - 55.00	55.00
MISCELLANEOUS OPERATIONS						
CROP DRYING						
MINIMUM RATE per bushel (Rates listed first are for CORN; rates listed second are for SMALL GRAINS and SUNFLOWERS.)						
Number Reporting:	25	42	#	9	27	104
Average Rate:(\$ / bu.)	.14 - .15	.14 - .14		.13 - .08	.15 - #	.14 - .14
Range:	.02 - .25	.05 - .25		.06 - .20	.05 - .30	.02 - .30
Most Common:	.15	.15		.15 - .10	.15	.15
MAXIMUM % MOISTURE, at min. rate/bu. (% listed first is for CORN; % listed second is for SMALL GRAINS, SUNFLOWERS.)						
Average: (% moisture)	19.6 - 17.2	20.6 - 15.8	#	20.6 - 16.0	20.8 - #	20.5 - 16.2
Range:	15.0 - 25.0	12.0 - 28.0		14.0 - 25.0	15.0 - 25.0	12.0 - 28.0
Most Common:	20.0 - 15.0	20.0 - 15.0		20.0 - 15.0	20.0	20.0 - 15.0
HAY GRINDING						
Number Reporting:	6	34	9	8	8	65
Average Rate: (\$ / ton)	12.00	-----	3.00	2.00	-----	4.75
(\$ / hour)	44.00	52.95	68.75	62.50	65.00	55.98
Range: (\$ / ton)	-----	-----	-----	-----	-----	2.00 - 12.00
(\$ / hour)	40.00 - 50.00	25.00 - 75.00	35.00 - 90.00	40.00 - 85.00	50.00-100.00	25.00-100.00
Most Common: (\$ / ton)	-----	-----	-----	-----	-----	-----
(\$ / hour)	40.00	55.00	-----	-----	-----	55.00

NOTES: # Insufficient data, less than 3 reports.
 ----- No single dollar amount can be determined

ITEM	NORTHEAST (NE-1)	NORTH CENTRAL (NCE-2 & NC-3)	WESTERN (NW-4 & SW-5)	SOUTH CENTRAL (SWC-6 & SC-7)	SOUTHEAST (EC-8 & SE-9)	STATE-WIDE SUMMARY
MISCELLANEOUS OPERATIONS (continued.)						
TRACTOR USE ONLY (Does not include fuel costs or operator labor; may include some maintenance and repair costs.)						
Number Reporting:	12	24	9	6	21	72
Average Rate: (\$ / hour)						
under 100 hp	10.00	10.78	14.75	9.50	12.00	11.45
100 - 150 hp	15.17	16.70	26.00	20.00	19.40	18.78
150 - 200 hp	22.37	24.80	30.00	25.00	22.00	22.04
over 200 hp	50.00	#	55.00	#	#	45.00
Range:						
under 100 hp	#	10.00 - 15.00	12.00 - 17.50	9.00 - 10.00	5.00 - 20.00	5.00 - 20.00
100 - 150 hp	13.00 - 19.00	12.00 - 19.00	15.00 - 37.00	12.00 - 35.00	10.00 - 30.00	10.00 - 50.00
150 - 200 hp	15.00 - 40.00	18.00 - 30.00	#	#	19.00 - 25.00	15.00 - 40.00
over 200 hp	#	#	43.30 - 60.00	#	#	20.00 - 60.00
Most Common:						
under 100 hp	-----	10.00	-----	-----	10.00	10.00
100 - 150 hp	-----	15.00	-----	-----	20.00	15.00
150 - 200 hp	-----	16.00	-----	-----	25.00	20.00
over 200 hp	-----	-----	-----	-----	-----	-----
SKID - STEER LOADERS (Lower rates are for smaller loaders; higher rates are for larger loaders.)						
Number Reporting:	9	25	6	8	23	71
Average Rates: (\$ / hour)	18.60 - 20.00	22.60 - 33.67	18.75 - 27.50	21.25 - 28.75	19.81 - 35.00	20.61 - 30.70
Range:	15.00 - 25.00	11.00 - 50.00	15.00 - 30.00	15.00 - 35.00	10.00 - 50.00	10.00 - 50.00
Most Common:	-----	20.00 - 30.00	-----	20.00 - 30.00	20.00 - #	20.00 - 30.00
SNOW BLOWING						
Number Reporting:	22	19	10	#	15	68
Average Rate: (\$ / hour)	31.26	39.47	32.50		38.17	35.08
Range:	12.00 - 50.00	20.00 - 60.00	20.00 - 50.00		22.50 - 50.00	12.00 - 60.00
Most Common:	30.00	30.00	30.00		40.00	30.00
CUSTOM FARMING, Primary Tillage Through Harvest. (Does not include the cost of seed or chemical.)						
CORN						
Number Reporting:	5	8	#	4	9	28
Average Rate:(\$ / acre.)	54.40	40.66		30.25	46.11	46.01
Range:	40.00 - 70.00	14.00 - 71.25		18.00 - 42.00	25.00 - 75.00	14.00 - 100.
Most Common:	-----	-----		-----	-----	50.00
SMALL GRAIN						
Number Reporting:	5	9	4	4	9	31
Average Rate: (\$ / acre)	44.00	31.58	45.00	22.75	29.22	33.49
Range:	35.00 - 60.00	12.00 - 50.00	15.00 - 60.00	14.00 - 30.00	15.00 - 45.00	12.00 - 60.00
Most Common:	-----	-----	-----	-----	-----	40.00
SOYBEANS						
Number Reporting:	5	3	#	#	7	18
Average Rate: (\$ / acre)	50.00	39.00			50.71	47.85
Range:	37.50 - 65.00	32.00 - 50.00			20.00 - 90.00	20.00 - 90.00
Most Common:	-----	-----			-----	45.00

STATE - WIDE AVERAGES FOR SELECTED OPERATIONS

OPERATIONS PER ACRE	STALK SHREDDING	LISTER PLANTING	ROTARY HOEING	SEEDING GRASS OR LEGUMES	TILL PLANT (includes disk or cultivator with planter)	PICKING CORN
Number Reporting:	27	18	32	29	35	57
Average Rate: (\$ / acre.)	4.19	5.83	2.72	6.34	7.76	11.92
Range:	2.00 - 7.50	4.00 - 10.00	.75 - 6.50	3.00 - 10.00	1.75 - 18.00	5.00 - 26.00
Most Common:	5.00	5.00	2.00	8.00	8.00	12.00

NOTES: # Insufficient data, less than 3 reports.
----- No single dollar amount can be determined.

STATE - W I D E A V E R A G E S F O R S E L E C T E D O P E R A T I O N S .

OPERATIONS PER HOUR	HAULING & SPREADING		MANURE	TRACTOR WITH FRONT MOUNTED LOADER	PAYLOADER	BULLDOZING
	Dry Manure, Tractor Drawn Spreader below 450 bu./ above 450 bu.	Dry Manure, Truck Mounted Spreader below 600 bu./ above 600 bu.	Liquid Manure Units only/ Units with power and injectors			
Number Reporting:	27	18	27	55	31	30
Average Rate: (\$ / hour)	19.45 / 28.17	39.90 / 59.77	36.00 / 57.39	23.26	50.71	51.58
Range:	10.00 - 60.00	15.00 - 150.	20.00 - 120.	6.00 - 50.00	25.00 - 85.00	25.00 - 90.00
Most Common:	-----	-----	-----	25.00	50.00	50.00

OPERATIONS PER HOUR	HAULING SILAGE				
	MOWING WEEDS	TO STORAGE BY TRUCK	FEED GRINDING AND MIXING	POST DRIVING	POSTHOLE DIGGING
Number Reporting:	16	13	17	12	28
Average Rate: (\$ / hour)	23.16	15.20	33.91	17.00	26.58
Range:	12.50 - 50.00	15.00 - 20.00	20.00 - 60.00	14.00 - 20.00	14.00 - 35.00
Most Common:	25.00	15.00	20.00	-----	-----

OPERATIONS PER UNIT	CORN SHELLING	GRAIN CLEANING	SILO PRESS; (includes chopping, hauling and filling)	150 TON BAG
	Number Reporting:	36	57	Number Reporting:
Average Rate: (\$ / bu.)	.10	.22	Average Rate: (\$ / bag.)	644.58
Range:	.05 - .25	.05 - .50	Range:	325. - 850.
Most Common:	.08	.20	Most Common:	700.00

NOTES: # Insufficient data, less than 3 reports.
 ----- No single dollar amount can be determined

H O W T O E S T I M A T E C U S T O M R A T E S

<p>A. ANNUAL OWNERSHIP (FIXED) COST PER UNIT (Acre, Bushel, Ton, Hour)</p> <p>Depreciation: $\frac{\text{Orig. cost} - \text{salv. value}}{\text{estimated life (years)}}$ Power \$ _____ Implement _____</p> <p>Interest: $\frac{\text{Orig. cost} + \text{salv. value}}{2} \times 10\%$ (to 12%) Power \$ _____ Implement _____</p> <p>Repairs: 3 - 5 % of original cost.....Power \$ _____ Implement _____</p> <p>Insurance & Housing: 1 - 1.5 % of original cost....Power \$ _____ Implement _____</p> <p>Total Annual Ownership Cost....._____</p> <p>Ownership Cost / Unit: $\frac{\text{Total Annual Ownership Cost}}{\text{Estimated Annual Use (Acre, Bushel, Ton, Hour)}}$..(A) _____</p>	<p>B. OPERATING (VARIABLE) COST PER UNIT (Acre, Bushel, Ton, Hour)</p> <p>Tractor: Fuel, oil, and grease: Gal. of fuel/hr. x price/Gal. x 1.15*..\$ _____</p> <p>Machine: Fuel, oil, and grease: Gal. of fuel/hr. x price/Gal. x 1.15*..\$ _____</p> <p>Operator Labor: Wage Rate/hr. x 1.1^...\$ _____</p> <p>Total Operating Cost Per Hour.....\$ _____</p> <p>Operating Cost/Unit: $\frac{\text{Total Operating Cost}}{\text{(Ac., Bu. or Tons) per Hr.}}$..(B)\$ _____</p> <p>C. Total Estimated Ownership and Operating Costs Per Unit: (A + B) ..(C)\$ _____</p> <p>D. Add 10 - 15 % to (C) to cover risk, uncertainty, moving from job to job,..(D)\$ _____ and, profit margin.</p> <p>Custom Rate per Unit: (C + D).....(E)\$ _____</p> <p>*The addition of 15 % to the fuel cost is to cover the cost of oil and grease used in servicing. ^The labor charge is increased by 10% to cover the time spent in servicing and machine adjustment.</p>
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