

2002 Machinery Custom Rates Guide

These custom rates are based on an annual survey of the Doane Marketing Research Company's Countrywide Farm Panel.

Custom rates for 2002 are up only slightly from last year. Nationally, the rate of increase is the smallest since 1993 according to our data. The soft farm economy and uncertainty caused by the prolonged farm bill debate were probably factors making it difficult for custom operators to raise rates.

We've averaged the percentage changes in various custom operations to provide a summary measure of the increase in rates. As illustrated, changes range from a decrease of 0.9% in the Northeast to an increase of 1.9% in the Plains. The estimated average increase for the U.S. is only 0.8%, well below the 2.7% average rate of increase during the last five years.

The farmers surveyed represent various sizes and types of commercial farms. The panel was

asked to report rates they had paid, charged, or knew that a second party had charged.

Indicated data represent the median value of rates from the survey, excluding the extremes. The median is the midpoint in the range of data.

Local conditions can affect custom rates, so your best rate is likely to be the one in your particular neighborhood. If such a "going" rate is not available, this guide provides information that may be helpful in determining a rate.

| CUSTOM RATES | |
|----------------------------------|----------|
| Average change from 2001 to 2002 | |
| | % change |
| Northeast | -0.9 |
| North Central | 1.7 |
| South | 0.6 |
| Plains | 1.9 |
| Mountain & Pacific | 0.9 |



| Job | Basis of Charge | Northeast | North Central | South | Plains | Mountain & Pacific |
|---|-----------------|-----------|---------------|---------|---------|--------------------|
| PLOWING AND CULTIVATING | | | | | | |
| Moldboard plowing | acre | \$15.00 | \$12.00 | \$12.00 | \$12.00 | \$17.50 |
| Chisel plowing—8" to 12" deep | acre | 12.00 | 10.00 | 10.00 | 8.00 | 12.00 |
| Heavy disking | acre | 11.00 | 9.00 | 10.00 | 8.00 | 12.00 |
| V-ripping | acre | 10.00 | 12.00 | 12.00 | 10.00 | 19.00 |
| Tandem disking | acre | 11.00 | 7.75 | 8.00 | 6.50 | 10.00 |
| Spike tooth harrowing | acre | 8.00 | 5.00 | 6.00 | 5.00 | 6.00 |
| Field cultivating | acre | 10.00 | 7.00 | 7.00 | 6.00 | 8.00 |
| Row crop cultivating | acre | 9.00 | 6.00 | 6.00 | 6.00 | 10.00 |
| Rotary hoeing | acre | 6.00 | 4.00 | 6.00 | 4.50 | 6.00 |
| PLANTING AND DRILLING | | | | | | |
| Planting corn | acre | 13.00 | 10.00 | 10.00 | 10.00 | 12.00 |
| Planting, no-till | acre | 15.00 | 12.00 | 12.00 | 10.00 | 17.00 |
| Drilling small grain | acre | 12.00 | 10.00 | 10.00 | 7.50 | 10.00 |
| Planting soybeans | acre | 15.00 | 11.00 | 10.00 | 10.00 | — |
| Planting cotton | acre | — | — | 10.00 | 7.00 | 12.00 |
| Seeding alfalfa, clover, etc. | acre | 12.00 | 10.00 | 12.00 | 8.00 | 10.00 |
| CHEMICAL APPLICATION (excluding materials) | | | | | | |
| Spraying weeds and pasture | acre | 8.00 | 4.75 | 5.00 | 4.00 | 6.00 |
| Spraying crops, with insecticide | acre | 7.50 | 4.50 | 4.50 | 3.75 | 6.50 |
| with herbicide | acre | 7.50 | 4.50 | 4.50 | 3.75 | 6.00 |
| Spraying cattle | head | — | 1.00 | 1.00 | 1.00 | 1.00 |
| Spreading fertilizer, bulk dry | acre | 6.00 | 3.50 | 4.00 | 3.25 | 5.00 |
| liquid | acre | 7.00 | 4.00 | 4.50 | 3.50 | 6.00 |
| sidedressing | acre | 7.00 | 5.00 | 5.00 | 5.00 | 10.00 |
| anhydrous ammonia | acre | 7.00 | 6.00 | 5.00 | 6.00 | 9.00 |
| manure application, dry | hour | 25.00 | 30.00 | 25.00 | 40.00 | 40.00 |
| manure application, liquid | hour | 50.00 | 60.00 | 45.00 | 65.00 | 100.00 |

| Job | Basis of Charge | Northeast | North Central | South | Plains | Mountain & Pacific |
|---|-----------------|-----------|---------------|---------|---------|--------------------|
| SILAGE AND HAY MAKING | | | | | | |
| Field chop, furnishing chopper and blower with: | | | | | | |
| 1 man, 2 wagons, 1 tractor | hour | \$65.00 | \$75.00 | \$50.00 | \$70.00 | — |
| 2 men, 2 wagons, 2 tractors | hour | 115.00 | 100.00 | 95.00 | 100.00 | — |
| Silo filling, upright trench | ton | 7.00 | 5.00 | 6.50 | 5.00 | — |
| | ton | 5.00 | 5.00 | 6.00 | 5.00 | 6.00 |
| Mowing hay | acre | 10.00 | 8.00 | 9.00 | 7.00 | 10.50 |
| Raking hay | acre | 6.00 | 4.00 | 5.00 | 3.00 | 5.00 |
| Mowing and conditioning hay | acre | 12.00 | 9.00 | 10.50 | 8.00 | 12.00 |
| S P windrower | acre | 12.00 | 9.50 | 9.00 | 8.00 | 12.00 |
| Pickup baling (conventional bales) | | | | | | |
| twine | bale | 0.50 | 0.35 | 0.50 | 0.50 | 0.50 |
| wire | bale | — | 0.45 | 0.60 | 0.60 | 0.60 |
| Baling with loader or wagon | bale | 0.70 | 0.45 | 0.65 | 0.50 | — |
| Haul bales to barn, and store | bale | — | 0.60 | 0.55 | 0.60 | — |
| Baling giant round bales | bale | 7.00 | 7.50 | 8.00 | 8.00 | 8.00 |
| Mow, bale, haul and store | | | | | | |
| regular bales | bale | 1.25 | 1.00 | 1.25 | 1.25 | 1.50 |
| giant round bales | bale | 8.00 | 9.00 | 13.00 | 12.00 | 12.00 |
| regular/giant round | ton | 15.00 | 15.00 | 16.00 | 20.00 | 15.00 |
| Machine stacking in field | 1 ton stack | — | 10.00 | — | 8.00 | — |
| HARVESTING | | | | | | |
| Corn picking | acre | 22.00 | 20.00 | 25.00 | 20.00 | 35.00 |
| Combining | | | | | | |
| corn | acre | 25.00 | 22.00 | 25.00 | 20.00 | 30.00 |
| soybeans | acre | 25.00 | 22.00 | 25.00 | 20.00 | — |
| wheat | acre | 25.00 | 20.00 | 25.00 | 14.00 | 25.00 |
| grain sorghum | acre | — | 20.00 | 25.00 | 14.00 | — |
| other small grains | acre | 25.00 | 20.00 | 25.00 | 15.00 | 25.00 |
| sunflowers | acre | — | 18.00 | 20.00 | 15.00 | — |
| Cotton picking | acre | — | — | 60.00 | 50.00 | — |
| Cotton stripping | acre | — | — | 35.00 | 30.00 | — |
| Crop handling | | | | | | |
| dry corn | point | 0.03 | 0.03 | 0.03 | 0.03 | — |
| dry corn | bu | 0.25 | 0.10 | 0.15 | 0.10 | — |
| dry sorghum | point | — | — | — | 0.05 | — |
| shelling corn | bu | — | 0.10 | 0.22 | 0.11 | — |
| hauling grain to local elevator | bu | 0.15 | 0.08 | 0.12 | 0.10 | 0.15 |
| MISCELLANEOUS | | | | | | |
| Mowing setaside acres | acre | 10.00 | 8.00 | 10.00 | 7.00 | 10.00 |
| Bulldozing, D6 or smaller | hour | 55.00 | 65.00 | 60.00 | 65.00 | 60.00 |
| Bulldozing, D7 or larger | hour | 75.00 | 80.00 | 75.00 | 80.00 | 85.00 |
| Bush hogging pastures | acre | 12.00 | 10.00 | 10.00 | 8.00 | 11.00 |
| Post hole digging | hole | 2.00 | 1.10 | 1.00 | 1.00 | 1.50 |
| Sawing wood, chain saw | hour | 15.00 | 15.00 | 12.00 | 12.50 | 12.00 |
| CUSTOM FARMING (growing and harvesting) | | | | | | |
| Corn | acre | — | 70.00 | 65.00 | 70.00 | — |
| Soybeans | acre | — | 60.00 | 50.00 | 60.00 | — |
| Wheat, oats, barley | acre | — | 45.00 | 40.00 | 30.00 | 50.00 |
| RENTAL RATES (no labor or fuel) | | | | | | |
| Tractors, wheel type | | | | | | |
| 160 pto hp and over | hour | 50.00 | 33.00 | 35.00 | 28.00 | 36.00 |
| 130-159 hp | hour | 40.00 | 25.00 | 30.00 | 25.00 | 30.00 |
| 90-129 hp | hour | 25.00 | 22.00 | 28.00 | 20.00 | 27.50 |
| 60-89 hp | hour | 20.00 | 20.00 | 25.00 | 15.00 | 25.00 |
| Tractor loader | hour | 35.00 | 30.00 | 30.00 | 28.00 | 35.00 |
| Dry fertilizer spreader | acre | 4.00 | 1.50 | 3.00 | 1.50 | 2.00 |
| Anhydrous ammonia applicator | acre | — | 2.25 | 4.00 | 2.00 | 2.50 |
| Self-propelled combine with: | | | | | | |
| platform head | acre | 20.00 | 20.00 | 25.00 | 13.00 | 22.00 |
| corn head | acre | 25.00 | 20.00 | 25.00 | 12.00 | 22.00 |
| Trailer sprayer | acre | — | 3.50 | 4.25 | 3.00 | 3.00 |
| Hay conditioner | acre | 10.00 | 7.00 | 8.00 | 7.00 | 7.00 |
| Stalk shredder, pto | acre | 9.00 | 6.00 | 5.00 | 6.00 | 8.00 |
| Hi-boy sprayer | acre | — | 5.00 | 5.00 | 4.00 | 6.00 |
| No-till grain drill | hour | — | 10.00 | 10.00 | 8.00 | — |
| No-till planter | hour | — | 10.00 | 12.00 | 10.00 | — |
| No-till drill | acre | — | 10.00 | 7.50 | 8.00 | — |