



Custom Rate Guide 2007

Cooperating with Wisconsin Department of Agriculture, Trade and Consumer Protection

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General:

As part of an on-going cooperative arrangement with the agriculture industry, the Wisconsin Agricultural Statistics Service conducts a Custom Rates Survey every three years. This 2007 summary is a result of a mail survey which collected rates paid by farmers for custom work performed in 2007. The figures are based on reports by: farmers who hire custom work, custom operators and farmers who perform work, and machinery dealers who rent out equipment. Over 750 reports were compiled.

Most of the rates in this release include the cost of hiring the machine with fuel and operator, but exclude the cost of any materials. No attempt was made to distinguish between rates charged by custom operators who perform these operations as their main source of income, and those who occasionally do custom work as a sideline. Rates charged by custom operators and implement dealers were more likely to be on the higher end of the range. This summary makes no effort to evaluate fairness of rates being charged.

Data:

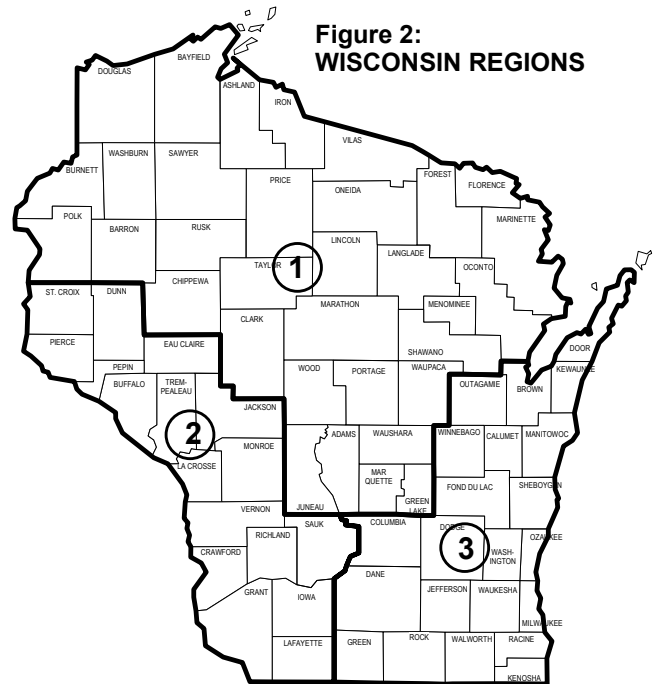
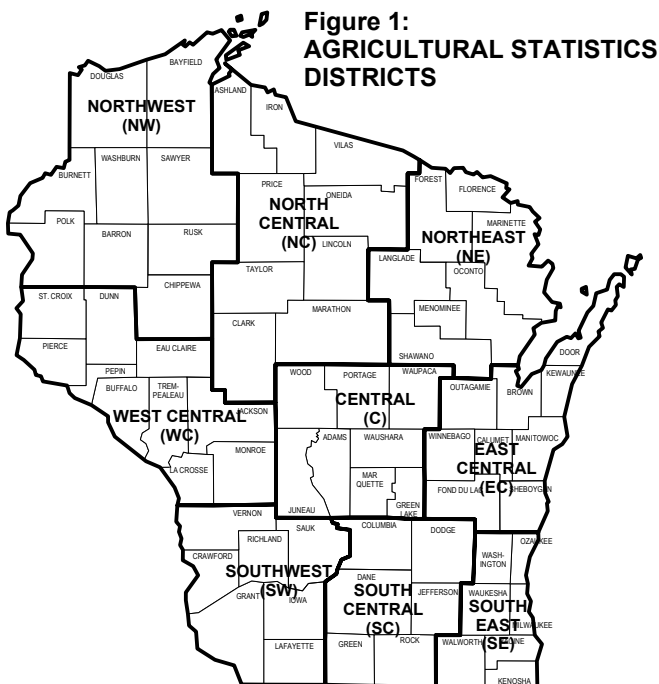
Included in this report are Statewide average rates and typical ranges for those averages. The rates and ranges in this release are based on actual reported data and should not be viewed as

official estimates. The ranges provided for each custom operation encompass at least 90 percent of the reported values. Rates are typically influenced by the availability of equipment, fuel expenses, soil conditions, topography, field shape and size, traditional practices in an area, and type, size and age of equipment. Reports were edited to remove items for which the respondent's figures were widely outside the range of other respondent's replies. Certain items may have appeared on the questionnaire but were not summarized due to an insufficient number of responses.

Price changes for machinery, fuel, and labor should be taken into account when using this 2007 data for subsequent years.

District and Regional Data:

Every effort was made to publish summarized items beyond Statewide averages. Depending upon the number of reports received, some data was published on either a District or Region level. The District breakouts follow the typical Agricultural Statistics Districts used routinely by the Wisconsin Field Office (see figure 1). The Region breakout combines Agricultural Statistics Districts based on similar topography and farming practices (see figure 2). Please refer to these figures to determine which District or Region your operation falls in.



Land Tillage Operations, Wisconsin, 2007												
Operation	Range in Rates	Statewide Averages	District Averages									
			NW	NC	NE	WC	C	EC	SW	SC	SE	
			Dollars per acre									
Moldboard plowing	12.00 - 30.00	17.80	16.40	17.30	21.90	17.60	18.50	18.50	--	15.30	17.10	
Subsoiling	10.00 - 30.00	17.40	18.60	15.90	19.30	19.20	17.90	18.40	13.30	16.30	18.50	
Disk/subsoiler harrow combination	10.00 - 24.00	16.30	16.60	15.40	17.10	18.30	15.40	17.40	14.80	15.20	16.10	
Chisel plowing	8.00 - 26.00	14.70	15.30	15.10	17.20	14.40	14.60	15.40	11.90	14.20	15.80	
Field Cultivator	6.00 - 20.00	11.50	11.90	11.00	14.10	11.90	13.30	10.40	11.10	11.50	11.40	
Soil finisher	7.00 - 26.00	12.70	13.20	12.50	16.70	13.20	11.80	12.00	11.60	12.40	11.70	
Shredding corn stalks	5.00 - 20.00	11.10	10.60	10.50	11.20	11.90	8.85	12.30	9.80	11.30	9.40	
			Regional Averages									
			1		2		3					
Offset disk	8.00 - 20.00	13.00	13.70		12.20		13.00					
Disk w/ digger & drag	6.00 - 22.00	12.30	13.80		12.80		11.50					
Finishing disk	8.00 - 20.00	12.20	12.70		11.60		12.10					
Rotary hoe	5.00 - 15.00	8.20	7.30		8.85		8.40					
Row cultivator:												
with fertilizer	6.00 - 17.50	11.10	11.60		9.50		11.10					
without fertilizer	5.00 - 16.00	9.20	9.20		8.50		9.50					

Fertilizer and Chemical Applications, Wisconsin, 2007 1/					
Application	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
			Dollars per acre		
Fertilizers					
Liquid	5.00 - 10.00	6.90	7.40	6.45	6.85
Dry	3.00 - 10.00	4.95	5.30	4.65	4.85
Anhydrous Ammonia	5.00 - 15.00	9.40	9.80	7.85	10.20
Spreading lime	3.00 - 15.00	7.35	6.80	8.10	7.35
Spraying pesticides*	5.00 - 15.00	7.50	8.00	7.40	7.30
1/The prices listed reflect application only. Cost of materials is excluded.					
*Includes fungicides, herbicides, and insecticides.					

Planting Operations, Wisconsin, 2007					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Conventional till					
Corn					
Less than 30" rows	10.00 - 23.00	15.90	14.80	16.40	16.30
30" rows and greater	8.00 - 20.00	14.50	14.30	15.00	14.30
Soybeans					
Row	10.00 - 20.00	15.10	14.80	15.30	15.30
Drill	8.50 - 20.00	14.30	13.30	14.90	14.60
Small grains	8.00 - 20.00	13.80	13.10	14.00	14.20
Alfalfa, Clover, etc.	8.00 - 20.00	13.90	13.10	14.00	14.40
Mulch till					
Corn					
Less than 30" rows	12.00 - 28.00	16.30	16.70	17.10	15.90
30" rows and greater	12.00 - 28.00	15.80	15.40	16.50	15.70
Soybeans					
Row	10.00 - 20.00	15.80	14.60	17.50	15.70
Drill	8.00 - 22.00	15.30	15.00	16.80	15.00
Small grains	10.00 - 25.00	15.10	14.50	15.40	15.40
Alfalfa, Clover, etc.	9.00 - 20.00	15.40	15.40	14.70	15.70
No-till					
Corn					
Less than 30" rows	12.00 - 30.00	18.10	17.60	18.70	17.90
30" rows and greater	10.00 - 28.00	16.10	16.10	16.40	15.80
Soybeans					
Row	10.00 - 28.00	16.80	16.30	17.00	16.80
Drill	10.00 - 25.00	16.00	15.60	17.00	15.90
Small grains	10.00 - 25.00	15.90	16.40	16.60	15.50
Alfalfa, Clover, etc.	11.00 - 20.00	16.40	15.70	16.80	16.50



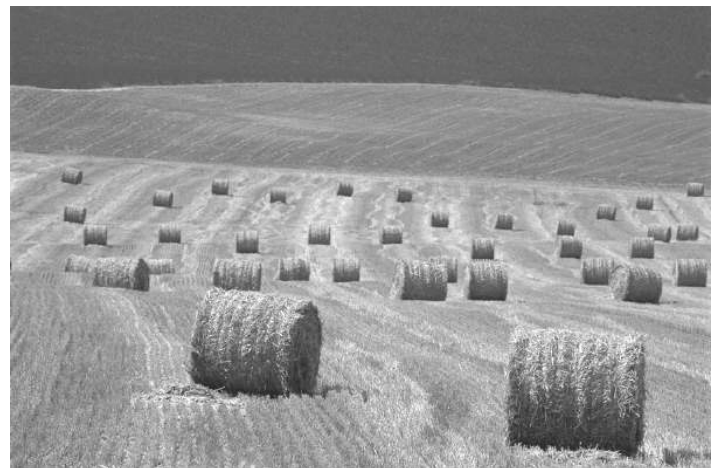
Hay Harvest Operations, Wisconsin, 2007					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Mowing and conditioning	6.00 - 20.00	11.80	12.10	11.60	11.70
Raking	3.00 - 12.00	6.30	6.00	6.10	6.70
Windrow merging	4.00 - 14.00	7.60	6.95	7.60	8.00
Dollars per hour					
Mowing and conditioning	30.00 - 140.00	80.30	82.70	76.00	82.70
Raking	20.00 - 110.00	50.00	53.60	42.20	53.20
Windrow merging	50.00 - 120.00	90.30	86.10	100.00	86.70

Haylage Harvest Operations, Wisconsin, 2007					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Chopping only					
Pull-type	10.00 - 35.00	21.80	--	--	--
Self-propelled	10.00 - 35.00	20.40	--	--	--
Chopping, hauling, and packing bunkers					
Pull-type	25.00 - 50.00	38.10	39.30	36.70	--
Self-propelled	25.00 - 65.00	40.30	44.90	--	38.20
Chopping, hauling, and filling upright silo					
Pull-type	23.00 - 50.00	37.50	39.80	38.80	34.30
Self-propelled	19.00 - 65.00	45.60	46.80	--	--
Dollars per hour					
Chopping only					
Pull-type	50.00 - 170.00	105.00	105.00	119.00	91.20
Self-propelled	100.00 - 380.00	249.00	243.00	256.00	250.00
Chopping, hauling, and packing bunkers					
Pull-type	150.00 - 385.00	263.00	284.00	269.00	--
Self-propelled	200.00 - 710.00	446.00	446.00	429.00	458.00
Chopping, hauling, and filling upright silo					
Pull-type	80.00 - 305.00	173.00	196.00	166.00	130.00
Self-propelled	185.00 - 545.00	364.00	332.00	419.00	367.00
Filling and packing bunker	50.00 - 200.00	87.10	93.80	73.80	88.10
Hauling only					
Truck	50.00 - 90.00	66.80	64.70	65.30	69.30
Wagon	25.00 - 67.50	50.80	49.00	47.50	55.60

Hay Baling, Wisconsin, 2007											
Operation	Range in Rates	Statewide Averages	District Averages								
			NW	NC	NE	WC	C	EC	SW	SC	SE
Dollars per bale											
Bale Only											
Square bales											
25 - 50 lbs	0.25 - 1.25	0.57	0.64	0.50	0.68	0.61	0.50	0.55	0.56	0.51	0.82
300 - 600 lbs	3.25 - 8.50	5.90	--	--	--	7.00	--	5.00	--	5.65	--
600 lbs & over	4.50 - 12.00	7.75	8.90	7.15	8.60	8.20	7.60	7.55	7.65	7.55	7.75
Round bales											
Under 1,000 lbs	5.00 - 15.00	7.20	7.40	6.20	7.05	7.20	6.80	7.05	7.85	7.10	9.10
1,000 lbs & over	6.00 - 15.00	8.55	8.90	8.10	8.30	9.30	7.70	7.90	8.60	8.45	8.60

Hay Baling and Wrapping, Wisconsin, 2007		
Operation	Ranges in Rates	Statewide Averages
Bale & Wrap - Individual		
Square bales		
600 lbs & over	6.00 - 20.00	13.40
Round bales		
Under 1,000 lbs	6.00 - 14.00	9.20
1,000 lbs & over	7.50 - 16.00	10.50
Bale & Wrap - Line		
Square bales		
600 lbs & over	9.00 - 22.00	14.70
Round bales		
Under 1,000 lbs	6.00 - 13.00	8.65
1,000 lbs & over	6.00 - 16.00	10.80
Wrap Only - Individual		
Square bales		
600 lbs & over	3.00 - 9.50	6.50
Round bales		
Under 1,000 lbs	2.00 - 8.00	5.10
1,000 lbs & over	2.00 - 9.50	5.15
Wrap Only - Line		
Square bales		
600 lbs & over	2.00 - 8.00	4.95
Round bales		
Under 1,000 lbs	2.00 - 6.00	4.65
1,000 lbs & over	2.00 - 6.00	4.30

Silage Bagging, Wisconsin, 2007 1/		
	Ranges in Rates	Statewide Averages
Cost of bag included		
8-foot bag	3.00 - 5.25	4.10
9-foot bag	3.00 - 7.00	4.65
10-foot bag	4.10 - 7.00	5.55
12-foot bag	5.00 - 10.00	7.95
14-foot bag	6.00 - 14.00	9.55
Cost of bag excluded		
8-foot bag	1.75 - 4.00	2.45
9-foot bag	2.00 - 4.00	2.65
10-foot bag	2.00 - 5.10	3.80
12-foot bag	2.75 - 8.00	5.00
1/Prices exclude the cost of fuel and labor.		



Corn Silage Harvest Operations, Wisconsin, 2007				
Operation	Range in Rates	Statewide Averages	Range in Rates	Statewide Averages
	Dollars per acre			
	Pull-type		Self-propelled	
Chopping only				
with processor	25.00 - 65.00	38.30	25.00 - 60.00	43.20
without processor	24.00 - 65.00	36.90	--	--
Chopping, hauling, and packing bunkers				
with processor	--	--	50.00 - 118.00	93.50
	Dollars per hour			
	Pull-type		Self-propelled	
Chopping only				
with processor	100.00 - 170.00	127.00	125.00 - 400.00	270.00
without processor	60.00 - 125.00	103.00	75.00 - 300.00	186.00
Chopping, hauling, and packing bunkers				
with processor	--	--	300.00 - 750.00	540.00
Chopping, hauling, and filling upright silo				
with processor	--	--	225.00 - 750.00	455.00
with and without processor	100.00 - 350.00	197.00	--	--
	Dollars per hour			
Filling and packing bunker	45.00 - 200.00	87.30		
Hauling only				
Truck	50.00 - 90.00	66.80		
Wagon	25.00 - 75.00	52.40		



Harvesting Operations, Wisconsin, 2007											
Operation	Range in Rates	Statewide Averages	District Averages								
			NW	NC	NE	WC	C	EC	SW	SC	SE
Dollars per acre											
Corn combining	20.00 - 38.00	26.40	27.00	24.80	27.70	26.30	26.40	26.60	25.70	26.30	26.60
Soybean combining	20.00 - 40.00	26.10	27.10	23.70	27.70	25.80	25.80	26.20	25.60	26.30	26.70
Small grain combining	20.00 - 35.00	25.90	25.20	23.40	26.20	25.80	25.90	25.70	26.50	26.40	26.80
Dollars per hour											
Corn combining	65.00 - 200.00	113.00	124.00	117.00	--	105.00	112.00	106.00	118.00	130.00	109.00
Soybean combining	65.00 - 210.00	113.00	--	118.00	--	103.00	--	106.00	117.00	135.00	106.00
Small grain combining	50.00 - 185.00	109.00	98.30	120.00	--	97.10	--	103.00	113.00	138.00	106.00
Regional Averages											
			1			2			3		
Dollars per acre											
Small grain swathing	6.00 - 20.00	11.00	10.90			11.00			11.70		
Harvesting or chopping corn stalks (for bedding)											
Pull-type											
	5.00 - 20.00	11.10	9.30			11.80			10.90		
Dollars per hour											
Small grain swathing	60.00 - 90.00	73.60	71.30			--			--		
Dollars per bale											
Baling corn stalks	5.00 - 15.00	8.95	9.90			9.25			8.30		
Dollars per 1-ton stack											
Stacking corn stalks	10.00 - 20.00	13.10	--			13.10			13.20		
Dollars per bushel											
Hauling grain											
Field to farm	0.05 - 0.20	0.11	0.14			0.10			0.10		
Farm to market	0.05 - 0.40	0.16	0.20			0.17			0.13		

Manure Services, Wisconsin, 2007					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per hour					
Solid Manure					
Loading	25.00 - 100.00	55.30	59.20		58.10
Spreading	25.00 - 100.00	66.00	61.30		76.10
Loading and spreading	40.00 - 150.00	84.10	101.00		68.90
Liquid Manure					
Spreading, surface	60.00 - 220.00	88.30	98.30		86.30
Spreading, injection	80.00 - 340.00	175.00	195.00		180.00

Machinery Rental, Wisconsin, 2007					
Equipment	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Tractors					
Dollars per machine hour 1/					
2 wheel drive or front wheel assist					
Under 75 HP	12.00 - 50.00	24.60	24.40	23.50	25.30
75-120 HP	15.00 - 65.00	26.60	28.40	26.80	24.60
120-150 HP	20.00 - 75.00	33.20	38.30	30.80	31.80
Over 150 HP	25.00 - 80.00	38.20	43.40	36.80	36.80
4-wheel drive					
Under 175 HP	20.00 - 80.00	36.40	36.10	30.60	39.10
175 HP and over	25.00 - 100.00	42.60	41.40	40.20	44.70
Combines					
4-row and smaller					
40.00 - 138.00	89.80	98.80	90.60	80.00	
6-row and larger					
70.00 - 200.00	118.00	124.00	114.00	114.00	
Small grain head					
65.00 - 200.00	108.00	--	108.00	108.00	
Other machinery rental					
Skid steer (under 2,000 lbs.)					
15.00 - 60.00	33.80	36.10	34.10	31.30	
Skid steer (2,000 lbs. and greater)					
20.00 - 75.00	41.10	42.60	42.00	38.90	
Dollars per bushel 1/					
Roller or hammer mill					
0.05 - 0.15	0.10	0.08	0.10	0.11	
Miscellaneous Services					
Dollars per hour 2/					
Bulldozer use					
50.00 - 150.00	91.80	82.90	93.80	99.10	
Dollars per acre 2/					
Rotary mowing					
5.00 - 15.00	11.80	11.30	12.10	11.70	
1/ Rates are for machinery use only. Fuel and operator are provided by the user.					
2/ Includes the cost of fuel and labor.					



Farm Labor, Wisconsin, 2007

Category	Range in Rates	Statewide Averages	District Averages								
			NW	NC	NE	WC	C	EC	SW	SC	SE
Dollars per hour											
General farm labor	7.00 - 15.00	10.00	9.60	9.90	10.00	9.90	9.10	10.20	9.80	10.50	9.90
Machine operator	8.00 - 20.00	11.80	10.80	11.60	12.10	11.40	11.50	12.60	11.90	11.50	13.10
Farm truck driver	8.00 - 20.00	12.10	11.50	11.50	12.90	11.80	9.85	12.10	12.50	12.70	13.50
Milker - experienced 1/	7.25 - 12.50	9.60									
Milker - inexperienced 1/	6.00 - 9.50	7.75									
Relief milker 1/	7.25 - 20.00	11.35									

1/ Range and Statewide averages taken from the 2007 Dairy Producer Survey

Land Rental, Wisconsin, 2007

Category	Range in Rates	Statewide Averages	District Averages									
			NW	NC	NE	WC	C	EC	SW	SC	SE	
Dollars per acre												
Cropland	20.00 - 200.00	81.00	52.00	50.00	58.00	70.00	66.00	72.00	118.00	110.00	81.00	
			Regional Averages									
			1		2		3					
Tillable pasture	25.00 - 100.00	57.00	44.00		57.00		72.00					
Non-tillable pasture	10.00 - 60.00	36.00	22.00		39.00		40.00					

Contact:

Your input is important to us. If you have any comments or suggestions regarding this report, please call 800/789-9277 or write to the USDA, NASS, Wisconsin Field Office, P.O. Box 8934, Madison, WI 53708-8934. E-mail address: nass-wi@nass.usda.gov

This report may be viewed and printed from the Internet at: www.nass.usda.gov/wi/

Further Information:

To better determine an appropriate charge in your situation, you are encouraged to obtain Bulletin A3510, titled "Estimating Agricultural Field Machinery Costs" from your county UWEX office or at <http://learningstore.uwex.edu/pdf/A3510.pdf>

Appreciation is expressed to all survey participants who provided data for this publication. Thanks also to the Wisconsin Field Office staff for their work on the project. This is a very popular report. County extension offices, as well as the Wisconsin Field Office, receive many requests for data on rates charged for custom work throughout the year.