



WISCONSIN'S 2004 CUSTOM RATE GUIDE

GENERAL:

As part of an on-going cooperative arrangement with the agriculture industry, the Wisconsin Agricultural Statistics Service periodically conducts a Custom Rates Survey. The previous report covered 2001 rates. This 2004 summary is a result of a mail survey which collected rates paid by farmers for custom work performed in 2004. 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 1,300 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:

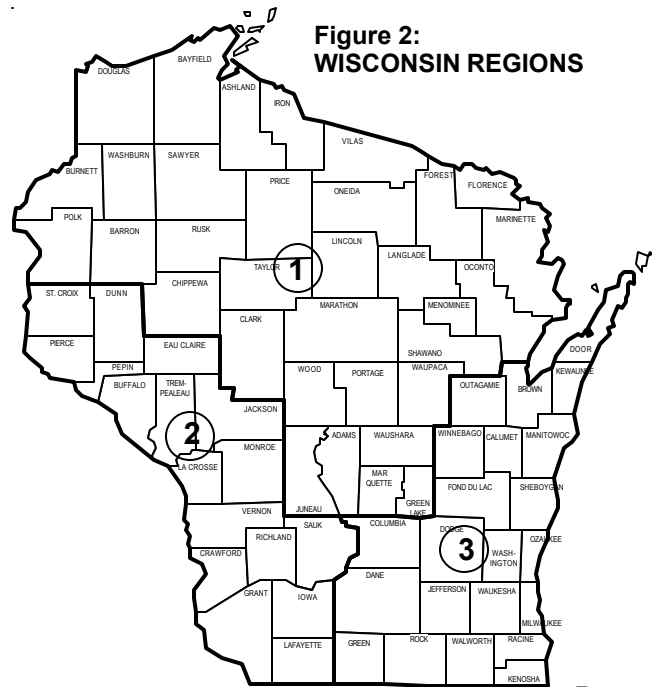
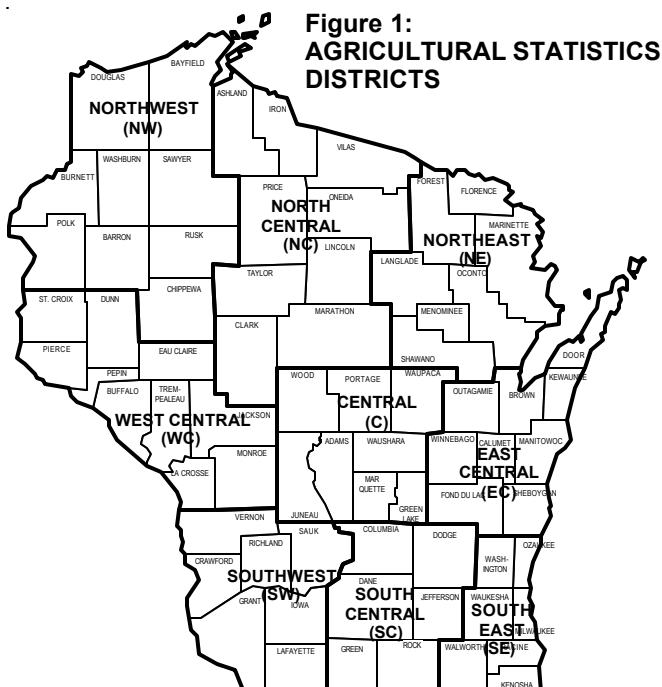
Included in this report are Statewide average rates and typical ranges for those averages. The data shown in this release can be used as a guide in making management decisions. The rates and ranges in this release are based on actual reported data and

should not be viewed as official estimates. Ranges are provided for each custom operation since there are many factors that can cause variations in the average rates. Rates are 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. In some cases, follow-up calls were made to determine the validity of a particular rate. 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 2004 data for subsequent years.

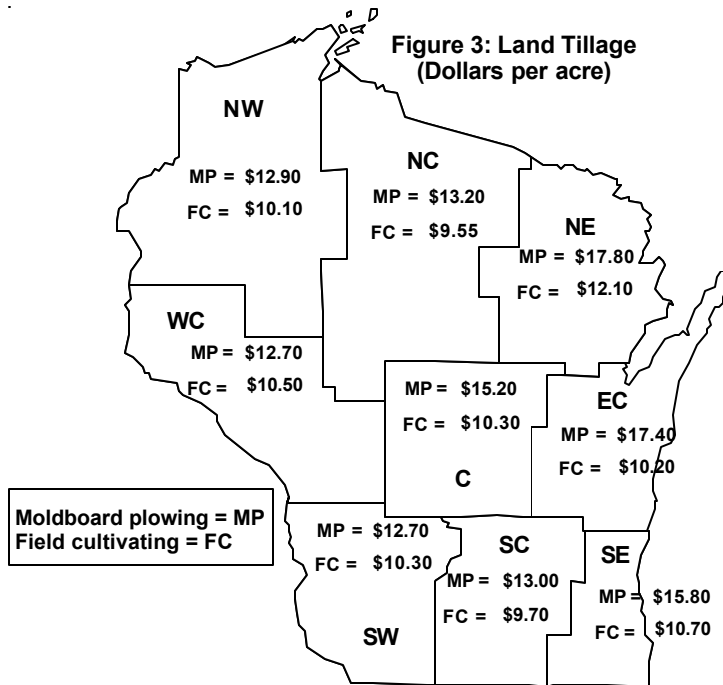
DISTRICT and REGIONAL DATA:

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 Agricultural Statistics Service. The Region breakout combines Agricultural Statistics Districts based on similar topography and farming practices. Please refer to figures 1 and 2 to determine which District or Region your operation falls in.



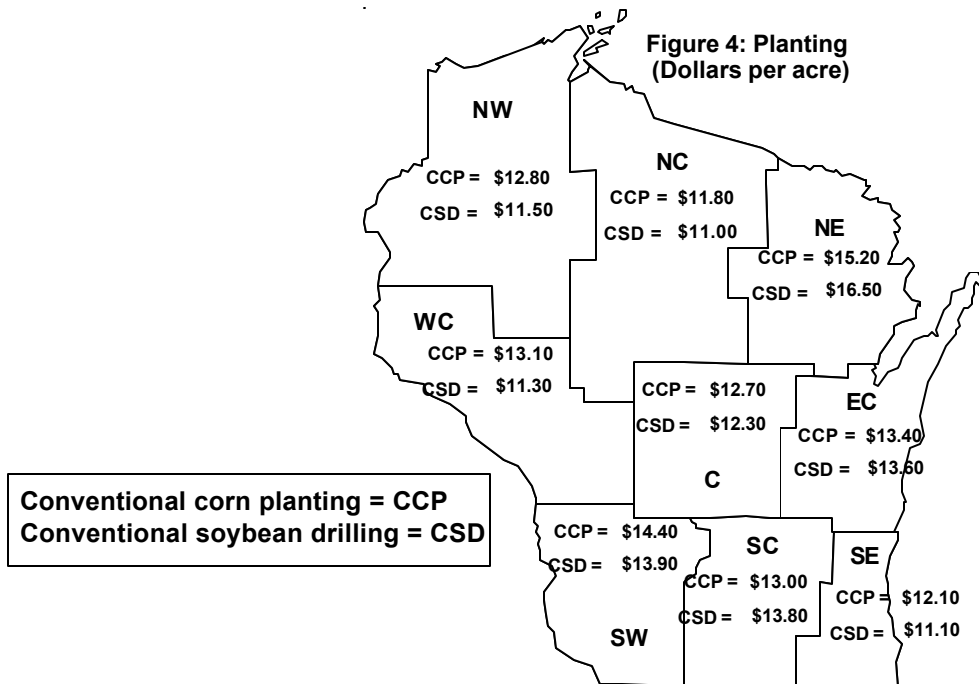
Land Tillage Operations, Wisconsin, 2004

| Operation | Range in rates | Statewide averages | District averages | | | | | | | | |
|-------------------------------------|----------------|--------------------|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE |
| Dollars per acre | | | | | | | | | | | |
| Moldboard plowing | 10.00 - 25.00 | 14.70 | 12.90 | 13.20 | 17.80 | 12.70 | 15.20 | 17.40 | 12.70 | 13.00 | 15.80 |
| Subsoiling | 9.00 - 25.00 | 14.90 | 14.10 | 14.50 | - | 13.40 | 15.80 | 15.70 | 15.10 | 14.30 | - |
| Disk, subsoiler, harrow combination | 9.00 - 26.00 | 14.90 | 12.10 | 14.30 | 16.10 | 14.60 | 16.00 | 17.30 | 14.10 | 13.60 | 17.70 |
| Chisel plowing | 7.00 - 25.00 | 13.30 | 13.60 | 11.90 | 15.30 | 12.10 | 12.90 | 15.50 | 13.00 | 12.40 | 13.70 |
| Finishing disk | 6.00 - 20.00 | 10.90 | 11.50 | 9.30 | 13.00 | 11.10 | 11.50 | 10.10 | 11.70 | 9.95 | 11.80 |
| Field cultivator | 5.00 - 20.00 | 10.20 | 10.10 | 9.55 | 12.10 | 10.50 | 10.30 | 10.20 | 10.30 | 9.70 | 10.70 |
| Soil finisher | 6.00 - 20.00 | 11.70 | - | 10.10 | - | 12.30 | 11.60 | 12.30 | 11.20 | 11.30 | - |
| | | | Regional averages | | | | | | | | |
| | | | 1 | 2 | 3 | | | | | | |
| Offset disk | 8.00 - 20.00 | 12.60 | 13.30 | 11.20 | 12.50 | | | | | | |
| Disk w/ digger & drag | 5.00 - 25.00 | 12.20 | 13.10 | 9.40 | 12.60 | | | | | | |
| Rotary hoe | 4.00 - 15.00 | 7.25 | 6.95 | 7.80 | 7.20 | | | | | | |
| Row cultivator | | | | | | | | | | | |
| with fertilizer | 5.00 - 15.00 | 10.10 | 9.90 | 8.30 | 10.50 | | | | | | |
| without fertilizer | 4.00 - 13.00 | 8.35 | 7.95 | 7.95 | 8.75 | | | | | | |
| Shredding corn stalks | 5.00 - 17.00 | 9.95 | 10.80 | 10.00 | 9.40 | | | | | | |



Planting Operations, Wisconsin, 2004

| Operation | Range in rates | Statewide averages | Regional averages | | |
|-----------------------|----------------|--------------------|-------------------|-------|-------|
| | | | 1 | 2 | 3 |
| Conventional till | | | | | |
| Dollars per acre | | | | | |
| Corn | 8.00 - 25.00 | 13.20 | 12.90 | 13.70 | 13.10 |
| Soybeans | | | | | |
| Row | 10.00 - 22.00 | 13.80 | 13.10 | 13.80 | 14.20 |
| Drill | 6.00 - 22.00 | 13.20 | 13.00 | 12.70 | 13.50 |
| Small grains | 7.00 - 20.00 | 12.90 | 12.30 | 13.00 | 13.10 |
| Alfalfa, Clover, etc. | 7.00 - 20.00 | 13.00 | 12.70 | 11.80 | 13.50 |
| Mulch till | | | | | |
| Corn | 10.00 - 25.00 | 14.30 | 13.50 | 14.00 | 14.90 |
| Soybeans | | | | | |
| Row | 10.00 - 20.00 | 14.50 | 13.80 | 14.30 | 15.00 |
| Drill | 8.00 - 20.00 | 14.30 | 14.10 | 13.90 | 14.60 |
| Small grains | 9.00 - 22.00 | 14.20 | 14.00 | 13.70 | 14.40 |
| Alfalfa, Clover, etc. | 8.00 - 22.00 | 14.30 | 13.80 | 14.50 | 14.40 |
| No-till | | | | | |
| Corn | 10.00 - 25.00 | 15.00 | 15.20 | 14.80 | 15.20 |
| Soybeans | | | | | |
| Row | 10.00 - 25.00 | 15.30 | 14.90 | 14.70 | 16.00 |
| Drill | 10.00 - 22.00 | 15.00 | 15.90 | 14.50 | 15.00 |
| Small grains | 10.00 - 22.00 | 14.90 | 15.00 | 14.80 | 14.90 |
| Alfalfa, Clover, etc. | 10.00 - 22.00 | 15.20 | 14.70 | 15.00 | 15.50 |



Fertilizer and Chemical Applications, Wisconsin, 2004 1/

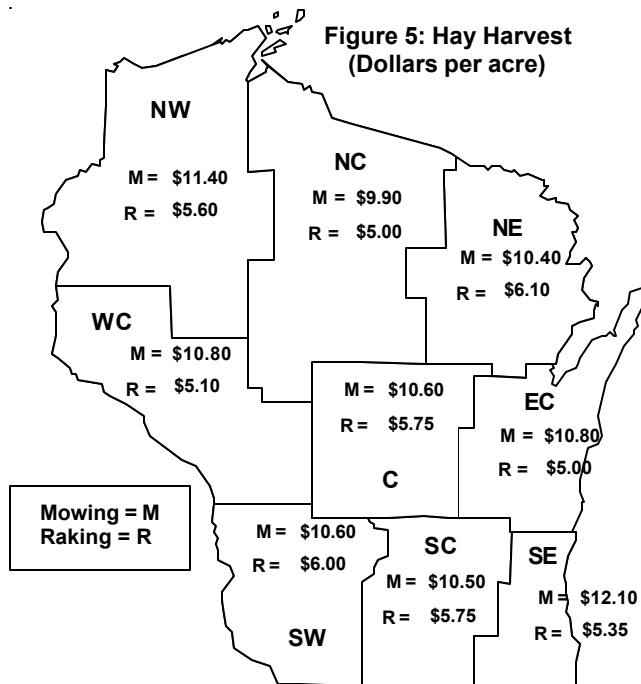
| Application | Range in rates | Statewide averages | Regional averages | | |
|----------------------|----------------|--------------------|-------------------|------|------|
| | | | 1 | 2 | 3 |
| Dollars per acre | | | | | |
| Liquid | 4.00 - 10.00 | 6.80 | 6.80 | 6.95 | 6.80 |
| Dry | 2.00 - 10.00 | 4.15 | 4.10 | 3.65 | 4.50 |
| Anhydrous Ammonia | 5.00 - 15.00 | 8.55 | 9.65 | 7.40 | 8.75 |
| Lime | 2.00 - 12.00 | 6.25 | 6.20 | 6.35 | 6.15 |
| Spraying Pesticides* | 4.00 - 10.00 | 6.75 | 6.55 | 6.95 | 6.75 |

1/The prices listed reflect application only. Cost of materials is excluded.

*Includes fungicides, herbicides, and insecticides.

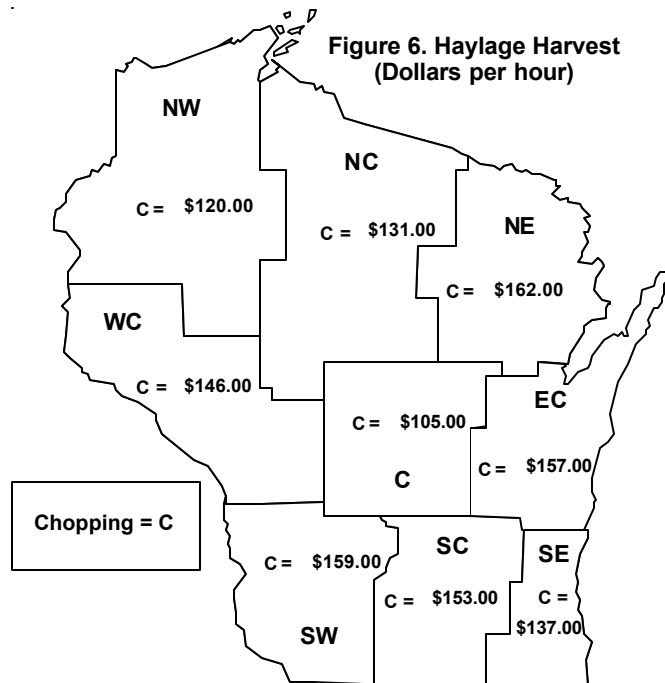
Hay Harvest Operations, Wisconsin, 2004

| Operation | Range in rates | Statewide averages | Regional averages | | |
|-------------------------|----------------|--------------------|-------------------|-------|-------|
| | | | 1 | 2 | 3 |
| Dollars per acre | | | | | |
| Mowing and conditioning | 5.00 - 20.00 | 10.70 | 10.60 | 10.70 | 10.80 |
| Raking | 2.00 - 12.00 | 5.50 | 5.55 | 5.50 | 5.50 |
| Windrow merging | 2.00 - 12.00 | 5.95 | 5.75 | 5.30 | 6.40 |
| Dollars per hour | | | | | |
| Mowing and conditioning | 25.00 - 120.00 | 64.90 | 62.40 | 62.80 | 69.30 |
| Raking | 15.00 - 75.00 | 35.30 | 33.90 | 36.70 | 35.50 |
| Windrow merging | 25.00 - 100.00 | 60.80 | 56.20 | 64.50 | 62.50 |



Haylage Harvest Operations, Wisconsin, 2004

| Operation | Range in rates | Statewide averages | Regional averages | | |
|--|-----------------|--------------------|-------------------|--------|--------|
| | | | 1 | 2 | 3 |
| Dollars per acre | | | | | |
| Chopping only | 10.00 - 30.00 | 19.90 | 20.10 | 20.40 | 19.60 |
| Chopping and hauling | 16.00 - 36.00 | 27.60 | 27.10 | 28.00 | 27.90 |
| Chop, haul and fill silo (one operation) | 30.00 - 60.00 | 37.90 | | | |
| Cost of entire operation | | | | | |
| Mowing to chopping | 22.00 - 48.00 | 34.90 | | | |
| Mowing to filling silo | 30.00 - 70.00 | 43.90 | | | |
| Dollars per hour | | | | | |
| Chopping only | 50.00 - 280.00 | 144.00 | 128.00 | 152.00 | 152.00 |
| Chopping and hauling | 50.00 - 450.00 | 207.00 | 180.00 | 218.00 | 224.00 |
| Chop, haul and fill silo (one operation) | 65.00 - 565.00 | 212.00 | 182.00 | 223.00 | 242.00 |
| Cost of entire operation | | | | | |
| Mowing to chopping | 140.00 - 500.00 | 258.00 | | | |
| Mowing to filling silo | 150.00 - 580.00 | 302.00 | | | |



Hay Baling and Wrapping, Wisconsin, 2004

| Hay baling | Range in rates | Statewide averages | District averages | | | | | | | | |
|------------------------------------|----------------|--------------------|-------------------|------|------|------|------|------|------|------|------|
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE |
| Dollars per bale | | | | | | | | | | | |
| Square bales | | | | | | | | | | | |
| 25-50 lbs. | 0.25 - 1.50 | 0.52 | 0.48 | 0.46 | 0.73 | 0.54 | 0.59 | 0.41 | 0.49 | 0.47 | 0.85 |
| 600-800 lbs. | 5.00 - 10.00 | 6.95 | 7.20 | 7.10 | 7.80 | 7.40 | 7.95 | 6.60 | 6.55 | 7.00 | 7.35 |
| over 1,000 lbs. | 6.00 - 11.00 | 7.80 | 7.45 | 8.10 | - | 7.75 | 9.25 | 8.15 | 7.10 | 7.50 | 8.15 |
| Round bales | | | | | | | | | | | |
| under 1,000 lbs. | 4.00 - 11.00 | 6.40 | 6.15 | 6.00 | 6.10 | 6.15 | 7.20 | 6.65 | 6.25 | 6.45 | 6.65 |
| 1,000 lbs. and over | 5.00 - 11.00 | 7.70 | 7.75 | 7.50 | 6.55 | 7.95 | 8.20 | 7.80 | 7.65 | 7.45 | 7.60 |
| Hay baling & wrapping (individual) | | | | | | | | | | | |
| Dollars per bale | | | | | | | | | | | |
| Square bales | | | | | | | | | | | |
| 600-800 lbs. | 6.00 - 14.00 | 10.60 | | | | | | | | | |
| over 1,000 lbs. | 7.00 - 15.00 | 12.00 | | | | | | | | | |
| Round bales | | | | | | | | | | | |
| under 1,000 lbs. | 5.00 - 13.00 | 9.00 | | | | | | | | | |
| 1,000 lbs. and over | 5.00 - 16.00 | 10.40 | | | | | | | | | |
| Wrapping only (individual) | | | | | | | | | | | |
| Square bales | | | | | | | | | | | |
| 600-800 lbs. | 3.00 - 7.00 | 5.35 | | | | | | | | | |
| over 1,000 lbs. | 4.00 - 8.00 | 6.10 | | | | | | | | | |
| Round bales | | | | | | | | | | | |
| under 1,000 lbs. | 2.00 - 10.00 | 5.50 | | | | | | | | | |
| 1,000 lbs. and over | 2.00 - 10.00 | 6.35 | | | | | | | | | |

Corn Silage Harvest Operations, Wisconsin, 2004

| Operation | Range in rates | Statewide averages | Regional averages | | |
|---------------------|-----------------|--------------------|-------------------|--------|--------|
| | | | 1 | 2 | 3 |
| Dollars per acre | | | | | |
| Chopping | | | | | |
| with processor | 20.00 - 75.00 | 45.40 | 41.30 | 48.40 | 49.00 |
| without processor | 15.00 - 65.00 | 36.60 | 34.30 | 35.80 | 39.70 |
| Chopping & hauling* | | | | | |
| with processor | 35.00 - 90.00 | 68.00 | 60.90 | 65.00 | 73.40 |
| without processor | 35.00 - 85.00 | 56.10 | 58.60 | 48.70 | 60.40 |
| Dollars per hour | | | | | |
| Chopping | | | | | |
| with processor | 85.00 - 325.00 | 192.00 | 164.00 | 208.00 | 204.00 |
| without processor | 60.00 - 250.00 | 127.00 | 122.00 | 127.00 | 133.00 |
| Chopping & hauling* | | | | | |
| with processor | 120.00 - 500.00 | 297.00 | 260.00 | 300.00 | 322.00 |
| without processor | 75.00 - 400.00 | 191.00 | 177.00 | 173.00 | 232.00 |

*May include filling silo.

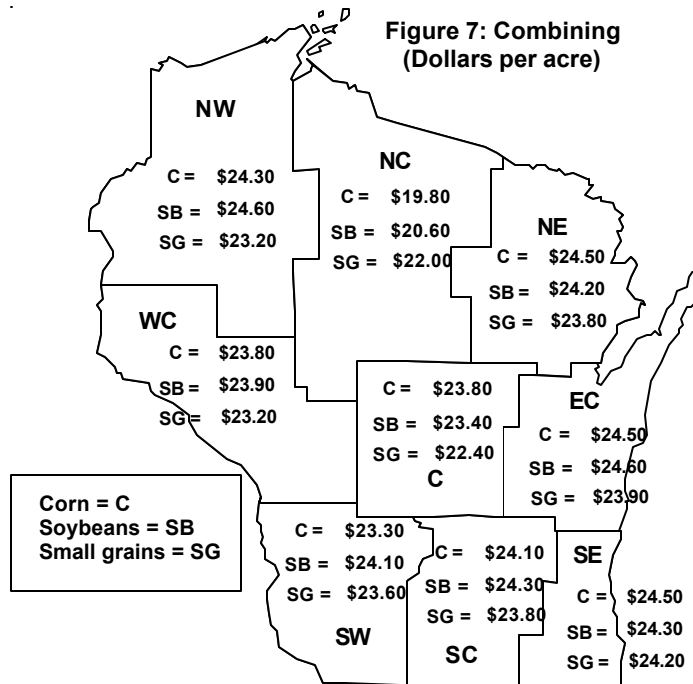
Silage Bagging, Wisconsin, 2004 1/

| | Range in rates | Statewide averages |
|----------------------|----------------|--------------------|
| Cost per linear foot | | |
| Cost of bag included | | |
| 8-foot bag | 2.65 - 5.65 | 3.95 |
| 9-foot bag | 2.75 - 6.00 | 4.45 |
| 10-foot bag | 3.00 - 8.00 | 5.35 |
| 12-foot bag | 4.00 - 10.00 | 7.70 |
| Cost of bag excluded | | |
| 8-foot bag | 1.35 - 3.50 | 2.25 |
| 9-foot bag | 1.50 - 3.50 | 2.40 |

1/Prices exclude the cost of fuel and labor.

Harvesting Operations, Wisconsin, 2004

| Harvesting operation | Range in rates | Statewide averages | District averages | | | | | | | | |
|-------------------------|----------------|--------------------|-------------------|-------|-------|-------|--------|--------|--------|--------|--------|
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE |
| Dollars per acre | | | | | | | | | | | |
| Corn combining | 18.00 - 35.00 | 23.90 | 24.30 | 19.80 | 24.50 | 23.80 | 23.80 | 24.50 | 23.30 | 24.10 | 24.50 |
| Soybean combining | 18.00 - 35.00 | 24.10 | 24.60 | 20.60 | 24.20 | 23.90 | 23.40 | 24.60 | 24.10 | 24.30 | 24.30 |
| Small grain combining | 15.00 - 30.00 | 23.60 | 23.20 | 22.00 | 23.80 | 23.20 | 22.40 | 23.90 | 23.60 | 23.80 | 24.20 |
| Dollars per hour | | | | | | | | | | | |
| Corn combining | 50.00 - 200.00 | 109.00 | 119.00 | 97.60 | - | 96.50 | 105.00 | 137.00 | 101.00 | 125.00 | 124.00 |
| Soybean combining | 60.00 - 200.00 | 114.00 | - | 99.90 | - | 97.10 | 114.00 | 139.00 | 105.00 | 127.00 | 128.00 |
| Small grain combining | 50.00 - 190.00 | 104.00 | 96.40 | 91.00 | - | 89.10 | 106.00 | 146.00 | 92.70 | 127.00 | 106.00 |
| Regional averages | | | | | | | | | | | |
| | | | 1 | | | 2 | | | 3 | | |
| Dollars per acre | | | | | | | | | | | |
| Small grain swathing | 5.00 - 15.00 | 9.80 | 9.50 | | | 9.05 | | | 12.00 | | |
| Chopping corn stalks | 5.00 - 15.00 | 9.70 | 10.80 | | | 9.55 | | | 9.30 | | |
| Dollars per bale | | | | | | | | | | | |
| Baling corn stalks | 5.00 - 12.00 | 8.00 | 8.90 | | | 7.90 | | | 7.80 | | |
| Dollars per 1-ton stack | | | | | | | | | | | |
| Stacking corn stalks | 10.00 - 20.00 | 12.90 | 12.60 | | | 13.40 | | | 12.60 | | |

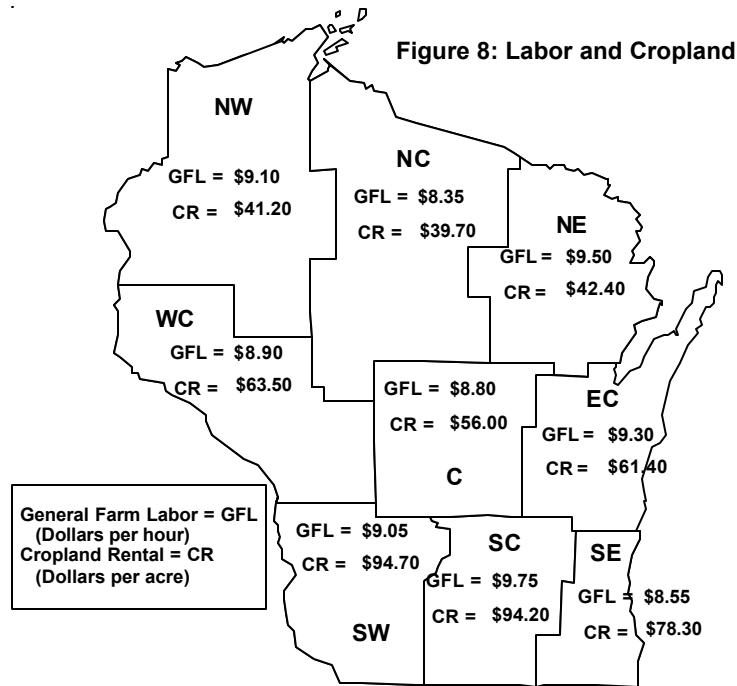


Machinery Rental, Wisconsin, 2004 1/

| Equipment size | Range in rates | Statewide averages | District averages | | | | | | | | | | | |
|---|-------------------|-----------------------|-------------------|-------|-------|----------|-------|-------|----------|-------|-------|--------|--|--|
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE | | | |
| Dollars per machine hour | | | | | | | | | | | | | | |
| Tractors | | | | | | | | | | | | | | |
| Under 75 HP | 10.00 - 42.00 | 19.50 | 18.50 | 16.10 | - | 17.00 | 22.90 | 18.50 | 15.60 | 21.80 | 23.10 | | | |
| 75 - 120 HP | 10.00 - 65.00 | 23.80 | 26.20 | 22.50 | 21.30 | 22.10 | 28.20 | 21.10 | 21.30 | 25.40 | 26.10 | | | |
| 120 - 150 HP | 15.00 - 75.00 | 28.00 | 30.00 | 27.10 | 28.00 | 27.80 | 33.10 | 26.70 | 24.10 | 28.10 | 29.40 | | | |
| Over 150 HP | 18.00 - 95.00 | 33.40 | 35.90 | 43.30 | 32.60 | 29.70 | 39.00 | 31.80 | 27.90 | 34.30 | 36.70 | | | |
| Regional averages | | | | | | | | | | | | | | |
| | | | 1 | | | 2 | | | 3 | | | | | |
| 4-wheel drive | | | | | | | | | | | | | | |
| Under 175 HP | 18.00 - 80.00 | 32.70 | | | | 37.70 | | | 26.60 | | | 31.20 | | |
| 175 HP and over | 22.00 - 100.00 | 41.10 | | | | 41.10 | | | 33.10 | | | 44.70 | | |
| Combines | | | | | | | | | | | | | | |
| 4-row and smaller | 50.00 - 125.00 | 87.30 | | | | 85.70 | | | 81.70 | | | 96.80 | | |
| 6-row and larger | 70.00 - 175.00 | 108.00 | | | | 105.00 | | | 101.00 | | | 116.00 | | |
| Small grain head | 60.00 - 160.00 | 103.00 | | | | 101.00 | | | 90.30 | | | 112.00 | | |
| Skid steer (under 2,000 lbs.) | 15.00 - 60.00 | 29.40 | | | | 32.00 | | | 28.70 | | | 28.20 | | |
| Skid steer (2,000 lbs. & greater) | 20.00 - 75.00 | 40.20 | | | | 42.00 | | | 41.60 | | | 37.80 | | |
| Bulldozer use * | 40.00 - 150.00 | 85.30 | | | | 81.40 | | | 86.10 | | | 88.10 | | |
| 1/Rates are for machinery use only. Fuel and operator are provided by the user. *Bulldozer rental includes cost of fuel and labor. | | | | | | | | | | | | | | |

| Farm Labor, Wisconsin, 2004 | | | | | | | | | | | |
|-----------------------------|----------------|--------------------|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Category | Range in rates | Statewide averages | District averages | | | | | | | | |
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE |
| | | | Dollars per hour | | | | | | | | |
| Relief milker | 7.00 - 30.00 | 11.80 | 11.80 | 11.40 | 12.20 | 11.70 | 12.20 | 10.10 | 14.00 | 11.70 | 11.70 |
| General farm labor | 5.00 - 15.00 | 9.15 | 9.10 | 8.35 | 9.50 | 8.90 | 8.80 | 9.30 | 9.05 | 9.75 | 8.55 |

| Land Rental, Wisconsin, 2004 | | | | | | | | | | | |
|------------------------------|----------------|--------------------|-------------------|-------|-------|-------------------|-------|-------|-------|-------|-------|
| Category | Range in rates | Statewide averages | District averages | | | | | | | | |
| | | | NW | NC | NE | WC | C | EC | SW | SC | SE |
| | | | Dollars per acre | | | | | | | | |
| Cropland | 20.00 - 165.00 | 70.00 | 41.20 | 39.70 | 42.40 | 63.50 | 56.00 | 61.40 | 94.70 | 94.20 | 78.30 |
| | | | | | | Regional averages | | | | | |
| | | | | | | 1 | 2 | 3 | | | |
| Tillable pasture | 10.00 - 90.00 | 46.90 | | | | 32.00 | 51.70 | 57.60 | | | |
| Non-tillable pasture | 10.00 - 65.00 | 29.10 | | | | 20.20 | 28.90 | 33.40 | | | |



CONTACT:

Your input is important to us. If you have any comments or suggestions regarding this report, please call 608/224-4848 or write to the Wisconsin Agricultural Statistics Service, 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://cecommerce.uwex.edu/pdfs/a3510.pdf>

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

2004 Custom Rates - Manure Handlers

Wisconsin manure handlers returned twenty-five questionnaires. The types of services varied widely. Fuel costs were sometimes included in the service charge, but in other instances the customer paid for the fuel.

Pumping/Agitation

Twenty manure handlers reported rates for pumping/agitation. Most reports were per hour. Four reported a rate per day with using the farmer's tractor, two charged per load, and two charged per pit.

Tractor-Pulled Tankers

Nine handlers charged per hour with a range of \$35.00 to \$90.00 per hour. Five charged per gallon with a range of \$0.0050 to \$0.0075 per gallon. The rates for tractor-pulled tankers included various tank capacities and included both injected and surface applications.

Truck-Mounted Tanks

Thirteen handlers reported a per hour price and two reported a price per gallon and per mile.

Dragline

Nine handlers reported a price per gallon. The range was \$0.003 to \$0.008 per gallon. The rates included different widths and both injected and surface applications.