



# Custom Rate Guide 2010

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, NASS-Wisconsin Field Office (WI FO) conducts a Custom Rates Survey every three years. This 2010 summary is a result of a mail survey which collected rates paid by farmers for custom work performed in 2010. The figures are based on reports by farmers who hired custom work, custom operators and farmers who performed custom work, and machinery dealers who rented out equipment. Approximately 750 reports were compiled.

Most of the rates in this release include the cost of hiring a 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 do custom work as a secondary source of income. In general, rates charged by custom operators and implement dealers were more likely to be higher than average. This summary makes no effort to evaluate fairness of rates being charged.

## Data:

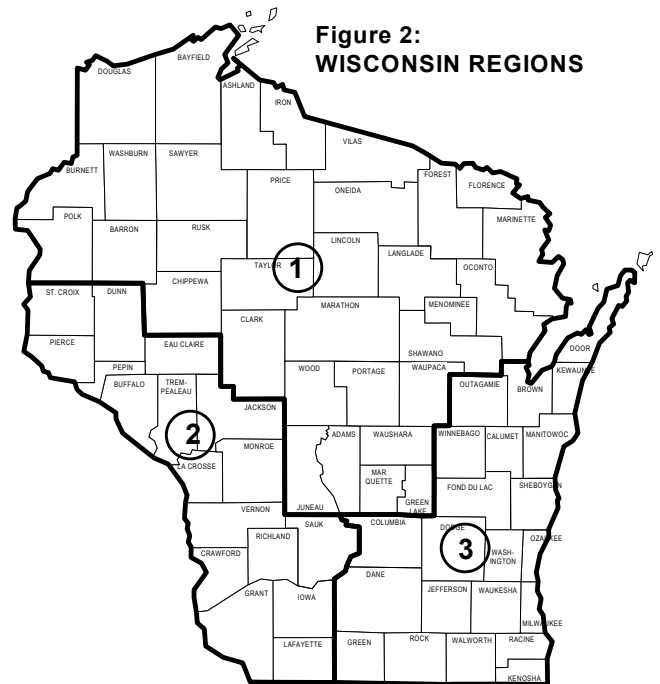
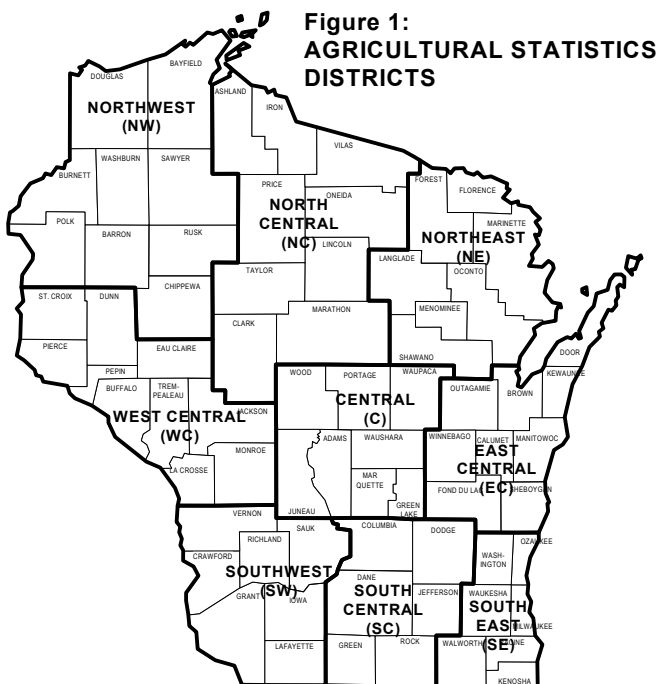
Included in this release are statewide average rates and typical ranges for those averages. The rates and ranges in this release

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 fuel costs, soil conditions, topography, field size and shape, traditional practices in an area, and type, age, and availability of equipment. Reports were edited to remove items for which the respondent's figures were widely outside the range of other respondents' 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 2010 data for subsequent years.

## District and Regional Data:

Beyond statewide figures, averages at the regional or district level are included in this release where sufficient data was available. District breakdowns follow the nine Agricultural Statistics districts used routinely by NASS-WI FO (see figure 1). For regional breakdowns, the Agricultural Statistics districts were grouped together based on similar geography and farming practices to form three regions (see figure 2). Please refer to these figures to determine which District or Region your operation falls in.



### Land Tillage Operations, Wisconsin, 2010

Operation	Range in Rates	Statewide Averages	District Averages								
			NW	NC	NE	WC	C	EC	SW	SC	SE
Dollars per acre											
Moldboard plowing	10.00 - 28.00	17.70	14.60	15.90	21.60	17.70	15.80	20.50	15.70	17.00	16.90
Subsoiling	10.00 - 27.00	17.10	16.40	16.90	20.80	16.10	18.30	18.30	16.60	16.00	17.00
Disk/subsoiler harrow combination	10.00 - 25.00	15.90	14.80	15.70	21.60	15.80	16.90	15.20	13.10	16.30	16.20
Chisel plowing	5.00 - 25.00	15.30	13.00	13.90	17.90	13.40	16.10	17.80	13.90	15.10	13.80
Field Cultivator	4.00 - 24.00	11.80	11.10	9.95	14.80	12.40	12.80	11.30	11.90	11.60	11.10
Soil finisher	7.00 - 25.00	13.20	11.60	14.00	16.00	12.30	14.30	14.60	13.40	12.50	11.30
			Regional Averages								
			1	2	3						
Offset disk	9.00 - 20.00	14.50	14.80	12.80	15.10						
Disk w/ digger & drag	8.00 - 21.00	13.50	13.40	12.80	13.80						
Finishing disk	7.00 - 20.50	12.60	12.70	13.00	12.40						
Rotary hoe	4.00 - 15.00	7.90	8.70	7.00	7.95						
Row cultivator:											
with fertilizer	5.00 - 18.00	11.20	11.90	--	10.90						
without fertilizer	4.00 - 15.00	8.65	7.70	--	8.65						

-- Insufficient data.

### Fertilizer and Chemical Applications, Wisconsin, 2010 1/

Application	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
<b>Fertilizers</b>					
Liquid	5.00 - 12.00	7.70	8.05	7.85	7.55
Dry	2.00 - 8.50	5.05	4.85	5.05	5.15
Anhydrous Ammonia	6.00 - 15.00	10.30	10.20	10.30	10.40
Spreading lime	3.00 - 15.00	7.15	8.10	6.90	6.00
Spraying pesticides*	5.00 - 12.00	7.70	7.85	7.75	7.55

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

\*Includes fungicides, herbicides, and insecticides.

Planting Operations, Wisconsin, 2010					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Conventional till					
Corn					
Less than 30" rows	10.00 - 24.00	16.90	17.40	17.30	16.30
30" rows and greater	8.00 - 23.00	15.80	15.70	15.80	15.70
Soybeans					
Row	8.00 - 25.00	16.60	16.30	16.60	16.70
Drill	8.00 - 23.00	15.30	15.60	15.50	15.10
Small grains	7.00 - 23.00	14.70	15.10	14.20	14.70
Alfalfa, Clover, etc.	6.00 - 21.00	14.60	14.80	13.60	15.00
Mulch till					
Corn					
Less than 30" rows	12.00 - 24.00	18.20	19.30	--	18.00
30" rows and greater	10.00 - 25.00	16.90	17.20	17.30	16.40
Soybeans					
Row	11.00 - 25.00	17.00	17.60	17.40	16.60
Drill	8.50 - 25.00	16.50	16.30	15.80	16.80
Small grains	8.50 - 25.00	15.60	17.40	12.30	15.20
Alfalfa, Clover, etc.	8.50 - 20.00	15.90	16.60	13.90	16.70
No-till					
Corn					
Less than 30" rows	19.00 - 25.00	21.50	22.30	--	21.30
30" rows and greater	12.00 - 25.00	19.00	19.00	18.90	19.10
Soybeans					
Row	12.00 - 25.00	19.20	19.80	17.80	19.10
Drill	9.00 - 25.00	18.40	17.60	--	19.50
Small grains	9.50 - 25.00	17.50	17.40	--	16.70
Alfalfa, Clover, etc.	9.00 - 20.00	16.60	16.20	--	--

-- Insufficient data.



<b>Hay Harvest Operations, Wisconsin, 2010</b>					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Mowing and conditioning	5.00 - 20.00	12.40	11.60	11.80	13.10
Raking	2.00 - 12.00	6.20	5.25	6.05	6.80
Windrow merging	3.00 - 16.00	8.50	7.10	7.60	9.55
Dollars per hour					
Mowing and conditioning	42.00 - 250.00	109.00	124.00	118.00	89.00
Raking	25.00 - 100.00	52.10	71.30	45.30	47.60
Windrow merging	35.00 - 225.00	113.00	114.00	129.00	94.10

<b>Haylage Harvest Operations, Wisconsin, 2010</b>					
Operation	Range in Rates	Statewide Averages	Regional Averages		
			1	2	3
Dollars per acre					
Chopping only					
Pull-type	12.00 - 55.00	28.60	29.60	--	--
Self-propelled	10.00 - 65.00	28.10	29.20	--	--
Chopping, hauling, and packing bunkers					
Pull-type	--	--	--	--	--
Self-propelled	24.00 - 80.00	49.80	61.70	49.30	44.00
Dollars per hour					
Chopping only					
Pull-type	45.00 - 200.00	109.00	98.00	128.00	101.00
Self-propelled	100.00 - 460.00	293.00	281.00	333.00	278.00
Chopping, hauling, and packing bunkers					
Pull-type	--	--	--	--	--
Self-propelled	250.00 - 800.00	557.00	490.00	591.00	570.00
Chopping, hauling, and filling upright silo					
Pull-type	60.00 - 200.00	126.00	121.00	121.00	138.00
Self-propelled	135.00 - 660.00	381.00	305.00	537.00	301.00
Filling and packing bunker	50.00 - 220.00	88.10	91.10	89.60	85.30
Hauling only					
Truck	45.00 - 102.00	73.80	68.40	72.10	77.60
Wagon	23.00 - 78.00	54.00	56.60	57.80	51.50

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Hay Baling, Wisconsin, 2010											
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	0.60	0.50	0.63	--	0.61	0.58	0.60	0.60	0.58	0.76
300 - 600 lbs	3.50 - 12.00	6.95	--	--	--	9.00	--	5.25	--	6.70	--
600 lbs & over	6.00 - 11.00	8.15	8.30	8.65	8.30	8.85	8.50	8.05	7.90	7.95	7.85
Round bales											
Under 1,000 lbs	5.00 - 10.00	7.40	6.65	7.10	--	7.40	7.95	7.60	7.80	7.00	8.20
1,000 lbs & over	5.50 - 13.00	9.05	9.60	8.95	--	9.85	9.80	8.55	8.80	7.95	9.25

-- Insufficient data.

Hay Baling and Wrapping, Wisconsin, 2010		
Operation	Ranges in Rates	Statewide Averages
Bale & Wrap - Individual		
Square bales		
600 lbs & over	6.00 - 22.00	12.90
Round bales		
Under 1,000 lbs	5.00 - 12.00	8.40
1,000 lbs & over	7.00 - 16.00	11.00
Bale & Wrap - Line		
Square bales		
600 lbs & over	2.00 - 15.50	10.40
Round bales		
Under 1,000 lbs	6.00 - 15.00	10.50
1,000 lbs & over	5.00 - 18.00	13.20
Wrap Only - Individual		
Square bales		
600 lbs & over	2.00 - 13.00	7.95
Round bales		
Under 1,000 lbs	3.00 - 12.00	7.10
1,000 lbs & over	2.00 - 12.00	6.65
Wrap Only - Line		
Square bales		
600 lbs & over	1.75 - 8.00	4.65
Round bales		
Under 1,000 lbs	2.00 - 8.00	5.20
1,000 lbs & over	3.00 - 8.00	5.65

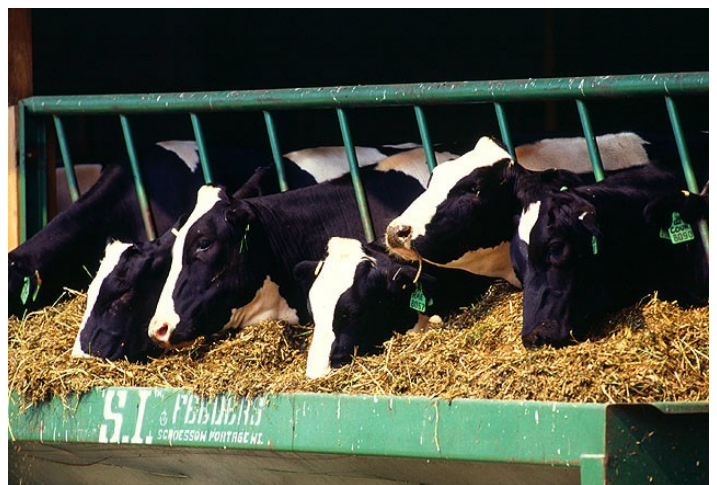
Silage Bagging, Wisconsin, 2010 1/		
	Ranges in Rates	Statewide Averages
Cost of bag included		
8-foot bag	2.65 - 5.55	4.30
9-foot bag	3.35 - 6.00	4.65
10-foot bag	4.00 - 8.00	6.00
12-foot bag	6.00 - 12.25	8.10
Cost of bag excluded		
8-foot bag	1.50 - 3.60	2.15
9-foot bag	1.50 - 3.85	2.45
10-foot bag	2.00 - 5.30	3.40
12-foot bag	3.20 - 9.20	5.95

1/Prices exclude the cost of fuel and labor.



<b>Corn Silage Harvest Operations, Wisconsin, 2010</b>				
Operation	Range in Rates	Statewide Averages	Range in Rates	Statewide Averages
	Dollars per acre			
	<b>Pull-type</b>		<b>Self-propelled</b>	
Chopping only				
with processor	17.00 - 70.00	41.20	25.00 - 95.00	55.90
without processor	20.00 - 75.00	45.40	--	--
Chopping, hauling, and packing bunkers				
with processor	--	--	45.00 - 200.00	115.00
	Dollars per hour			
	<b>Pull-type</b>		<b>Self-propelled</b>	
Chopping only				
with processor	80.00 - 200.00	130.00	100.00 - 500.00	299.00
without processor	85.00 - 140.00	108.00	100.00 - 480.00	290.00
Chopping, hauling, and packing bunkers				
with processor	--	--	300.00 - 905.00	620.00
with and without processor	--	--	300.00 - 905.00	606.00
Chopping, hauling, and filling upright silo				
with processor	--	--	110.00 - 750.00	508.00
with and without processor	100.00 - 275.00		110.00 - 750.00	461.00
	Dollars per hour			
Filling and packing bunker	45.00 - 220.00	94.10		
Hauling only				
Truck	45.00 - 102.00	74.50		
Wagon	23.00 - 82.50	54.90		

-- Insufficient data.



<b>Harvesting Operations, Wisconsin, 2010</b>											
Operation	Range in Rates	Statewide Averages	District Averages								
			NW	NC	NE	WC	C	EC	SW	SC	SE
Dollars per acre											
Corn combining	20.00 - 40.00	28.10	27.50	25.90	30.00	29.20	27.70	28.40	26.10	28.30	28.40
Soybean combining	18.00 - 38.00	27.70	26.70	25.00	28.90	28.30	27.50	27.90	26.70	28.10	27.70
Small grain combining	18.00 - 36.00	27.60	24.70	23.60	27.90	27.80	29.40	28.00	26.60	28.50	27.80
Dollars per hour											
Corn combining	80.00 - 235.00	129.00	149.00	123.00	--	130.00	114.00	159.00	130.00	131.00	100.00
Soybean combining	75.00 - 235.00	132.00	--	125.00	--	137.00	--	153.00	127.00	142.00	100.00
Small grain combining	80.00 - 235.00	125.00	--	108.00	--	151.00	110.00	141.00	126.00	127.00	88.30
Regional Averages											
			1		2		3				
Dollars per acre											
Small grain swathing	5.00 - 22.00	12.60	12.50		10.40		16.40				
Dollars per hour											
Small grain swathing	50.00 - 120.00	74.40	69.00		--		--				
Dollars per acre											
Shredding corn stalks	4.00 - 20.00	10.50	9.80		11.00		10.50				
Harvesting or chopping corn stalks (for bedding)											
Pull-type	5.00 - 25.00	14.40	17.00		13.20		14.30				
Dollars per bale											
Baling corn stalks	6.00 - 15.00	9.65	10.10		9.65		9.40				
Dollars per 1-ton stack											
Stacking corn stalks	10.00 - 20.00	13.50	--		12.80		14.00				
Dollars per bushel											
Hauling grain											
Field to farm	0.03 - 0.22	0.11	0.12		0.10		0.11				
Farm to market	0.05 - 0.35	0.16	0.19		0.16		0.14				

-- Insufficient data.

<b>Manure Services, Wisconsin, 2010</b>						
Operation	Range in Rates	Statewide Averages	Regional Averages			
			1	2	3	
Dollars per hour						
Solid Manure						
Loading	20.00 - 125.00	65.40	57.90	55.40	77.50	
Spreading	20.00 - 125.00	69.10	59.20	67.60	77.20	
Loading and spreading	30.00 - 200.00	100.00	91.80	96.00	106.00	
Dollars per hour						
Liquid Manure						
Pumping and spreading, surface	50.00 - 250.00	106.00	102.00	91.00	118.00	
Pumping and spreading, tanker injection	90.00 - 280.00	150.00	177.00	--	120.00	
Pumping and spreading, drag line injection	195.00 - 400.00	321.00	302.00	--	330.00	
Dollars per gallon						
Liquid Manure						
Pumping and spreading, surface	0.0035 - 0.0100	0.0071	0.0067	0.0077	0.0070	
Pumping and spreading, tanker injection	0.0046 - 0.0100	0.0077	0.0081	--	0.0074	
Pumping and spreading, drag line injection	0.0040 - 0.0100	0.0076	0.0081	--	0.0075	

-- Insufficient data.

<b>Machinery Rental, Wisconsin, 2010</b>					
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	10.00 - 60.00	26.10	32.30	24.90	21.30
75-120 HP	15.00 - 60.00	27.30	30.60	25.40	26.70
120-150 HP	15.00 - 65.00	31.40	33.40	31.00	30.60
Over 150 HP	20.00 - 80.00	40.20	44.10	38.80	38.40
4-wheel drive					
Under 175 HP	15.00 - 80.00	39.60	40.70	40.00	38.50
175 HP and over	20.00 - 120.00	51.10	52.40	46.90	52.00
Combines					
6-row and larger	25.00 - 220.00	118.00	122.00	117.00	118.00
Small grain head	45.00 - 210.00	126.00	131.00	116.00	131.00
Other machinery rental					
Skid steer (under 2,000 lbs.)	15.00 - 75.00	33.90	36.40	32.80	33.10
Skid steer (2,000 lbs. and greater)	20.00 - 85.00	44.60	46.60	43.00	44.90
	Dollars per bushel 1/				
Roller or hammer mill	0.05 - 0.20	0.12	0.15	0.12	0.12
Miscellaneous Services					
	Dollars per hour 2/				
Bulldozer use	60.00 - 160.00	97.20	88.00	101.00	101.00

1/Rates are for machinery use only. Fuel and operator are provided by the user.

2/Includes the cost of fuel and labor.

<b>Farm Labor, Wisconsin, 2010</b>											
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 - 16.00	10.60	10.30	9.50	10.60	10.80	10.50	10.80	10.20	11.00	10.10
Machine operator	8.00 - 21.00	12.90	13.50	12.80	13.80	12.70	13.70	13.50	11.10	13.40	12.00
Farm truck driver	7.50 - 20.00	12.70	11.60	12.30	13.30	12.10	12.60	13.30	11.60	13.60	12.90

### 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](mailto:nass-wi@nass.usda.gov)

This report may be viewed and printed from the Internet at: [www.nass.usda.gov/wi/](http://www.nass.usda.gov/wi/) under the "More State Features" heading.

### 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.