

**CUSTOM RATES
FOR WYOMING FARM
AND RANCH OPERATIONS
1998-99**

John P. Hewlett, George Crews, and Carl E. Olson



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John P. Hewlett, George Crews, and Carl E. Olson¹

Introduction

Many agricultural operators choose not to own all of the machinery and equipment necessary to perform every farm and ranch operation. In some cases, labor is not available, and in others, owning the equipment is simply too costly for relatively small jobs. Therefore, many farms and ranches use custom operators and/or machinery rental to accomplish the needed operations.

Custom work can be defined as contracting labor, power units, machinery, equipment, or services performed for a farm and ranch operation. Rates for custom work normally include all costs of owning, operating, and performing the custom operation, such as machine operator labor,



management, interest on equipment investments, and operating profits. Costs for materials, such as seed, chemicals, fertilizers, and twine, and additional labor are not included in the custom rate unless noted otherwise.

The objective of this report is to collect, organize, and present operators with current information on rates for Wyoming custom operations. The purpose is not to evaluate whether or not the rates are fair, but rather to describe what is being charged by operators in the state.

Use of Custom Rates

Custom rate information is useful to operators involved in commercial agriculture and related industries. Farm and ranch operators may use listed custom rates as guides in financial planning and budgeting, as well as in negotiating charges for work performed for neighbors or

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others. Lending institutions, government agency personnel, and those who prepare budgets or conduct planning activities should find the listed rates useful. Custom operators also may use this publication to analyze their fees.



1999 statistics.

Procedure

Custom rates reported in this publication were obtained from mail surveys or telephone interviews with custom operators, farmers, ranchers, and various agribusiness firms throughout Wyoming and adjacent areas in the surrounding states. Information from more than 89 respondents was used to generate the 1998-

Related Publications

Wyoming Machinery and Operation Costs (University of Wyoming Cooperative Extension Service Bulletin B-982 and Software MP-92) provides readers with data and formulas to calculate ownership and operation costs for farm and ranch machinery and equipment. Comparing the results of those calculations with the custom rates reported here may give the reader a means for evaluating the *reasonableness* of quoted custom rates.

Factors Influencing Custom Rates

Custom rates may vary from one region to another for several reasons. A list of factors influencing the rates set for custom operations is provided below.

Lower rates may be influenced by:	Higher rates may be influenced by:
<ul style="list-style-type: none"> • Neighborliness or friendly work exchange 	<ul style="list-style-type: none"> • Reports from pure custom operators or operators using new equipment who are attempting to cover all costs
<ul style="list-style-type: none"> • Location of job in relation to custom operator 	<ul style="list-style-type: none"> • Setting rates by what the market will bear
<ul style="list-style-type: none"> • Operator’s desire to keep equipment working and perhaps cover variable costs but not necessarily all fixed costs 	<ul style="list-style-type: none"> • Tougher jobs that require extra power, fuel, labor, and/or repairs
<ul style="list-style-type: none"> • Use of older equipment where current investment costs are not reflected in the rate. 	<ul style="list-style-type: none"> • Conditions such as rocks, irregular fields, rough terrain, or crop differences

<ul style="list-style-type: none"> Indirectly paying for portions of the operation costs, including providing meals, fuel, transportation, and some supervision of labor 	<ul style="list-style-type: none"> A shortage of necessary labor or equipment resources for a particular job
<ul style="list-style-type: none"> The number of jobs at a particular site 	<ul style="list-style-type: none"> Small or low-yielding jobs

Reported Values

Survey data were entered into an electronic spreadsheet and summary statistics were calculated. This report provides a listing of the calculated statistics. Tabled values include the average rate charged, as well as the range of rates reported for the operation. For example, the average rate for subsoiling in irrigated areas of Wyoming was \$21.29 per acre; however, reported rates ranged from \$11 per acre to \$28 per acre.

Information also was collected on how custom operators accomplish their custom services. These data are reported for the size of the power unit, the size of the implement, and the accomplishment rate expressed as acres completed per 10 hours. Again, looking at 20-inch deep subsoiling, the average power unit is 168 horse power (HP) with a range of 150 to 200 HP; the average implement has 7 shanks with a range of 5 to 10 shanks; and the accomplishment rate averaged 43 acres per 10 hours with a range of 10 to 90 acres per 10 hours. These data, coupled with formulas provided in the accompanying publication *Wyoming Machinery and Operation Costs*, can assist individuals in setting custom rates.

The data in this report should be used as a guide or starting place for negotiating charges for custom operations. Actual charges for services rendered probably will vary from those listed in this report. Custom operators unable to find rates reported for operations of interest to them should contact their local extension office.

Abbreviations Used

Item	Abbreviation	Descriptions
Machinery and Equipment Rental	HP	Horse Power
Laboratory Analysis	N-P-K pH CEC	Nitrogen-Phosphate-Potash Acidity (<7) or Alkalinity (>7), with 7 being neutral Cation Exchange Capacity
Miscellaneous	U/A	Unavailable

CUSTOM TILLAGE		Rate for dryland areas *	Rate for irrigated areas *	Size of power unit *	Size of implement *	Acres per 10 hrs *
Subsoiling: 20" deep	\$/A	\$45.00 45.00-45.00	\$21.29 11.00-28.00	168HP 150-200	7 shanks 5-10	43 10-90
Moldboard Plow:						
<u>Heavy draft, break sod - toughest</u>	\$/A	U/A	\$25.00 10.00-35.00	173HP 150-225	5 bottoms 4-10	22 2-40
<u>Heavy draft, turn old alfalfa</u>	\$/A	U/A	\$22.25 10.00-30.00	174HP 150-225	5 bottoms 4-10	24 2-40
<u>Heavy draft, plow only - deep</u>	\$/A	\$15.00 15.00-15.00	\$19.25 12.00-30.00	172HP 110-260	6 bottoms 4-10	40 2-75
<u>Heavy draft, plow, inject nematicide</u>	\$/A	U/A	\$18.00 18.00-18.00	U/A	U/A	U/A
<u>Light draft, plow only</u>	\$/A	\$11.67 10.00-15.00	\$19.29 10.00-28.00	173HP 150-260	6 bottoms 4-10	41 3-80
Chisel Plow:						
<u>Heavy draft, 10" deep</u>	\$/A	\$40.00 40.00-40.00	\$15.75 8.00-25.00	170HP 145-210	15 feet 9-27	48 20-80
<u>Light draft, 10" deep</u>	\$/A	\$30.00 30.00-30.00	\$12.00 12.00-12.00	160HP 160-160	10 feet 10-10	25 25-25
Roller Harrow:						
<u>Plowed ground</u>	\$/A	\$30.00 30.00-30.00	\$10.00 5.50-15.00	165HP 143-225	19 feet 10-33	76 6-180
<u>Second time over</u>	\$/A	U/A	\$8.25 5.00-13.00	152HP 143-165	20 feet 12-33	69 6-120
<u>To corrugate small grains</u>	\$/A	U/A	\$8.81 4.00-13.00	131HP 110-150	12 feet 7-16	60 10-100
Tool Bar: Corrugation	\$/A	U/A	\$9.17 7.00-10.50	111HP 80-143	10 feet 8-12	6 6-6
Disk:						
<u>Tandem, toughest conditions</u>	\$/A	\$25.00 10.00-40.00	\$14.00 10.00-25.00	146HP 110-165	15 feet 10-18	48 6-100
<u>Tandem, stubble</u>	\$/A	\$9.83 6.50-15.00	\$10.00 6.00-25.00	148HP 110-165	18 feet 10-25	74 6-150
<u>Double offset, Large fields</u>	\$/A	\$9.00 8.00-10.00	\$10.00 8.00-12.00	243HP 225-260	32 feet 30-33	125 125-125
<u>Double offset, disk sod, 38" disks</u>	\$/A	\$32.00 14.00-50.00	\$14.00 14.00-14.00	250HP 250-250	14 feet 14-14	20 20-20
Level (float): Minimum dirt moved	\$/A	U/A	\$10.88 6.00-20.00	144HP 110-165	21 feet 12-38	94 50-150
Chisel:						
<u>Points, 6-8" deep</u>	\$/A	\$9.17 8.00-10.00	\$9.83 7.50-12.00	230HP 200-260	34 feet 27-41	163 150-175
<u>Sweeps, 6-8" deep</u>	\$/A	\$8.00 8.00-8.00	\$8.17 6.50-10.00	210HP 160-260	34 feet 27-41	188 175-200
<u>With rodweeder, 6-8" deep</u>	\$/A	\$9.00 8.00-10.00	\$9.50 7.50-12.00	210HP 160-260	34 feet 27-41	188 175-200
Field Cultivate: Depth, 6"	\$/A	\$7.25 5.80-8.00	\$8.67 8.00-10.00	201HP 143-260	21 feet 8-33	140 140-140
Rodweeder: Fallow land	\$/A	\$8.00 8.00-8.00	\$8.00 8.00-8.00	260HP 260-260	40 feet 40-40	250 250-250

* Average rate reported/range of rates reported

CUSTOM TILLAGE (continued)	Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hrs*
Land Plane: _____ \$/A	U/A	\$9.64 6.00-12.50	\$154HP 143-165	21 feet 12-24	82 4-150
Cultivate Corn: _____ \$/A	U/A	\$8.33 6.00-12.00	142 HP 120-160	8 rows 6-12	66 10-120
Corrugate: _____ \$/A	U/A	\$8.08 6.00-10.00	118HP 50-160	18 feet 10-30	110 80-150
Cultivate Beans: _____ \$/A	U/A	\$9.00 7.00-12.00	160HP 160-160	30 Rows 30-30	120 120-120
Cultivate Beets: Early cultivation _____ \$/A	U/A	\$12.83 9.00-17.50	160HP 160-160	30 rows 30-30	100 100-100
Cultivate Beans: Late cultivation _____ \$/A	U/A	\$7.50 6.00-10.00	160HP 160-160	30 rows 30-30	150 150-150
Noble Blade: Depth, 4-6" _____ \$/A	\$8.25 8.00-8.50	U/A	260HP 260-260	33 feet 33-33	140 140-140
Rototilling: Depth, 4-6" _____ \$/A	U/A	\$80.00 80.00-80.00	90HP 90-90	8 feet 8-8	U/A

CUSTOM PLANTING (Application ONLY, NO materials)	Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hrs*
Prepare Seed Bed and Plant: <u>Plow, roller harrow, level</u> <u>corrugate, and drill</u> _____ \$/A	U/A	\$77.70 68.50-100.00	155HP 150-160	U/A	U/A
Plant Grains: <u>Barley/oats/wheat (no materials)</u> _____ \$/A	\$8.00 8.00-8.00	\$10.81 6.00-15.00	157Hp 100-260	20 feet 12-41	75 5-200
Plant Grass: <u>Mixed grasses (CRP Acres)</u> _____ \$/A	\$9.50 8.00-12.00	\$11.33 7.00-15.00	103HP 80-125	16 feet 8-24	100 100-100
Plant Corn: <u>Plant only</u> _____ \$/A	U/A	\$11.93 8.00-15.00	128HP 100-160	9 rows 6-16	70 10-150
<u>Plant plus one chemical</u> _____ \$/A	U/A	\$12.71 10.00-17.00	130HP 100-160	7 rows 6-8	35 10-60
<u>Plant plus two chemicals</u> _____ \$/A	U/A	\$14.63 12.00-18.50	160HP 160-160	U/A	U/A
Plant Beans: <u>Plant only</u> _____ \$/A	U/A	\$12.00 8.00-15.00	160HP 160-160	U/A	110 110-110
<u>Plant plus two chemicals</u> _____ \$/A	U/A	\$14.13 12.00-17.50	160HP 160-160	8 rows 8-8	U/A
Plant Sugar Beets: <u>Plant only</u> _____ \$/A	U/A	\$16.50 8.00-25.00	163HP 160-165	12 rows 12-12	73 60-85
<u>Plant plus two chemicals</u> _____ \$/A	U/A	\$19.33 12.00-30.00	160HP 160-160	U/A	U/A
Ridge: Apply two chemicals _____ \$/A	U/A	\$11.75 3.50-20.00	30HP 30-30	12 rows 12-12	100 100-100

* Average rate reported/range of rates reported

FERTILIZER APPLICATORS (Application ONLY, NO materials)		Dryland areas*	Irrigated areas*
Dry Fertilizer:			
<u>Self-propelled unit, rig rent only</u>	<u>\$/A</u>	U/A	\$3.75 3.00-4.50
<u>Truck spreader, dealer applies</u>	<u>\$/A</u>	\$2.95 2.95-2.95	\$3.29 3.00-3.75
<u>Self-propelled flotation unit, dealer applies</u>	<u>\$/A</u>	\$3.48 2.95-4.00	\$3.88 3.00-4.75
Liquid Fertilizer:			
<u>Pull-type sprayer, rig rent only</u>	<u>\$/A</u>	U/A	U/A
<u>Truck sprayer, dealer applies</u>	<u>\$/A</u>	U/A	\$3.75 3.50-4.00
<u>Self-propelled floatation unit, dealer applies</u>	<u>\$/A</u>	\$4.00 4.00-4.00	\$3.88 3.50-4.00
<u>Spray on fertilizer and incorporate</u>	<u>\$/A</u>	U/A	\$7.50 7.50-7.50
Shank in Anhydrous:			
<u>Rig rent only</u>	<u>\$/A</u>	U/A	\$5.00 5.00-5.00
<u>Tractor, rig and operator</u>	<u>\$/A</u>	U/A	\$5.75 5.75-5.75
<u>Sidedress, complete job</u>	<u>\$/A</u>	U/A	\$5.75 5.75-5.75
<u>And spray on herbicide with disk incorporate</u>	<u>\$/A</u>	U/A	U/A
Shank in Liquid Fertilizer and Fumigant:			
<u>Rig rent only</u>	<u>\$/A</u>	U/A	U/A
<u>Rig and operator</u>	<u>\$/A</u>	U/A	\$10.50 10.50-10.50
Tank and Injector Pump (Irrigation Systems):			
<u>Rent for season</u>	<u>\$/Season</u>	U/A	U/A
<u>Rent per ton of fertilizer</u>	<u>\$/T</u>	U/A	U/A
<u>Rent for pump only</u>	<u>\$/Season</u>	U/A	\$35.00 35.00-35.00
Delivery: <u>Varies by distance to location</u>	<u>\$/T</u>	U/A	U/A

CHEMICAL APPLICATORS (Application ONLY, NO materials)		Dryland areas*	Irrigated areas*
Ground Spraying Operations:			
<u>Herbicide, pre- or post-emergence</u>	<u>\$/A</u>	\$3.00 2.00-4.00	\$3.85 2.00-5.00
<u>Herbicide, application and incorporation</u>	<u>\$/A</u>	U/A	\$5.75 4.00-7.50
<u>Insecticide, application only</u>	<u>\$/A</u>	\$3.00 2.00-4.00	\$4.25 2.00-7.00
<u>Truck, sprayer, 2 men, roadsides, ditches</u>	<u>\$/Hour</u>	\$29.50 10.00-42.00	\$29.50 10.00-42.00
<u>Ground rig rental, pull type</u>	<u>\$/A</u>	U/A	U/A

* Average rate reported/range of rates reported

CHEMICAL APPLICATORS (Application ONLY, NO materials) continued

		Dryland areas*	Irrigated areas*
Aerial Spraying Operations - Fixed Wing Aircraft:		\$4.30	\$5.16
<u>Herbicide, insecticide, fungicides, defoliant - 1 gal carrier/A</u>	<u>\$/A</u>	3.95-5.00	4.15-7.00
<u>Herbicide, insecticide, fungicides, defoliant - 2 gal carrier/A</u>	<u>\$/A</u>	\$4.72 4.15-5.50	\$5.13 5.00-5.50
<u>Herbicide, insecticide, fungicides, defoliant - 3 gal carrier/A</u>	<u>\$/A</u>	\$5.50 5.00-6.00	\$6.00 6.00-6.00
<u>Herbicide, insecticide, fungicides, defoliant - 5 gal carrier/A</u>	<u>\$/A</u>	\$6.67 6.00-7.00	\$7.13 7.00-7.50
Spray sagebrush:		\$9.08	U/A
<u>Guarantee kill, 80% diesel carrier, up to 249 acres</u>	<u>\$/A</u>	4.15-14.00	U/A
<u>Guarantee kill, 80% diesel carrier, 250 to 499 acres</u>	<u>\$/A</u>	\$13.75 13.75-13.75	U/A
<u>Guarantee kill, 80% diesel carrier, 500 to 749 acres</u>	<u>\$/A</u>	\$13.50 13.50-13.50	U/A
<u>Guarantee kill, 80% diesel carrier, 750 to 1000 acres</u>	<u>\$/A</u>	\$13.28 13.28-13.28	U/A
<u>Guarantee kill, 80% diesel carrier, over 1000 acres</u>	<u>\$/A</u>	\$13.20 13.20-13.20	U/A
<u>Guarantee kill, 70% water carrier, up to 199 acres</u>	<u>\$/A</u>	\$13.00 13.00-13.00	U/A
<u>Guarantee kill, 70% water carrier, 200 to 399 acres</u>	<u>\$/A</u>	\$12.75 12.75-12.75	U/A
<u>Guarantee kill, 70% water carrier, 400 to 599 acres</u>	<u>\$/A</u>	\$12.45 12.45-12.45	U/A
<u>Guarantee kill, 70% water carrier, 600 to 799 acres</u>	<u>\$/A</u>	\$12.20 12.20-12.20	U/A
<u>Guarantee kill, 70% water carrier, 800 to 999 acres</u>	<u>\$/A</u>	\$12.00 12.00-12.00	U/A
<u>Guarantee kill, 70% water carrier, over 1000 acres</u>	<u>\$/A</u>	\$11.88 11.88-11.88	U/A
<u>Insect control- mosquitoes and leaf hoppers, low volume</u>	<u>\$/A</u>	\$1.67 1.00-3.00	\$3.00 3.00-3.00
<u>Insect control- mosquitoes and leaf hoppers, large jobs by bid</u>	<u>\$/A</u>	\$0.93 0.80-1.00	\$1.00 1.00-1.00
<u>Insect control- grasshoppers</u>	<u>\$/A</u>	\$2.58 0.80-3.95	\$3.73 3.00-4.25
<u>Spray farmsteads, several farmsteads per trip</u>	<u>\$/Farmstead</u>	\$100.00 100.00-100.00	\$100.00 100.00-100.00
<u>Custom charter- pilot and plane, large aircraft</u>	<u>\$/Hour</u>	\$185.00 185.00-185.00	U/A
<u>Custom charter- pilot and plane, medium aircraft</u>	<u>\$/Hour</u>	\$140.00 140.00-140.00	U/A
<u>Custom charter- pilot and plane, small aircraft</u>	<u>\$/Hour</u>	\$86.67 75.00-100.00	\$75.00 75.00-75.00
<u>Custom charter- pilot and plane</u>	<u>\$/Air Mile</u>	\$0.60 0.60-0.60	U/A

* Average rate reported/range of rates reported

CONTRACT CROP LABOR

Weeding Operations:	
Beets, owner supplies hoes	\$/A
Beans, owner supplies hoes	\$/A
Thinning Operations:	
Beets, owner supplies hoes	\$/A

Dryland areas*	Irrigated areas*
U/A	\$21.63 9.00-40.00
U/A	U/A
U/A	\$40.00 40.00-40.00

MACHINERY AND EQUIPMENT RENTAL

Tractor Rental:	
40-60 HP tractor only	\$/Hour
	\$/HP-hour
70-90 HP tractor only	\$/Hour
	\$/HP-hour
100-125 HP tractor only	\$/Hour
	\$/HP-hour
130-150 HP tractor only	\$/Hour
	\$/HP-hour
160-200 HP tractor only	\$/Hour
	\$/HP-hour
Over 200 HP tractor only	\$/Hour
	\$/HP-hour
Equipment Rental:	
Moldboard plow, 2-way, 4-18"	\$/A
Switch plow, 5-18"	\$/A
Disk, tandem, 25'	\$/A
Field cultivator, 25'	\$/A
Roller harrow, 25'	\$/A
Land plane, pull type, 20'	\$/A
Grain drill, 24'	\$/A
Swather, self-propelled, 14'	\$/Hour
Round baler, 1,000 Lb	\$/Bale
Combine, 180 Bu, 24' header	\$/Hour

Dryland areas*	Irrigated areas*
\$8.83 8.00-9.50	\$10.58 8.00-15.00
\$0.18 0.17-0.20	\$0.18 0.17-0.20
\$12.58 10.00-14.00	\$16.29 10.00-35.00
\$0.18 0.17-0.20	\$0.18 0.17-0.20
\$16.33 12.00-19.00	\$20.00 12.00-35.00
\$0.18 0.17-0.20	\$0.18 0.17-0.20
\$20.00 15.00-22.50	\$25.30 15.00-45.00
\$0.18 0.17-0.20	0.18 0.17-0.20
\$23.75 16.00-29.25	\$36.81 28.00-60.00
\$0.17 0.15-0.20	\$0.17 0.15-0.20
\$32.00 32.00-32.00	\$32.00 32.00-32.00
\$0.18 0.17-0.20	\$0.18 0.17-0.20
U/A	\$6.00 6.00-6.00
U/A	\$6.00 6.00-6.00
\$7.00 7.00-7.00	\$8.17 5.00-12.50
U/A	\$8.75 5.00-12.50
U/A	\$9.75 7.00-12.50
U/A	\$9.50 7.00-12.00
\$4.00 4.00-4.00	\$7.75 7.00-8.50
\$12.00 12.00-12.00	\$20.17 8.50-40.00
\$4.00 4.00-4.00	\$5.33 4.00-8.00
\$95.00 85.00-100.00	\$100.00 100.00-100.00

* Average rate reported/range of rates reported

CUSTOM HARVESTERS	Rate for dryland areas *	Rate for irrigated areas *	Size of power unit *	Size of implement *	Acres per 10 hrs *
Hay Harvesting:	\$8.67	\$11.82	87HP	14 feet	36
<u>Swath only, with conditioner</u> \$/A	8.00-10.00	7.50-20.00	65-100	12-16	3-75
Small square bales - Farm Areas:	\$0.30	\$0.37	90HP	14X18X37	6
<u>Bale only, includes wire/twine</u> \$/Bale	0.30-0.30	0.25-0.50	70-110		6-6
<u>Bale only, includes wire/twine</u> \$/T	U/A	\$13.04 9.30-18.00	98HP 80-110	14X18X37	50 50-50
<u>Swath, bale and stack, incl. wire</u> \$/T	U/A	\$33.50 27.50-45.00	105HP 100-110	14X18X37	U/A
<u>Stack only, in field or short hauls</u> \$/Bale	\$0.25 0.25-0.25	\$0.29 0.25-0.35	100HP 100-100	14X18X37	U/A
Small square bales - Ranch Areas:	\$0.25	\$0.42	U/A	14X18X37	U/A
<u>Bale only, includes wire/twine</u> \$/Bale	0.25-0.25	0.25-0.50			
<u>Bale only, includes wire/twine</u> \$/T	U/A	\$15.38 12.50-20.00	100HP 100-100	14X18X37	U/A
<u>Swath, bale and stack, incl. wire</u> \$/T	U/A	\$34.88 27.50-45.00	100HP 100-100	14X18X37	U/A
<u>Stack only, in field or short hauls</u> \$/Bale	\$0.25 0.25-0.25	\$0.33 0.25-0.50	U/A	14X18X37	U/A
Round bales, includes twine:	\$9.67	\$10.17	65HP	U/A	U/A
<u>Bale only, 1,000-1,200# bales</u> \$/T	2.00-19.00	2.00-15.00	65-65		
<u>Combine 2 windrows and bale</u> \$/T	\$16.70 16.70-16.70	\$12.00 3.00-18.00	U/A	U/A	U/A
<u>Swath, bale and stack, includes twine, short hauls</u> \$/T	\$28.00 28.00-28.00	\$32.50 27.50-36.00	U/A	U/A	U/A
<u>Stack only, short hauls</u> \$/T	\$4.25 4.25-4.25	\$4.20 3.40-5.00	U/A	U/A	U/A
Big rectangular bales, includes wire:	\$21.15	\$12.58	145HP	U/A	88
<u>Bale only</u> \$/T	21.15-21.15	6.00-23.00	125-165		88-88
<u>Combine 2 windrows and bale</u> \$/T	\$30.00 30.00-30.00	\$18.00 13.00-26.00	U/A	U/A	U/A
<u>Swath, bale and stack, short hauls</u> \$/T	U/A	U/A	U/A	U/A	U/A
<u>Stack only, short hauls</u> \$/T	\$4.70 4.70-4.70	\$4.00 4.00-4.00	U/A	U/A	U/A
Cube hay:	U/A	\$23.33 21.00-25.00	212HP 212-212	U/A	20 20-20
<u>Cube from windrow, owner hauls</u> \$/T					
<u>Cube windrows, short haul and pile</u> \$/T	U/A	\$27.50 27.00-28.00	U/A	U/A	U/A
Chop hay:	U/A	\$45.00 45.00-45.00	350HP 350-350	16 feet 16-16	40 40-40
<u>Chop only, dry hay, owner hauls</u> \$/T					
<u>Swath, chop, short haul, 70% moist</u> \$/T	U/A	\$6.50 6.50-6.50	U/A	U/A	U/A
<u>Green chop and short haul</u> \$/T	U/A	\$25.00 5.00-45.00	U/A	16 feet 16-16	40 40-40
Loose hay:	U/A	\$5.00 5.00-5.00	U/A	U/A	150 150-150
<u>Swath, rake, sweep and stack</u> \$/T					

* Average rate reported/range of rates reported

CUSTOM HARVESTERS (continued)		Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hrs*
Small Grain Harvesting:		\$9.00	\$12.00	80HP	15 feet	150
<u>Swath, highest rates for small jobs</u>	\$/A	8.00-10.00	6.00-20.00	70-90	12-18	150-150
<u>Thresh, barley/wheat/oats, low yield</u>	\$/A	\$12.25 12.00-13.00	\$18.86 12.00-30.00	157HP 70-240	21 feet 14-21	110 100-120
<u>Thresh, barley/wheat/oats, high yield</u>	\$/A	\$13.50 12.00-15.00	\$21.54 12.00-35.00	165HP 70-240	21 feet 14-25	77 50-100
<u>Bale straw, small squares, incl. wire</u>	\$/A	\$6.00 6.00-6.00	\$15.00 10.00-20.00	110HP 110-110	U/A	U/A
<u>Bale straw, large rectangular, incl. wire</u>	\$/A	U/A	\$10.75 10.00-11.50	U/A	U/A	U/A
<u>Stack straw, small square bales</u>	\$/T	\$10.00 10.00-10.00	\$10.00 10.00-10.00	110HP 110-110	U/A	U/A
<u>Haul barley/wheat/oats, up to 12 miles</u>	\$/T	\$5.00 4.00-6.00	\$5.00 5.00-5.00	U/A	U/A	U/A
Dry Bean Harvesting, owner hauls:		U/A	\$23.58 22.17-25.00	190HP 190-190	U/A	U/A
<u>Thresh from windrows</u>	\$/A					
Sugar Beet Harvesting:		\$5.00 5.00-5.00	\$5.00 5.00-5.00	U/A	U/A	U/A
<u>Top/lift/load/short hauls</u>	\$/T					
<u>Haul only, short hauls</u>	\$/T	U/A	\$4.13 2.25-6.00	U/A	U/A	U/A
<u>Haul only, longer hauls</u>	\$/T	U/A	\$7.38 2.75-12.00	U/A	U/A	U/A
Corn Harvesting, owner hauls and packs:		U/A	\$33.70 2.40-65.00	345HP 290-400	6 row 6-6	50 50-50
<u>Chop only, owner hauls and packs</u>	\$/A					
<u>Chop and short haul, owner packs</u>	\$/T	U/A	\$4.00 3.75-4.25	288HP 175-400	5 row 5-5	50 50-50
<u>Earlage chop, s.pplld unit, 6-8 T/A</u>	\$/A	U/A	U/A	U/A	U/A	U/A
<u>Haul silage to pit, 5-10 miles</u>	\$/T	U/A	\$1.96 1.30-2.90	U/A	U/A	U/A
<u>Pick grain with dump wagon</u>	\$/A	U/A	U/A	U/A	U/A	U/A
<u>Thresh only, owner hauls</u>	\$/A	U/A	\$22.67 20.00-25.00	222HP 190-240	7 row 6-8	72 50-100
<u>Thresh and short haul</u>	\$/T	U/A	\$7.15 7.15-7.15	U/A	8 row 8-8	100 100-100

* Average rate reported/range of rates reported

CUSTOM HAULING

		Dryland areas*	Irrigated areas*
Hay Hauling:			
<u>Small square bales:</u>			
<u>Under 50 miles</u>	\$/T	\$17.50 15.00-20.00	\$15.00 15.00-15.00
<u>50-100 miles</u>	\$/T	\$20.00 20.00-20.00	\$20.00 20.00-20.00
<u>Semi-truck & trailer</u>	\$/Loaded-mile	\$1.25 1.25-1.25	U/A
<u>Large rectangular bales:</u>			
<u>Under 50 miles</u>	\$/T	\$8.00 6.00-10.00	\$10.00 10.00-10.00
<u>50-100 miles</u>	\$/T	\$14.00 8.00-20.00	\$20.00 20.00-20.00
<u>Semi-truck and trailer</u>	\$/Loaded-mile	\$1.55 1.25-1.90	2.33 1.50-3.00
<u>Hay cubes:</u>			
<u>Under 50 miles</u>	\$/Loaded-mile	\$6.00 6.00-6.00	\$6.00 6.00-6.00
<u>50-100 miles</u>	\$/Loaded-mile	U/A	\$2.50 2.50-2.50
<u>Straw bales, any type:</u>			
<u>Under 50 miles</u>	\$/T	\$15.00 15.00-15.00	\$17.50 15.00-20.00
<u>50-100 miles</u>	\$/T	\$20.00 20.00-20.00	\$20.00 20.00-20.00
Small Grain Hauling:			
<u>Tandem axle, under 10 miles</u>	\$/Bu	\$0.12 0.12-.012	U/A
<u>Tandem axle, 10-20 miles</u>	\$/Bu	\$0.14 0.14-0.14	U/A
<u>Semi-truck and trailer, under 50 miles</u>	\$/Loaded-mile	\$3.13 1.25-5.00	U/A
<u>Semi-truck and trailer, over 50 miles</u>	\$/Loaded-mile	\$1.40 1.00-1.95	\$2.50 2.50-2.50
Sugar Beet Re-Hauling:			
<u>10-49 miles</u>	\$/T	\$6.00 6.00-6.00	U/A
<u>50-100 miles</u>	\$/T	\$11.00 11.00-11.00	U/A
Corn Silage Hauling: Short hauls	\$/T	\$6.00 6.00-6.00	\$1.21 0.75-1.80
Trucks with Drivers: Tandem axle, beets, silage or haylage	\$/Hour	U/A	\$32.00 6.00-45.00
Livestock Hauling: Within Wyoming	\$/Loaded-mile	\$1.98 1.95-2.00	\$1.33 1.00-2.00

* Average rate reported/range of rates reported

CUSTOM FEEDING

		Dryland areas*	Irrigated areas*
Cattle Feeding - Calves Less Than 600 Pounds:			
<u>Charge for feed</u>	\$/Pound Gain	U/A	\$0.555 0.55-0.56
<u>Charge for veterinary and medicine</u>	\$/Pound Gain	\$0.0275 0.0275-0.0275	\$0.0275 0.0275-0.0275
<u>Yardage/processing charges</u>	\$/Day	U/A	\$0.20 0.10-0.25
Cattle Feeding - Feeders over 600 Pounds:			
<u>Charge for feed</u>	\$/Pound Gain	U/A	\$0.485 0.42-0.55
<u>Charge for veterinary and medicine</u>	\$/Pound Gain	\$0.0275 0.0275-0.0275	\$0.0275 0.0275-0.0275
<u>Yardage/processing charges</u>	\$/Day	U/A	\$0.25 0.25-0.25
Winter Range-Type Cows:			
<u>Charge for feed</u>	\$/Head	U/A	\$0.6317 0.50-0.95
<u>Charge for calving</u>	\$/Head	U/A	\$22.50 20.00-25.00
<u>Charge for veterinary and medicine</u>	\$/Head	U/A	\$0.0275 0.0275-0.0275
Winter Range-Type Heifers:			
<u>Charge for feed</u>	\$/Head	U/A	\$0.585 0.585-0.585
<u>Charge for calving</u>	\$/Head	U/A	\$25.00 20.00-30.00
<u>Charge for veterinary and medicine</u>	\$/Head	U/A	\$0.0275 0.0275-0.0275

LABORATORY ANALYSIS

		Dryland areas*	Irrigated areas*
Soil Tests:			
<u>Nematode count</u>	\$/Sample	U/A	\$15.00 15.00-15.00
<u>Basic N-P-K analysis</u>	\$/Sample	U/A	\$18.33 15.00-20.00
<u>Basic + minor elemental analysis</u>	\$/Sample	U/A	\$28.00 26.00-30.00
<u>Elements, pH, organic matter, soluble salts, texture, CEC</u>	\$/Sample	U/A	\$30.00 30.00-30.00
<u>Plant Tissue: complete analysis</u>	\$/Sample	U/A	U/A
Feed/Roughage Analysis:			
<u>Moisture, phosphorus, calcium, crude protein</u>	\$/Sample	\$17.83 13.50-25.00	\$14.50 14.00-15.00
<u>Complete analysis</u>	\$/Sample	\$25.00 25.00-25.00	\$19.25 13.50-25.00

* Average rate reported/range of rates reported

AUCTION YARD

	Feed* \$/Head	Health* \$/Head	Brand inspect* \$/Head	Insur- ance* \$/Head	Com- mission* \$/Head	Yard- age* \$/Head	Check- off* \$/Head	Total cost* \$/Head
Calves under 300 lb	\$0.93 0.50-1.50	\$0.22 0.20-0.25	\$0.80 0.40-1.00	\$0.16 0.13-0.22	\$6.95 3.00-9.25	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$5.98 5.00-6.95
Cattle over 300 lb	\$1.50 1.00-2.50	\$0.22 0.20-0.25	\$0.80 0.40-1.00	\$0.16 0.13-0.22	\$7.50 4.00-10.00	\$1.30 1.00-2.50	\$1.00 1.00-1.00	\$7.73 6.95-8.50
Regist- ered bulls	\$2.07 1.00-3.00	\$0.22 0.20-0.25	\$0.80 0.40-1.00	\$0.13 0.05-0.22	\$31.50 13.00-60.00	\$1.80 1.00-4.00	\$1.00 1.00-1.00	\$27.50 25.00-30.00
Beef bulls	\$2.07 1.00-3.00	\$0.22 0.20-0.25	\$0.80 0.40-1.00	\$0.16 0.13-0.22	\$16.50 10.00-20.00	\$1.80 1.00-4.00	\$1.00 1.00-1.00	\$16.50 15.00-18.00
Cows	\$1.75 1.00-3.00	\$0.48 0.20-1.00	\$0.53 0.20-1.00	\$0.16 0.13-0.22	\$12.21 6.50-22.50	\$1.40 1.00-3.00	\$1.00 1.00-1.00	\$9.96 8.85-11.50
Stock- bred cows	\$1.50 1.00-2.00	\$0.20 0.20-0.20	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$15.25 1.40-16.50	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$12.95 12.00-13.90
Cow/ calf pairs	\$1.50 1.00-2.00	\$0.20 0.20-0.20	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$17.75 17.50-18.00	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$16.38 15.00-17.75
Breeding hogs	\$1.01 0.50-2.00	\$0.18 0.15-0.20	\$1.00 1.00-1.00	\$0.18 0.13-0.22	\$6.00 2.00-9.00	\$0.67 0.50-1.00	—	\$5.00 5.00-5.00
Market hogs	\$1.01 0.50-2.00	\$0.18 0.15-0.20	\$1.00 1.00-1.00	\$0.18 0.13-0.22	\$3.58 2.00-4.75	\$0.67 0.50-1.00	—	\$3.50 3.25-3.75
Sheep	\$0.52 0.30-1.00	\$0.15 0.10-0.20	\$0.47 0.20-1.00	\$0.15 0.07-0.22	\$2.38 1.25-3.00	\$0.67 0.50-1.00	—	\$2.00 1.75-2.50
Horses	\$2.55 1.00-3.00	\$0.60 0.20-1.00	\$1.00 1.00-1.00	\$0.18 0.13-0.22	\$9.00 3.00-14.00	\$3.00 1.00-5.00	—	U/A

* Average rate reported/range of rates reported

CUSTOM SHEARING

		Dryland areas *	Irrigated areas *
Farm Flocks:		\$2.43	\$2.43
Shear ewes, owner ties and bags	\$/Head	2.35-2.50	2.35-2.50
Shear rams, owner ties and bags	\$/Head	\$4.85	\$4.70
		4.70-5.00	4.70-4.70
Shear ewes, tie and bag	\$/Head	\$2.50	\$2.40
		2.50-2.50	2.30-2.50
Shear rams, tie and bag	\$/Head	\$4.85	\$4.77
		4.70-5.00	4.60-5.00
Shear feedlot lambs, tie and bag	\$/Head	\$2.00	\$2.00
		2.00-2.00	2.00-2.00
Range Operations:		\$3.00	\$1.60
Shear ewes, owner ties and bags	\$/Head	3.00-3.00	1.60-1.60
Shear rams, owner ties and bags	\$/Head	\$5.00	U/A
		5.00-5.00	
Shear ewes, tie and bag	\$/Head	\$3.00	U/A
		3.00-3.00	
Shear rams, tie and bag	\$/Head	\$5.00	U/A
		5.00-5.00	
Tag and Face Clip Lambs:	\$/Head	\$0.50	\$0.50
		0.50-0.50	0.50-0.50
Tag Ewes:	\$/Head	\$0.68	\$0.68
		0.68-0.68	0.68-0.68

FEED PROCESSORS (Process ONLY, NO materials included)

		Dryland areas *	Irrigated areas *
Grind Hay:		\$4.00	\$10.00
Tractor + tub-grinder, operator, hay owner feeds grinder	\$/T	4.00-4.00	10.00-10.00
Tractor + tub-grinder and operator, loader tractor and operator	\$/T	U/A	\$10.00
			10.00-10.00
Grinder only	\$/T	U/A	U/A
Cubes into Range Cake:		\$30.00	U/A
Bulk processing	\$/T	30.00-30.00	
Sacked, includes paper sack	\$/T	\$55.00	U/A
		55.00-55.00	
Alfalfa Pelleting: bulk processing	\$/T	U/A	U/A
Small Grains:		\$18.00	\$20.00
Steam and roll, bulk processing	\$/T	16.00-20.00	20.00-20.00
Grind, bulk processing	\$/T	\$18.00	\$20.00
		16.00-20.00	20.00-20.00

* Average rate reported/range of rates reported

SEED CLEANERS

		Dryland areas*	Irrigated areas*
Barley, Wheat or Oats:			
<u>Clean only, bulk processing</u>	\$/Cwt	\$0.96 0.70-1.25	\$0.98 0.70-1.25
<u>Clean and sack, includes sacks</u>	\$/Cwt	\$2.00 1.50-2.50	\$2.00 1.50-2.50
<u>Clean and treat, bulk processing</u>	\$/Cwt	\$2.50 2.00-3.00	\$2.50 2.00-3.00
<u>Clean, treat, and sack, includes sacks</u>	\$/Cwt	\$3.13 2.00-4.25	\$3.13 2.00-4.25
Dry Beans:			
<u>Clean, bulk processing</u>	\$/Cwt	U/A	U/A
<u>Clean and sack, includes sacks</u>	\$/Cwt	U/A	U/A
Grass Seed: cleaning, based on "uncleaned" weight	\$/Cwt	U/A	U/A

CUSTOM STORAGE

		Dryland areas*	Irrigated areas*
Barley or Wheat:			
<u>By the day</u>	\$/Bu/Day	\$0.0010 0.0010-0.0010	\$0.0010 0.0010-0.0010
<u>By the month</u>	\$/Bu/Month	\$0.0790 0.0150-0.24	\$0.0467 0.03-0.06

WELDING SERVICES

		Dryland areas*	Irrigated areas*
"In-shop" Welding Jobs:			
<u>Small to medium jobs</u>	\$/Hour	\$34.31 25.00-45.00	\$33.00 25.00-40.00
<u>Large jobs</u>	\$/Hour	\$34.54 25.00-50.00	\$33.90 25.00-50.00
"In-the-field" Welding Jobs:			
<u>Small to medium jobs</u>	\$/Hour	\$44.67 35.00-60.00	\$43.60 35.00-60.00
<u>Large jobs</u>	\$/Hour	\$43.58 35.00-60.00	\$42.00 35.00-60.00

* Average rate reported/range of rates reported

EXCAVATION WORK

	Dryland areas*	Irrigated areas*
CAT/Dozer and Operator:	\$57.68	\$55.23
<u>Small machine, up to 50 HP</u> \$/Hour	45.00-65.00	45.00-60.70
<u>Medium machine, 75 to 150 HP</u> \$/Hour	\$83.95 70.00-100.00	\$77.16 50.00-100.00
<u>Large machine, over 160 HP</u> \$/Hour	\$138.15 125.00-151.30	\$138.15 125.00-151.30
Power Unit, Scraper, and Operator:	\$65.50	\$69.00
<u>Small machine, up to 9 cubic yards</u> \$/Hour	65.00-66.00	65.00-80.00
<u>Medium machine, 10 to 15 cubic yards</u> \$/Hour	\$91.25 75.00-125.00	\$96.67 75.00-125.00
<u>Large machine, over 15 cubic yards</u> \$/Hour	\$126.70 90.00-163.40	\$126.70 90.00-163.40
Backhoe and Operator:	\$44.11	\$43.38
<u>Small machine</u> \$/Hour	35.00-50.00	35.00-50.00
<u>Medium machine</u> \$/Hour	\$57.29 30.00-85.00	\$50.52 30.00-80.00
<u>Large machine</u> \$/Hour	\$100.00 80.00-125.00	\$125.00 125.00-125.00
Earth Moving: generally by bid \$/Yard	\$1.35 1.35-1.35	\$1.35 1.35-1.35
Front Loader and Operator:	\$53.05	\$45.00
<u>Small and medium</u> \$/Hour	30.00-65.00	30.00-65.00
<u>Large</u> \$/Hour	\$72.00 55.00-90.00	\$80.00 70.00-90.00
Road Patrol and Operator:	\$52.27	\$52.27
<u>Small to medium</u> \$/Hour	45.00-56.80	45.00-56.80
<u>Large</u> \$/Hour	\$70.17 60.50-75.00	\$67.75 60.50-75.00
Dragline and Operator: Small \$/Hour	\$80.90 65.00-96.80	\$80.90 65.00-96.80
Small CAT/Dozer with Ripper and Operator: To lay water line \$/Hour	\$55.60 46.20-65.00	\$55.60 46.20-65.00
Trencher:	\$37.50	\$37.50
<u>Small</u> \$/Hour	25.00-50.00	25.00-50.00
<u>Medium</u> \$/Hour	\$104.70 59.40-150.00	\$104.70 59.40-150.00
Tractor, Ditcher, Slip, Form and Operator: Concrete ditches \$/Hour	U/A	U/A
Winch Truck with Gin Poles: \$/Hour	\$65.58 50.00-85.00	\$61.70 50.00-75.00

* Average rate reported/range of rates reported

FARRIER SERVICES

		Dryland areas*	Irrigated areas*
Riding Horses:		\$16.00	\$15.25
Trim	\$/Head	10.00-20.00	10.00-20.00
Shoe, includes shoes	\$/Head	\$40.50 28.00-50.00	\$36.33 28.00-45.00
Reset shoes	\$/Head	\$37.80 24.00-45.00	\$34.75 24.00-40.00
Broncs: Shoe, includes shoes	\$/Head	\$45.00 45.00-45.00	\$50.00 45.00-55.00
Draft Horses: Shoe, includes shoes	\$/Head	\$92.50 65.00-120.00	\$65.00 65.00-65.00
Race Horses: Shoe, includes shoes	\$/Head	\$52.50 50.00-55.00	\$55.00 55.00-55.00

APIARY SERVICES

		Dryland areas*	Irrigated areas*
Fee Paid to Landlord for Bee Yard:	Gallons of Honey/Bee Yard	3.0 2.0-4.0	3.5 3.0-4.0
Fee Paid to Landlord for Bee Yard:	Pounds of Honey/Bee Yard	48.0 48.0-48.0	48.0 48.0-48.0

* Average rate reported/range of rates reported

CUSTOM FENCING (does not include clearing lines or materials)

Fence Building:	
<u>Labor only</u>	<u>\$/Hour</u>
<u>Wooden braces, steel/wooden posts, 4 barbed wires (usually by bid):</u>	
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>
<u>Rough terrain</u>	<u>\$/Mile</u>
<u>Wooden braces, steel/wooden posts, 36" woven wire (usually by bid):</u>	
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>
<u>Rough terrain</u>	<u>\$/Mile</u>
<u>Suspension fence, steel/wooden posts (usually by bid):</u>	
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>
<u>Rough terrain</u>	<u>\$/Mile</u>
Fence Repair: Two men, equipment (no materials)	\$/Hour

	Dryland areas*	Irrigated areas*
	\$23.33 10.00-32.00	\$23.33 10.00-32.00
	\$6,960.00 5,000.00-10,560.00	\$6,765.00 4,500.00-10,560.00
	\$11,730.00 5,800.00-21,120.00	\$13,706.67 10,000.00-21,120.00
	\$8,875.00 6,800.00-13,200.00	\$8,875.00 6,800.00-13,200.00
	\$14,945.00 7,900.00-25,080.00	\$17,293.33 11,800.00-25,080.00
	\$5,300.00 4,000.00-6,600.00	\$5,300.00 4,000.00-6,600.00
	\$11,010.00 7,500.00-14,520.00	\$11,010.00 7,500.00-14,520.00
	\$50.00 35.00-60.00	\$50.00 35.00-60.00

MISCELLANEOUS

Load and Spread Manure:	
<u>Load only</u>	<u>\$/Hour</u>
<u>Load and short haul</u>	<u>\$/Hour</u>
Snow Removal:	<u>\$/Hour</u>
Clip with Swather: Conservation Reserve Seedings	<u>\$/A</u>
Transplant Trees: Tree-spade, up to 1900 lb dirt ball	<u>\$/Hour</u>
Auctioneer Services:	
<u>By the hour</u>	<u>\$/Hour</u>
<u>Percent of sales</u>	<u>Percentage of Gross Sales</u>
Hazardous Waste Clean-Up and Handling:	
<u>Includes all materials (usually by bid)</u>	<u>\$/Hour</u>

	Dryland areas*	Irrigated areas*
	U/A	\$40.00 40.00-40.00
	U/A	\$50.00 50.00-50.00
	\$59.10 30.00-75.00	\$66.83 60.50-75.00
	\$8.00 7.00-9.00	\$7.00 7.00-7.00
	U/A	U/A
	U/A	U/A
	U/A	3.5% 1.0-6.0
	\$75.00 75.00-75.00	\$75.00 75.00-75.00

* Average rate reported/range of rates reported