

2004
FARM CUSTOM-WORK RATE GUIDE
for the
SHENANDOAH VALLEY

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JOB	UNIT	OVER-ALL RESULTS			AVERAGE SHENANDOAH VALLEY
		NO.	LOW	HIGH	
HAY and PASTURE					
Bush Hog (Rotary Cutter)	Acre	19	\$5.00	\$35.00	\$17.71
	Hour	30	\$15.00	\$60.00	\$29.13
Mow	Acre	16	\$5.00	\$29.50	\$11.22
	Hour	6	\$15.00	\$40.00	\$23.67
Mow/Condition	Acre	37	\$5.50	\$27.50	\$11.78
	Hour	14	\$15.00	\$60.00	\$33.18
Tedder	Acre	16	\$2.50	\$15.00	\$6.09
	Hour	10	\$15.00	\$55.00	\$24.00
Rake	Acre	18	\$3.00	\$15.00	\$6.79
	Hour	10	\$10.00	\$55.00	\$26.00
Bale Small Square Bales	Bale	29	\$0.25	\$1.35	\$0.70
Bale 400-800 Lb. Large Square Bales	Bale	27	\$2.08	\$12.00	\$5.79
Bale 800 Lb. Large Round Bales	Bale	64	\$3.00	\$10.00	\$6.07
Bale 1500 Lb. Large Round Bales	Bale	41	\$5.00	\$11.00	\$7.09
Cut, Rake, Bale (Small Square Bales)	Bale	17	\$0.85	\$3.00	\$1.36
Cut, Rake, Bale (800 Lb. Large Round Bales)	Bale	18	\$10.00	\$18.00	\$12.72
Cut, Rake, Bale (1500 Lb. Large Round Bales)	Bale	10	\$8.00	\$25.00	\$13.90
Bale Wrapping (Equipment & Operator)	Bale	21	\$2.00	\$7.00	\$4.42
TILLAGE OPERATIONS					
Chisel Plow	Acre	10	\$8.75	\$24.00	\$13.78
	Hour	3	\$15.00	\$40.00	\$26.67
Subsoiling	Acre	4	\$8.50	\$24.00	\$15.63
Offset Disk	Acre	3	\$8.50	\$35.00	\$18.83
Tandem Disk	Acre	4	\$7.50	\$12.00	\$10.38
	Hour	3	\$10.00	\$40.00	\$25.00
Corn - Conventional	Acre	18	\$7.00	\$25.00	\$13.89
Corn - No-Till	Acre	41	\$6.00	\$25.00	\$13.56
Soybeans - Conventional	Acre	7	\$7.00	\$18.00	\$13.57
Soybeans - No-Till	Acre	19	\$6.00	\$20.00	\$13.63
Soybeans - Drill	Acre	8	\$7.00	\$15.00	\$11.19
Small Grain - Drill	Acre	12	\$7.50	\$15.00	\$10.69
Small Grain - No-Till	Acre	19	\$6.50	\$18.00	\$12.16
Clover and Grass Seeding-Drill	Acre	11	\$6.50	\$15.00	\$9.41
Clover and Grass Seeding No-Till	Acre	13	\$7.00	\$20.00	\$13.62

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JOB	UNIT	OVER-ALL RESULTS			AVERAGE SHENANDOAH VALLEY	
		NO.	LOW	HIGH		
GRAIN CROP HARVESTING						
Picking Corn	Acre	7	\$12.00	\$35.00	\$27.43	
Combining Corn	Acre	37	\$24.00	\$50.00	\$29.41	
	Hour	4	\$23.33	\$100.00	\$64.58	
Combining Soybeans	Acre	24	\$22.00	\$50.00	\$29.92	
Combining Small Grain	Acre	32	\$22.00	\$40.00	\$28.66	
	Hour	4	\$22.50	\$115.00	\$71.88	
Hauling Grain	Bushel	21	\$0.10	\$0.25	\$0.14	
SILAGE HARVEST						
Tractor and Harvester	Hour	6	\$45.00	\$75.00	\$58.33	
Self-Propelled Harvester	Acre	3	\$15.00	\$75.00	\$45.00	
	Hour	22	\$70.00	\$275.00	\$193.41	
Hauling Silage	\$/Ton/Mile	3	\$0.20	\$1.00	\$0.71	
	Hour	18	\$18.00	\$90.00	\$47.28	
Complete Job in Silo	Upright	Ton	3	\$4.75	\$18.00	\$9.75
		Hour	4	\$100.00	\$750.00	\$316.25
	Bag	Ton	3	\$4.00	\$8.50	\$6.50
MANURE SPREADING						
Liquid Manure Spreading (3,000 Gal. Tank)	Load	5	\$52.00	\$125.00	\$79.30	
	Hour	19	\$45.00	\$90.00	\$53.79	
Poultry Litter Spreading	Acre	5	\$7.00	\$36.00	\$20.60	
	Hour	11	\$30.00	\$65.00	\$45.23	
	Ton	31	\$2.00	\$20.00	\$9.11	
LIVESTOCK TRUCKING						
Per Head	Loaded Mile	7	\$0.07	\$1.50	\$0.51	
2 Ton Truck	Loaded Mile	13	\$1.00	\$4.00	\$2.08	
Semi-Trailer	Loaded Mile	10	\$1.90	\$3.89	\$2.24	
Gooseneck Trailer	Loaded Mile	40	\$1.00	\$5.00	\$2.02	
OTHER						
Large Bulldozer	Hour	27	\$50.00	\$115.00	\$73.67	
Small Bulldozer	Hour	19	\$25.00	\$75.00	\$50.63	
Backhoe	Hour	30	\$25.00	\$90.00	\$50.90	
Driving Posts	Post	18	\$0.50	\$6.00	\$2.17	
Digging Post Holes	Hole	8	\$1.00	\$6.00	\$2.31	
Labor for Fence Building	Hour	18	\$5.00	\$35.00	\$10.75	
	per Foot	17	\$1.00	\$2.90	\$1.59	
Lime Application	Acre	19	\$3.00	\$34.00	\$10.16	
	Ton	4	\$5.00	\$16.00	\$12.75	
Fertilizer Application	Acre	41	\$4.00	\$17.00	\$6.32	
Chemical Application (Spray)	Acre	35	\$4.00	\$17.00	\$6.61	
Sheep Shearing	Head	25	\$1.00	\$5.50	\$2.56	
EQUIPMENT RENTAL						
Bale Wrapping Machine	Bale	14	\$1.00	\$7.00	\$2.76	
Silage Bagging Machine (include 9*150 foot bag)	Bag	11	\$425.00	\$1,350.00	\$732.73	
No-Till Drill	Acre	58	\$5.00	\$11.00	\$8.04	
Litter Manure Spreader	Day	9	\$70.00	\$200.00	\$113.33	
	Ton	9	\$0.75	\$4.00	\$1.76	
Rent Tractor	75 HP	Hour	9	\$10.00	\$40.00	\$18.56
	75-100 HP	Hour	14	\$15.00	\$60.00	\$27.57
	100+ HP	Hour	16	\$20.00	\$80.00	\$33.31

Explanation:

In late 2003, the Farm Business Management Agents in the Northwest Extension District, cooperating with other Extension Agents, surveyed farmers and custom operators familiar with machinery custom-work rates in their localities. The survey instrument was prepared by the Farm Business Management Agents, mailed to farmers by participating Extension Agents in ten counties, and the 236 usable responses were tabulated and distributed to the local Extension offices by the Farm Business Management Agents.

The above table reports the job, the unit for which the charge is quoted (acre, hour, bale, etc.), the number of usable responses for each job and the average for all the quotes followed by the low and high reported quote for each job. The last column states the Shenandoah Valley average. Some quotes received were not included since they were too extreme; however, there is still a wide range of quotes for many of the reported jobs. For many jobs the quotes were "bunched" close to the reported average which gives credibility to a majority of the averages, especially where there are a large number of responses for a particular job.