

**CUSTOM RATES
FOR WYOMING FARM
AND RANCH OPERATIONS
2004-2006**

John P. Hewlett and James Sedman



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John P. Hewlett and James Sedman¹

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 tasks.

Custom work can be defined as the use of 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 services, interest on equipment investments, and operating profits. Costs for

materials such as seeds, chemicals, fertilizers, 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 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.



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 75 respondents was used to generate the 2004 to 2006 statistics. The response rate for the survey to collect data for this report was quite low. Reported values should be used with caution since many are based on the report from a single operator. Other values have been carried forward from previous reports (*Wyoming Custom Rates for Wyoming Farm and Ranch Operations, 1998-99 or 2000-02*) to fill gaps in the reported data.

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"> • 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 moldboard plowing, heavy draft-deep in irrigated areas of Wyoming was \$27.50 per acre; however, reported rates ranged from \$25 per acre to \$30.00 per acre.

Information was also 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 moldboard plowing, heavy draft-deep the average power unit reported is 192 horse power (HP) with a range of 162 to 210 HP, the average implement has eight bottoms, and the accomplishment rate averaged 53 acres per 10 hours with a range of 50 to 60 acres per 10 hours. This 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 will probably vary from those listed.

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 hours*
Subsoiling: 20" deep	\$/A	\$55.00 55.00-55.00	\$23.50 15.00-27.50	169HP 150-220	7 shanks 7-7	35 20-50
Moldboard Plow:						
Heavy draft, break sod - toughest	\$/A	\$25.00 25.00-25.00	\$34.00 26.00-45.00	246HP 160-300	7 bottoms 4-9	32 20-45
Heavy draft, turn old alfalfa	\$/A	\$25.00 25.00-25.00	\$31.00 22.00-40.00	275HP 2250-300	7 bottoms 6-9	38 30-45
Heavy draft, plow only - deep	\$/A	\$13.00 10.00-16.00	\$27.50 25.00-30.00	192HP 165-210	8 bottoms 5-10	53 50-60
Heavy draft, plow, inject nematicide	\$/A	U/A	\$18.00 18.00-18.00	U/A	U/A	U/A
Light draft, plow only	\$/A	\$20.00 20.00-20.00	\$20.00 20.00-20.00	225HP 225-225	8 bottoms 7-9	41 20-75
Chisel Plow:						
Heavy draft, 10" deep	\$/A	\$15.00 15.00-15.00	\$18.63 9.00-25.00	165HP 165-165	20 feet 20-20	70 70-70
Light draft, 10" deep	\$/A	\$17.00 17.00-17.00	\$17.50 15.00-20.00	300HP 300-300	41 feet 41-41	150 150-150
Roller Harrow:						
Plowed ground	\$/A	\$15.00 15.00-15.00	\$12.42 9.00-17.00	231HP 150-300	27 feet 24-30	100 50-150
Second time over	\$/A	\$17.50 15.00-20.00	\$9.33 7.00-15.00	205HP 120-300	24 feet 12-30	110 60-150
To corrugate small grains	\$/A	U/A	\$13.50 12.00-15.00	170HP 170-170	14 feet 14-14	70 70-70
Tool Bar: Corrugation	\$/A	U/A	\$10.33 7.00-12.00	130HP 130-130	28 feet 28-28	80 80-80
Disk:						
Tandem, toughest conditions	\$/A	\$30.00 15.00-45.00	\$16.50 15.00-18.00	160HP 160-160	22 feet 22-22	100 100-100
Tandem, stubble	\$/A	\$25.00 10.00-40.00	\$11.50 7.50-15.00	228HP 175-280	23 feet 21-26	36 11-60
Double offset, large fields	\$/A	\$25.00 10.00-40.00	\$15.00 15.00-15.00	300HP 300-300	33 feet 33-33	85 50-120
Double offset, disk sod, 38" disks	\$/A	\$55.00 55.00-55.00	\$8.00 8.00-8.00	243HP 225-260	23 feet 14-31	110 110-110
Level (float): Minimum dirt moved	\$/A	U/A	\$12.50 12.50-12.50	158HP 100-225	21 feet 15-24	70 50-90
Chisel:						
Points, 6 to 8" deep	\$/A	\$14.50 14.00-15.00	\$10.00 10.00-10.00	233HP 165-300	31 feet 20-41	70 70-70
Sweeps, 6 to 8" deep	\$/A	\$13.00 11.00-15.00	\$8.17 6.50-10.00	233HP 165-300	34 feet 27-41	120 120-120
With rodweeder, 6 to 8" deep	\$/A	\$14.00 12.00-16.00	\$9.50 7.50-12.00	233HP 165-300	35 feet 29-41	140 140-140
Field Cultivate: Depth, 6"	\$/A	\$12.50 10.00-15.00	\$10.00 10.00-10.00	195HP 165-225	33 feet 32-33	160 160-160
Rodweeder: Fallow land	\$/A	\$10.00 10.00-10.00	\$8.00 8.00-8.00	250HP 250-250	30 feet 30-30	150 150-150

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

CUSTOM TILLAGE (continued)		Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hours*
Land Plane: _____	\$/A	\$6.00 6.00-6.00	\$14.30 10.00-20.00	207HP 150-300	24 feet 24-24	105 60-150
Cultivate Corn: _____	\$/A	U/A	\$10.00 7.50-12.50	200 HP 200-200	12 rows 12-12	15 15-15
Corrugate: _____	\$/A	U/A	\$7.00 7.00-7.00	100HP 100-100	12 feet 12-12	50 50-50
Cultivate Beans: _____	\$/A	U/A	\$8.00 8.00-8.00	130HP 130-130	8 Rows 8-8	120 120-120
Cultivate Beets: <u>Early cultivation</u>	\$/A	U/A	\$10.00 10.00-10.00	130HP 130-130	8 rows 8-8	100 100-100
Cultivate Beans: <u>Late cultivation</u>	\$/A	U/A	\$8.00 8.00-8.00	130HP 130-130	8 rows 8-8	150 150-150
Noble Blade: <u>Depth, 4 to 6"</u>	\$/A	\$15.00 12.00-18.00	U/A	233HP 165-300	29 feet 25-33	160 160-160
Rototilling: <u>Depth, 4 to 6"</u>	\$/A	U/A	\$35.00 35.00-35.00	130HP 130-130	6 feet 6-6	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 hours*
Prepare Seed Bed and Plant: <u>Plow, roller harrow, level corrugate, and drill</u>	\$/A	\$66.00 66.00-66.00	\$103.33 70.00-150.00	164HP 80-225	U/A	45 45-45
Plant Grains: <u>Barley/oats/wheat (no materials)</u>	\$/A	\$12.67 11.00-15.00	\$11.17 8.00-14.00	192HP 120-300	30 feet 16-50	108 12-200
Plant Grass: <u>Mixed grasses (CRP Acres)</u>	\$/A	\$20.00 20.00-20.00	\$10.00 8.00-12.00	180HP 180-180	30 feet 30-30	80 80-80
Plant Corn: <u>Plant only</u>	\$/A	U/A	\$13.67 5.00-24.00	255HP 150-300	10 rows 8-12	10 10-10
<u>Plant plus one chemical</u>	\$/A	\$11.00 11.00-11.00	\$15.00 15.00-15.00	157HP 130-180	9 rows 8-12	100 100-100
<u>Plant plus two chemicals</u>	\$/A	U/A	\$18.00 18.00-18.00	130HP 130-130	8 rows 8-8	U/A
Plant Beans: <u>Plant only</u>	\$/A	U/A	\$12.00 12.00-12.00	145HP 130-160	10 rows 8-12	80 80-80
<u>Plant plus two chemicals</u>	\$/A	U/A	\$18.00 18.00-18.00	130HP 130-130	8 rows 8-8	U/A
Plant Sugar Beets: <u>Plant only</u>	\$/A	U/A	\$18.25 14.00-22.50	130HP 130-130	8 rows 8-8	U/A
<u>Plant plus two chemicals</u>	\$/A	U/A	\$16.00 16.00-16.00	130HP 130-130	8 rows 8-8	U/A
Ridge: <u>Apply two chemicals</u>	\$/A	U/A	\$22.50 22.50-22.50	30HP 30-30	12 rows 12-12	100 100-100

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

FERTILIZER APPLICATORS (Application ONLY, NO materials)

		Dryland areas*	Irrigated areas*
Dry Fertilizer:		\$4.50	\$4.75
<u>Self-propelled unit, rig rent only</u>	\$/A	4.50-4.50	4.50-5.00
<u>Truck spreader, dealer applies</u>	\$/A	\$3.83	\$4.58
		3.50-4.00	3.50-6.00
<u>Self-propelled floatation unit, dealer applies</u>	\$/A	\$4.55	\$5.31
		3.50-5.25	4.50-8.00
Liquid Fertilizer:		\$0.00	\$0.00
<u>Pull-type sprayer, rig rent only</u>	\$/A	0.00-0.00	0.00-0.00
<u>Truck sprayer, dealer applies</u>	\$/A	U/A	\$6.00
			4.50-8.00
<u>Self-propelled floatation unit, dealer applies</u>	\$/A	\$5.06	\$5.75
		4.25-6.25	4.50-8.00
<u>Spray on fertilizer and incorporate</u>	\$/A	U/A	\$6.50
			6.50-6.50
Shank in Anhydrous:		\$1.00	\$1.00
<u>Rig rent only</u>	\$/A	1.00-1.00	1.00-1.00
<u>Tractor, rig, and operator</u>	\$/A	\$6.00	\$6.00
		6.00-6.00	6.00-6.00
<u>Sidedress, complete job</u>	\$/A	\$6.00	\$6.00
		6.00-6.00	6.00-6.00
<u>Spray on herbicide with disk incorporate</u>	\$/A	\$8.00	\$8.00
		8.00-8.00	8.00-8.00
Shank in Liquid Fertilizer and Fumigant:		\$3.33	\$4.50
<u>Rig rent only</u>	\$/A	1.00-8.00	1.00-8.00
<u>Rig and operator</u>	\$/A	\$5.00	\$14.50
		5.00-5.00	14.50-14.50
Tank and Injector Pump (Irrigation Systems):		\$0.00	\$785.00
<u>Rent for season</u>	\$/Season	0.00-0.00	5.00-2,000.00
<u>Rent per ton of fertilizer</u>	\$/T	\$10.00	\$10.00
		0.00-20.00	0.00-20.00
<u>Rent for pump only</u>	\$/Season	\$0.00	\$300.00
		0.00-0.00	300.00-300.00
Delivery: Varies by distance to location	\$/T	\$17.50	\$8.50
		17.50-17.50	4.00-17.50

CHEMICAL APPLICATORS (Application ONLY, NO materials)

		Dryland areas*	Irrigated areas*
Ground Spraying Operations:		\$4.61	\$5.19
<u>Herbicide, pre or postemergence</u>	\$/A	2.00-6.25	2.00-8.00
<u>Herbicide, application and incorporation</u>	\$/A	\$4.25	\$5.75
		4.25-4.25	5.50-6.00
<u>Insecticide, application only</u>	\$/A	\$4.45	\$5.25
		2.00-6.25	2.00-8.00
<u>Truck, sprayer, two men, roadsides, ditches</u>	\$/Hour	\$55.00	\$50.00
		45.00-60.00	10.00-70.00
Ground Spraying Operations:		\$0.00	\$0.00
<u>Ground rig rental, pull type</u>	\$/A	0.00-0.00	0.00-0.00

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CHEMICAL APPLICATORS (Application ONLY, NO materials) continued

		Dryland areas*	Irrigated areas*
Aerial Spraying Operations - Fixed Wing Aircraft:			
<u>Herbicide, insecticide, fungicides, defoliant – 1-gallon carrier/acre</u>	\$/A	\$6.00 6.00-6.00	\$5.50 5.50-5.50
<u>Herbicide, insecticide, fungicides, defoliant – 2-gallon carrier/acre</u>	\$/A	\$7.00 6.50-7.50	\$6.75 6.00-7.50
<u>Herbicide, insecticide, fungicides, defoliant – 3-gallon carrier/acre</u>	\$/A	\$7.60 7.60-7.60	\$8.03 6.50-10.00
<u>Herbicide, insecticide, fungicides, defoliant – 5-gallon carrier/acre</u>	\$/A	\$7.80 7.80-7.80	\$7.90 7.80-8.00
Spray sagebrush:			
<u>Guarantee kill, 80% diesel carrier, up to 249 acres</u>	\$/A	\$12.25 12.25-12.25	\$23.13 23.13-23.13
<u>Guarantee kill, 80% diesel carrier, 250 to 499 acres</u>	\$/A	\$12.25 12.25-12.25	\$23.13 23.13-23.13
<u>Guarantee kill, 80% diesel carrier, 500 to 749 acres</u>	\$/A	\$12.25 12.25-12.25	\$23.13 23.13-23.13
<u>Guarantee kill, 80% diesel carrier, 750 to 1,000 acres</u>	\$/A	\$12.25 12.25-12.25	\$23.13 23.13-23.13
<u>Guarantee kill, 80% diesel carrier, more than 1,000 acres</u>	\$/A	\$12.25 12.25-12.25	\$23.13 23.13-23.13
<u>Guarantee kill, 70% water carrier, up to 199 acres</u>	\$/A	\$100.00 100.00-100.00	U/A
<u>Guarantee kill, 70% water carrier, 200 to 399 acres</u>	\$/A	\$5.75 5.75-5.75	U/A
<u>Guarantee kill, 70% water carrier, 400 to 599 acres</u>	\$/A	\$5.50 5.50-5.50	U/A
<u>Guarantee kill, 70% water carrier, 600 to 799 acres</u>	\$/A	\$5.25 5.25-5.25	U/A
<u>Guarantee kill, 70% water carrier, 800 to 1,000 acres</u>	\$/A	\$5.00 5.00-5.00	U/A
<u>Guarantee kill, 70% water carrier, more than 1,000 acres</u>	\$/A	\$4.75 4.75-4.75	U/A
<u>Insect control- mosquitoes and leaf hoppers, low volume</u>	\$/A	\$1.75 1.75-1.75	\$1.75 1.75-1.75
<u>Insect control- mosquitoes and leaf hoppers, large jobs by bid</u>	\$/A	\$1.00 1.00-1.00	\$1.00 1.00-1.00
<u>Insect control- grasshoppers</u>	\$/A	\$1.75 1.75-1.75	\$1.75 1.75-1.75
<u>Spray farmsteads, several farmsteads per trip</u>	\$/Farmstead	\$100.00 100.00-100.00	\$100.00 100.00-100.00
<u>Custom charter- pilot and plane, large aircraft</u>	\$/Hour	\$185.00 185.00-185.00	U/A
<u>Custom charter- pilot and plane, medium aircraft</u>	\$/Hour	\$140.00 140.00-140.00	U/A
<u>Custom charter- pilot and plane, small aircraft</u>	\$/Hour	\$100.00 100.00-100.00	\$100.00 100.00-100.00
<u>Custom charter- pilot and plane</u>	\$/Air Mile	\$0.75 0.75-0.75	U/A

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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	\$40.00 40.00-40.00
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, two-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 pounds	\$/Bale
Combine, 180 Bu, 24' header	\$/Hour

Dryland areas*	Irrigated areas*
\$27.30 10.00-70.00	\$15.69 10.00-28.00
\$0.18 0.17-0.20	\$0.17 0.17-0.17
\$30.44 13.00-70.00	\$19.13 13.00-24.00
\$0.18 0.17-0.20	\$0.17 0.17-0.17
\$44.38 20.00-110.00	\$24.75 20.00-30.00
\$0.18 0.17-0.20	\$0.17 0.17-0.17
\$28.00 24.00-30.00	\$28.79 24.00-36.00
\$0.18 0.17-0.20	\$0.17 0.17-0.17
\$35.17 27.50-43.00	\$35.88 27.50-43.00
\$0.17 0.15-0.20	\$0.17 0.17-0.17
\$35.00 35.00-35.00	\$35.00 35.00-35.00
\$0.18 0.17-0.20	\$0.18 0.17-0.20
\$5.50 5.50-5.50	\$5.75 5.50-6.00
\$5.50 5.50-5.50	\$5.75 5.50-6.00
\$5.50 5.50-5.50	\$7.83 5.50-12.00
\$5.50 5.50-5.50	\$5.50 5.50-5.50
\$8.00 8.00-8.00	\$8.00 6.00-10.00
U/A	\$7.00 7.00-7.00
\$8.00 8.00-8.00	\$6.50 5.00-8.00
\$50.00 50.00-50.00	\$35.88 11.00-50.00
\$4.75 4.00-5.50	\$4.50 4.00-5.50
\$95.00 85.00-100.00	\$100.00 100.00-100.00

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

CUSTOM HARVESTERS	Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hours*
Hay Harvesting:	\$11.33	\$12.75	157HP	14 feet	68
Swath only, with conditioner \$/A	10.00-14.00	10.00-16.00	80-250	12-16	30-100
Small square bales - Farm Areas:	\$0.50	\$0.54	52HP	14X18 -	35
Bale only, includes wire/twine \$/Bale	0.35-0.65	0.35-0.65	13-90	16X18	35-35
Bale only, includes wire/twine \$/T	\$15.00	\$13.50	52HP	14X18 -	35
	15.00-15.00	12.00-15.00	13-90	16X18	35-35
Swath, bale and stack, includes wire \$/T	\$37.00	\$38.50	105HP	14X18X37	40
	37.00-37.00	38.50-38.50	100-110		40-40
Stack only, in field or short hauls \$/Bale	\$0.47	\$0.47	110HP	62 bales	32
	0.35-0.65	0.35-06	90-130	55-69	32-32
Small square bales - Ranch Areas:	\$0.45	\$0.55	U/A	16X18	U/A
Bale only, includes wire/twine \$/Bale	0.45-0.45	0.45-0.65			
Bale only, includes wire/twine \$/T	U/A	\$19.25	100HP	16X18	U/A
		16.50-22.00	100-100		
Swath, bale and stack, includes wire \$/T	\$37.00	\$46.50	100HP	14X18X37	40
	37.00-37.00	45.00-48.00	100-100		40-40
Stack only, in field or short hauls \$/Bale	\$0.45	\$0.45	105HP	14X18X37	U/A
	0.45-0.45	0.45-0.45	105-105		
Round bales, includes twine:	\$17.50	\$12.75	140HP	5 ft wide -	350
Bale only, 1,000-1,200# bales \$/T	15.00-20.00	6.00-22.00	130-150	6 ft diameter	350-350
Combine two windrows and bale \$/T	\$15.00	\$19.00	160HP	5 feet	50
	15.00-15.00	19.00-19.00	160-160	5-5	50-50
Swath, bale and stack, includes twine, short hauls \$/T	\$28.00	\$45.00	U/A	U/A	U/A
	28.00-28.00	45.00-45.00			
Stack only, short hauls \$/T	\$2.67	\$10.00	100HP	8 feet	100
	2.67-2.67	10.00-10.00	100-100	8-8	100-100
Big rectangular bales, includes wire:	\$11.00	\$11.00	160HP	1 Ton	68
Bale only \$/Bale	8.00-14.00	8.00-14.00	160-160	1-1	60-75
Combine two windrows and bale \$/Bale	\$11.00	\$10.67	200HP	1 Ton	48
	8.00-14.00	8.00-14.00	200-200	1-1	20-75
Swath, bale and stack, short hauls \$/T	\$30.00	\$38.50	225HP	1 Ton	125
	30.00-30.00	38.50-38.50	225-225	1-1	100-150
Stack only, short hauls \$/Bale	\$3.50	\$3.33	U/A	U/A	U/A
	3.00-4.00	3.00-4.00			
Cube hay:	U/A	\$32.50	212HP	U/A	20
Cube from windrow, owner hauls \$/T		32.50-32.50	212-212		20-20
Cube windrows, short haul and pile \$/T	U/A	\$36.50	U/A	U/A	U/A
		35.00-38.00			
Chop hay:	U/A	\$45.00	350HP	16 feet	40
Chop only, dry hay, owner hauls \$/T		45.00-45.00	350-350	16-16	40-40
Swath, chop, short haul, 70% moist \$/T	U/A	\$7.50	550HP	U/A	15
		7.50-7.50	550-550		15-15
Green chop and short haul \$/T	U/A	\$6.00	550HP	16 feet	15
		6.00-6.00	550-550	16-16	15-15
Loose hay:	U/A	\$5.00	U/A	U/A	150
Swath, rake, sweep and stack \$/T		5.00-5.00			150-150

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

CUSTOM HARVESTERS (continued)		Rate for dryland areas*	Rate for irrigated areas*	Size of power unit*	Size of implement*	Acres per 10 hours*
Small-Grain Harvesting:		\$10.00	\$13.50	65HP	19 feet	68
<u>Swath, highest rates for small jobs</u>	\$/A	10.00-10.00	12.00-15.00	65-65	18-20	60-75
<u>Thresh, barley/wheat/oats, low yield</u>	\$/A	\$16.00	\$22.56	182HP	26 feet	51
		14.00-20.00	14.00-32.00	100-280	16-36	12-120
<u>Thresh, barley/wheat/oats, high yield</u>	\$/A	\$16.67	\$22.36	177HP	25 feet	35
		14.00-20.00	14.00-32.00	150-200	24-25	20-50
<u>Bale straw, small squares, includes wire</u>	\$/Bale	\$0.35	\$0.35	100HP	14X18	U/A
		0.35-0.35	0.35-0.35	100-100		
<u>Bale straw, large rectangular, includes wire</u>		U/A	\$10.00	U/A	U/A	U/A
	\$/Bale		8.00-12.00			
<u>Stack straw, small square bales</u>	\$/Bale	\$0.35	\$0.43	110HP	U/A	U/A
		0.35-0.35	0.35-0.50	110-110		
<u>Haul barley/wheat/oats, up to 12 miles</u>	\$/T	\$3.58	\$5.00	U/A	U/A	U/A
		3.58-3.58	5.00-5.00			
Dry-Bean Harvesting, owner hauls:		U/A	\$20.00	145HP	6 row	60
<u>Cut and rodweed</u>	\$/A		20.00-20.00	130-160	6-6	60-60
<u>Thresh not windrowed</u>	\$/A	\$20.00	\$20.00	200HP	U/A	40
		20.00-20.00	20.00-20.00	200-200		40-40
<u>Thresh from windrows</u>	\$/A	\$20.00	\$26.00	100HP	16 row	12
		20.00-20.00	20.00-32.00	100-100	16-16	12-12
<u>Cut, rodweed, windrow and thresh from windrows</u>	\$/A	U/A	\$38.00	U/A	U/A	50
			38.00-38.00			50-50
Sugar-Beet Harvesting:		\$5.00	\$45.50	130HP	4 row	U/A
<u>Top/lift/load/short hauls</u>	\$/T	5.00-5.00	3.50-87.50	130-130	4-4	
<u>Haul only, short hauls</u>	\$/T	U/A	\$2.53	U/A	18 feet	U/A
			2.00-3.50		18-18	
<u>Haul only, longer hauls</u>	\$/T	U/A	\$2.55	U/A	18 feet	U/A
			2.10-3.00		18-18	
Corn Harvesting, owner hauls and packs:		U/A	\$40.00	433HP	7 row	50
<u>Chop only, owner hauls and packs</u>	\$/T		4.00-110.00	365-500	6-8	40-60
<u>Chop and short haul, owner packs</u>	\$/T	U/A	\$6.13	550HP	8 row	50
			5.00-8.00	550-550	8-8	50-50
<u>Haul silage to pit, 5-10 miles</u>	\$/T	U/A	\$3.00	U/A	18 feet	U/A
			3.00-3.00		18-18	
<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	\$14.00	\$22.10	250HP	9 row	60
		14.00-14.00	14.00-26.00	200-300	6-12	60-60
<u>Thresh and short haul</u>	\$/T	U/A	\$25.00	225HP	8 row	16
			25.00-25.00	225-225	8-8	7-25

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

CUSTOM HAULING

	Dryland areas*	Irrigated areas*
Hay Hauling:		
<u>Small square bales:</u>		
<u>Under 50 miles</u> \$/T	\$22.50 15.00-30.00	\$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 and trailer</u> \$/T	\$30.00 30.00-30.00	\$26.50 23.00-30.00
<u>Large rectangular bales:</u>		
<u>Under 50 miles</u> \$/Loaded-mile	\$6.50 6.50-6.50	\$5.67 4.50-6.50
<u>50-100 miles</u> \$/Loaded-mile	\$4.50 4.50-4.50	\$4.50 4.50-4.50
<u>Semi-truck and trailer</u> \$/Loaded-mile	\$3.75 3.75-3.75	\$3.75 3.75-3.75
<u>Hay cubes:</u>		
<u>Under 50 miles</u> \$/Loaded-mile	\$6.50 6.50-6.50	\$7.50 6.00-10.00
<u>50-100 miles</u> \$/Loaded-mile	\$3.50 3.50-3.50	\$4.00 3.50-4.50
<u>Straw bales, any type:</u>		
<u>Under 50 miles</u> \$/Loaded-mile	\$3.75 3.50-4.00	\$3.33 2.50-4.00
<u>50-100 miles</u> \$/Loaded-mile	\$3.13 2.75-3.50	\$2.74 2.20-3.50
<u>Ground hay, under 50 miles</u> \$/T	\$7.00 7.00-7.00	\$7.00 7.00-7.00
Small-Grain Hauling:		
<u>Tandem axle, under 10 miles</u> \$/Loaded-mile	\$0.63 0.50-0.75	\$0.63 0.50-0.75
<u>Tandem axle, 10-20 miles</u> \$/Bushel	\$0.19 0.12-0.25	\$15.00 15.00-15.00
<u>Semi-truck and trailer, under 50 miles</u> \$/Loaded-mile	\$2.38 2.00-3.50	\$5.00 5.00-5.00
<u>Semi-truck and trailer, over 50 miles</u> \$/Loaded-mile	\$3.30 3.30-3.30	\$3.65 3.30-4.00
Sugar-Beet Re-Hauling:		
<u>10-49 miles</u> \$/T	\$3.50 3.50-3.50	\$3.50 3.50-3.50
<u>50-100 miles</u> \$/T	\$11.00 11.00-11.00	U/A
Corn Silage Hauling: Short hauls \$/T	\$7.50 7.50-7.50	\$4.25 3.50-5.00
Trucks with Drivers: Tandem axle, beets, silage, or haylage \$/Hour	U/A	\$42.50 10.00-75.00
Livestock Hauling: Within Wyoming \$/Loaded-mile	\$3.00 3.00-3.00	\$4.50 3.00-6.00

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CUSTOM FEEDING

		Dryland areas*	Irrigated areas*
Cattle Feeding - Calves Less Than 600 Pounds:			
<u>Charge for feed</u>	\$/Pound Gain	\$0.45 0.45-0.45	\$0.625 0.45-0.75
<u>Charge for veterinary services and medicine</u>	\$/Pound Gain	\$0.0275 0.0275-0.0275	\$0.0275 0.0275-0.0275
<u>Yardage/processing charges</u>	\$/Day	\$0.25 0.25-0.25	\$0.227 0.15-0.28
<u>Total charge</u>	\$/Pound Gain	\$0.90 0.90-0.90	\$0.90 0.90-0.90
Cattle Feeding - Feeders Over 600 Pounds:			
<u>Charge for feed</u>	\$/Pound Gain	\$0.60 0.45-0.75	\$0.60 0.45-0.75
<u>Charge for veterinary services and medicine</u>	\$/Pound Gain	\$0.0275 0.0275-0.0275	\$0.0275 0.0275-0.0275
<u>Yardage/processing charges</u>	\$/Head	\$0.25 0.25-0.25	\$0.467 0.15-1.00
Winter Range-Type Cows:			
<u>Charge for feed</u>	\$/Head	\$0.60 0.60-0.60	\$0.772 0.40-1.25
<u>Charge for calving</u>	\$/Head	\$20.00 20.00-20.00	\$20.00 20.00-20.00
<u>Charge for veterinary services and medicine</u>	\$/Head	\$1.00 1.00-1.00	\$1.00 1.00-1.00
Winter Range-Type Heifers:			
<u>Charge for feed</u>	\$/Head	\$0.60 0.60-0.60	\$0.625 0.40-0.85
<u>Charge for calving</u>	\$/Head	U/A	\$30.00 30.00-30.00
<u>Charge for veterinary services 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	\$52.00 52.00-52.00	\$43.50 35.00-52.00
<u>Basic N-P-K analysis</u>	\$/Sample	\$34.50 34.00-35.00	\$29.67 20.00-35.00
<u>Basic plus minor elemental analysis</u>	\$/Sample	\$37.00 35.00-39.00	\$36.33 35.00-39.00
<u>Elements, pH, organic matter, soluble salts, texture, CEC</u>	\$/Sample	\$43.50 35.00-52.00	\$43.50 35.00-52.00
<u>Plant Tissue: complete analysis</u>	\$/Sample	\$20.00 20.00-20.00	\$22.50 20.00-25.00
Feed/Roughage Analysis:			
<u>Moisture, phosphorus, calcium, crude protein</u>	\$/Sample	\$17.83 13.50-25.00	\$17.00 17.00-17.00
<u>Complete analysis</u>	\$/Sample	\$24.00 24.00-24.00	\$24.50 24.00-25.00

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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 pounds	\$1.15 0.90-1.40	\$0.28 0.25-0.30	\$0.85 0.55-1.00	\$0.13 0.13-0.13	\$9.50 9.50-9.50	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$5.98 5.00-6.95
Cattle over 300 pounds	\$1.45 1.40-1.50	\$0.28 0.25-0.30	\$0.85 0.55-1.00	\$0.13 0.13-0.13	\$9.50 9.50-9.50	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$7.73 6.95-8.50
Registered bulls	\$3.95 1.90-6.00	\$0.28 0.25-0.30	\$0.85 0.55-1.00	\$0.13 0.13-0.13	\$30.00 30.00-30.00	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$27.50 25.00-30.00
Beef bulls	\$3.95 1.90-6.00	\$0.28 0.25-0.30	\$0.85 0.55-1.00	\$0.13 0.13-0.13	\$12.25 9.50-15.00	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$16.50 15.00-18.00
Cows	\$2.45 1.90-3.00	\$0.28 0.25-0.30	\$0.85 0.55-1.00	\$0.13 0.13-0.13	\$11.25 10.50-12.00	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$9.96 8.85-11.50
Stock-bred cows	\$1.90 1.90-1.90	\$0.25 0.25-0.25	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$16.00 16.00-16.00	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$12.95 12.00-13.90
Cow/calf pairs	\$1.90 1.90-1.90	\$0.25 0.25-0.25	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$1.00 1.00-1.00	\$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	\$0.20 0.20-0.20	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$6.00 2.00-9.00	\$1.00 1.00-1.00	\$0.40 0.40-0.40	\$5.00 5.00-5.00
Market hogs	\$1.01 0.50-2.00	\$0.20 0.20-0.20	\$1.00 1.00-1.00	\$0.13 0.13-0.13	\$3.58 2.00-4.75	\$1.00 1.00-1.00	\$1.00 1.00-1.00	\$3.50 3.25-3.75
Sheep	\$0.52 0.30-1.00	\$0.15 0.10-0.20	\$0.20 0.20-0.20	\$0.13 0.13-0.13	\$2.75 2.50-3.00	\$0.75 0.50-1.00	\$1.00 1.00-1.00	\$2.00 1.75-2.50
Horses	\$2.55 1.00-3.00	\$0.65 0.30-1.00	\$4.50 2.00-7.00	\$0.13 0.13-0.13	\$9.00 3.00-14.00	\$1.00 1.00-1.00	\$3.00 3.00-3.00	U/A

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CUSTOM SHEARING

		Dryland areas*	Irrigated areas*
Farm Flocks:		\$2.80	\$4.00
Shear ewes, owner ties and bags	\$/Head	2.80-2.80	3.00-5.00
Shear rams, owner ties and bags	\$/Head	\$2.80 2.80-2.80	\$6.00 6.00-6.00
Shear ewes, tie and bag	\$/Head	\$3.00 3.00-3.00	\$3.00 3.00-3.00
Shear rams, tie and bag	\$/Head	\$6.00 6.00-6.00	\$6.00 6.00-6.00
Shear feedlot lambs, tie and bag	\$/Head	\$3.00 3.00-3.00	\$5.50 3.00-8.00
Range Operations:		\$2.25	\$2.25
Shear ewes, owner ties and bags	\$/Head	2.25-2.25	2.25-2.25
Shear rams, owner ties and bags	\$/Head	\$4.50 4.50-4.50	\$4.50 4.50-4.50
Shear ewes, tie and bag	\$/Head	\$3.00 3.00-3.00	\$3.00 3.00-3.00
Shear rams, tie and bag	\$/Head	\$6.00 6.00-6.00	\$6.00 6.00-6.00
Shear Lambs: _____	\$/Head	\$1.75 1.75-1.75	\$1.75 1.75-1.75
Tag Ewes: _____	\$/Head	\$0.65 0.65-0.65	\$0.65 0.65-0.65

FEED PROCESSORS (Process ONLY, NO materials included)

		Dryland areas*	Irrigated areas*
Grind Hay:		\$4.00	\$4.00
Tractor plus tub-grinder, operator, hay owner feeds grinder	\$/T	4.00-4.00	4.00-4.00
Tractor plus 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	U/A
Sacked, includes paper sack	\$/T	\$20.00 20.00-20.00	U/A
Alfalfa Pelleting: bulk processing	\$/T	U/A	U/A
Small Grains:		\$30.00	\$20.00
Steam and roll, bulk processing	\$/T	30.00-30.00	20.00-20.00
Grind, bulk processing	\$/T	\$30.00 30.00-30.00	\$7.00 7.00-7.00

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SEED CLEANERS

Barley, Wheat, or Oats:	
Clean only, bulk processing	\$/Hundredweight
Clean and sack, includes sacks	\$/Hundredweight
Clean and treat, bulk processing	\$/Hundredweight
Clean, treat, and sack, includes sacks	\$/Hundredweight
Dry Beans:	
Clean, bulk processing	\$/Hundredweight
Clean and sack, includes sacks	\$/Hundredweight
Grass Seed: Cleaning, based on “uncleaned” weight	\$/Hundredweight

Dryland areas*	Irrigated areas*
\$0.85 0.80-0.90	\$0.90 0.90-0.90
\$1.00 1.00-1.00	\$2.50 2.50-2.50
\$2.50 2.00-3.00	\$3.50 3.50-3.50
\$3.13 2.00-4.25	\$4.00 4.00-4.00
\$8.00 8.00-8.00	\$5.50 3.00-8.00
\$12.00 12.00-12.00	\$9.00 6.00-12.00
U/A	U/A

CUSTOM STORAGE

Barley or Wheat:	
By the day	\$/Bushel/Day
By the month	\$/Bushel/Month
Dry Beans:	
By the month	\$/Hundredweight/Day

Dryland areas*	Irrigated areas*
\$0.0010 0.0010-0.0010	\$0.0010 0.0010-0.0010
\$0.03 0.03-0.03	\$0.0500 0.0500-0.0500
U/A	\$0.0750 0.0500-0.1000

WELDING SERVICES

“In-shop” Welding Jobs:	
Small to medium jobs	\$/Hour
Large jobs	\$/Hour
“In-the-field” Welding Jobs:	
Small to medium jobs	\$/Hour
Large jobs	\$/Hour

Dryland areas*	Irrigated areas*
\$52.17 45.00-59.00	\$59.75 50.00-80.00
\$50.67 45.00-59.00	\$58.63 45.00-80.00
\$57.33 50.00-65.00	\$60.57 50.00-65.00
\$57.33 50.00-65.00	\$60.57 50.00-65.00

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EXCAVATION WORK

	Dryland areas*	Irrigated areas*
CAT/Dozer and Operator:		
<u>Small machine, up to 50 HP</u> \$/Hour	\$76.50 68.00-85.00	\$68.00 68.00-68.00
<u>Medium machine, 75 to 150 HP</u> \$/Hour	\$86.25 60.00-125.00	\$73.33 60.00-95.00
<u>Large machine, over 160 HP</u> \$/Hour	\$131.50 105.00-150.00	\$116.00 85.00-150.00
Power Unit, Scraper, and Operator:		
<u>Small machine, up to 9 cubic yards</u> \$/Hour	\$78.33 75.00-85.00	\$78.33 75.00-85.00
<u>Medium machine, 10 to 15 cubic yards</u> \$/Hour	\$103.50 65.00-162.00	\$84.00 65.00-102.00
<u>Large machine, over 15 cubic yards</u> \$/Hour	\$158.67 144.00-182.00	\$147.00 144.00-150.00
Backhoe and Operator:		
<u>Small machine</u> \$/Hour	\$53.25 40.00-65.00	\$53.25 40.00-65.00
<u>Medium machine</u> \$/Hour	\$69.40 50.00-89.00	\$67.64 50.00-89.00
<u>Large machine</u> \$/Hour	\$111.83 60.00-140.00	\$101.57 40.00-140.00
Earth Moving: Generally by bid \$/Yard	\$2.07 1.50-3.00	\$2.40 1.70-3.00
Front Loader and Operator:		
<u>Small and medium</u> \$/Hour	\$56.75 50.00-70.00	\$56.75 50.00-70.00
<u>Large</u> \$/Hour	\$89.00 81.00-95.00	\$87.00 81.00-95.00
Road Patrol and Operator:		
<u>Small to medium</u> \$/Hour	\$68.33 60.00-85.00	\$68.33 60.00-85.00
<u>Large</u> \$/Hour	\$86.00 72.00-100.00	\$72.00 72.00-72.00
Dragline and Operator: Small \$/Hour	\$70.00 70.00-70.00	\$70.00 70.00-70.00
Small CAT/Dozer with Ripper and Operator: To lay water line \$/Hour	\$125.00 125.00-125.00	\$55.60 46.20-65.00
Trencher:		
<u>Small</u> \$/Hour	\$63.33 55.00-70.00	\$63.33 55.00-70.00
<u>Medium</u> \$/Hour	\$109.33 70.00-140.00	\$105.00 70.00-140.00
Tractor, Ditcher, Slip, Form and Operator: Concrete ditches \$/Hour	\$140.00 140.00-140.00	\$140.00 140.00-140.00
Winch Truck with Gin Poles: \$/Hour	\$76.67 70.00-85.00	\$76.67 70.00-85.00

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FARRIER SERVICES

	Dryland areas*	Irrigated areas*
Riding Horses:	\$28.75	\$28.75
Trim _____ \$/Head	25.00-35.00	25.00-35.00
Shoe, includes shoes _____ \$/Head	\$71.25 65.00-80.00	\$71.00 65.00-80.00
Reset shoes _____ \$/Head	\$65.00 60.00-70.00	\$65.00 60.00-70.00
Broncs: Shoe, includes shoes _____ \$/Head	\$72.50 70.00-75.00	\$72.50 70.00-75.00
Draft Horses: Shoe, includes shoes _____ \$/Head	\$97.50 75.00-120.00	\$97.50 75.00-120.00
Race Horses: Shoe, includes shoes _____ \$/Head	\$80.00 75.00-85.00	\$80.00 75.00-85.00

APIARY SERVICES

	Dryland areas*	Irrigated areas*
Fee Paid to Landlord for Bee Yard: _____ Gallons of Honey/Bee Yard	3.0 2.0-4.0	5.0 5.0-5.0
Fee Paid to Landlord for Bee Yard: _____ Pounds of Honey/Bee Yard	48.0 48.0-48.0	60.0 60.0-60.0

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.

CUSTOM FENCING (does not include clearing lines or materials)

		Dryland areas*	Irrigated areas*
Fence Building:		\$38.88	\$32.50
<u>Labor only</u>	<u>\$/Hour</u>	17.50-65.00	30.00-35.00
<u>Wooden braces, steel/wooden posts, four barbed wires (usually by bid):</u>		\$9,603.00	\$7,500.00
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>	7,500.00-11,352.00	7,500.00-7,500.00
<u>Rough terrain</u>	<u>\$/Mile</u>	\$18,960.00	\$9,000.00
		9,000.00-30,000.00	9,000.00-9,000.00
<u>Wooden braces, steel/wooden posts, 36" woven wire (usually by bid):</u>		\$10,588.00	\$10,000.00
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>	8,000.00-12,000.00	8,000.00-12,000.00
<u>Rough terrain</u>	<u>\$/Mile</u>	\$19,710.00	\$14,000.00
		12,000-35,000.00	12,000.00-16,000.00
<u>Suspension fence, steel/wooden posts (usually by bid):</u>		\$6,500.00	\$6,250.00
<u>Smooth to rolling terrain</u>	<u>\$/Mile</u>	6,000.00-7,000.00	6,000.00-6,500.00
<u>Rough terrain</u>	<u>\$/Mile</u>	\$15,000.00	\$8,500.00
		7,000.00-28,000.00	7,000.00-10,000.00
Fence Repair: Two men, equipment (no materials)	\$/Hour	\$103.00	\$82.50
		65.00-150.00	65.00-100.00

MISCELLANEOUS

		Dryland areas*	Irrigated areas*
Load and Spread Manure:		U/A	\$40.00
<u>Load only</u>	<u>\$/Hour</u>		40.00-40.00
<u>Load and short haul</u>	<u>\$/Hour</u>	\$50.00 40.00-60.00	\$60.00 60.00-60.00
Snow Removal:	\$/Hour	\$72.50 60.00-85.00	\$60.00 60.00-60.00
Clip with Swather: Conservation reserve seedings	\$/A	\$14.00 10.00-18.00	\$10.00 10.00-10.00
Transplant Trees: Treespade, up to 1,900-pound dirt ball	\$/Hour	\$150.00 150.00-150.00	U/A
Auctioneer Services:		U/A	U/A
<u>By the hour</u>	<u>\$/Hour</u>		
<u>Percent of sales</u>	<u>Percentage of Gross Sales</u>	U/A	3.5% 1.0-6.0
Crop Scouting:	\$/Hour	\$75.00 75.00-75.00	\$100.00 100.00-100.00
Precision Ag/Soil Mapping:	\$/A	\$13.50 13.50-13.50	\$18.50 18.50-18.50
Soil Sample Collection:	\$/Sample	\$30.00 30.00-30.00	\$30.00 30.00-30.00
Environmental Consulting:	\$/Hour	\$75.00 75.00-75.00	\$75.00 75.00-75.00
Hazardous Waste Clean-Up and Handling:		\$85.00	\$85.00
<u>Includes all materials (usually by bid)</u>	<u>\$/Hour</u>	85.00-85.00	85.00-85.00

* Average rate reported/range of rates reported – highlighted items are 1998-99 values and shaded cells are 2000-02 values.