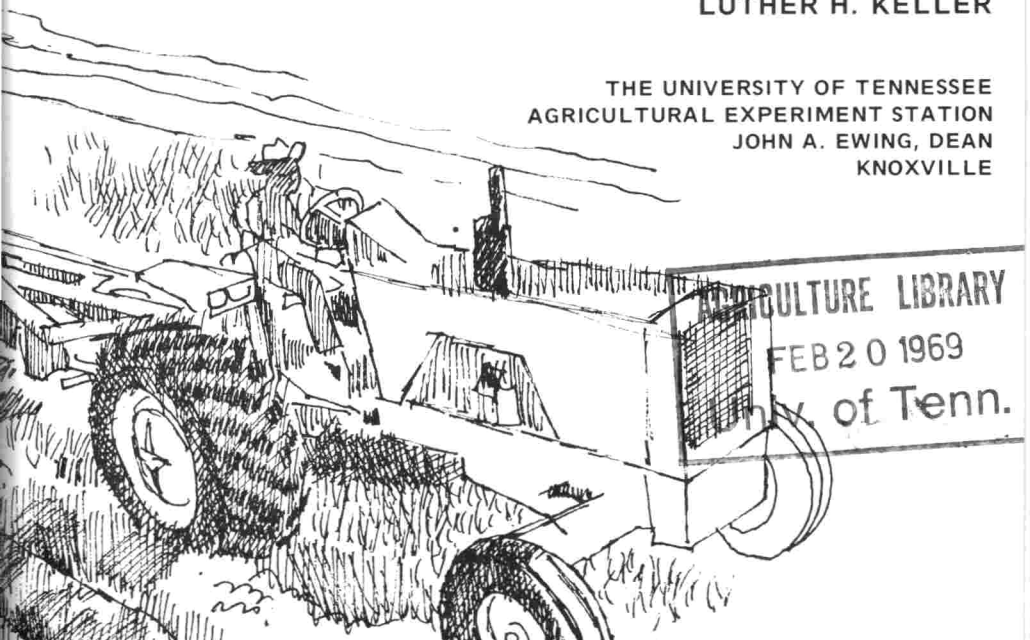




# **FARM MACHINERY CUSTOM RATES BY CROP REPORTING DISTRICTS IN TENNESSEE, 1967**

**BY SAM T. COOPER  
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KNOXVILLE**



# FARM MACHINERY CUSTOM RATES BY CROP REPORTING DISTRICTS IN TENNESSEE, 1967

By Sam T. Cooper and Luther H. Keller\*

The purpose of this study is to make available information pertaining to custom farm machinery rates in Tennessee. Custom machinery work is defined in this study as the hiring of men and machines to perform farm work.

The names of at least 10 farmers per county who did custom work or who had it hired in 1967 were solicited from the state's county agricultural agents. Lists were returned for 82 counties with a total of 897 names. These names were used as a sample list for a mail questionnaire survey.

Questionnaires and explanatory letters were sent to the 897 farmers in June 1968 requesting information on rates paid or received for machinery custom work by specific jobs. After 3 weeks, a second questionnaire was sent to those not replying to the first letter. A total of 403 usable replies were received in response to both mailings. Respondents were asked for the highest and lowest rates paid in 1967, the type of machine used, the basis of payment, and whether any materials were furnished.

Results of the survey are reported by crop reporting districts. Location of these districts is shown in Figure 1. The custom rates are shown in Tables 1-6 for each area and for each job for which data were sufficient to provide reliable estimates. The total number of usable replies by area is as follows: Area 1, 33; Area 2, 68; Area 3, 65; Area 4, 73; Area 5, 53; and Area 6, 111. The number of replies for each job, the high and low rates paid, the average rates, and most usual rates are reported for each job by area.<sup>1</sup> The reliability of each rate will increase with the number of reports for that particular job. The most usual rate often is a better measure than average rate. Average rates have been rounded to the nearest cent.

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<sup>1</sup>Most usual rate was indicated by the mode or most frequently reported value. In some cases the data were not sufficient to indicate a modal value.

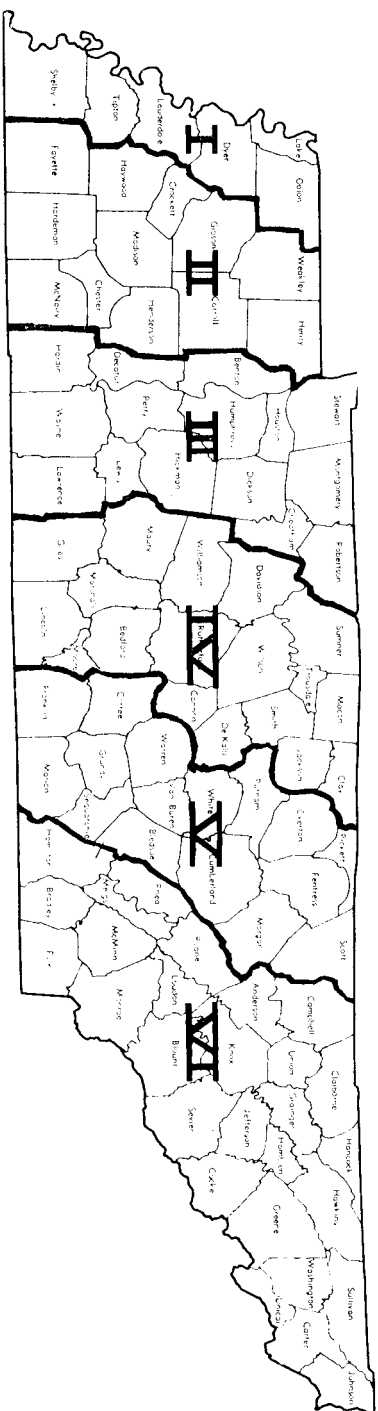


Figure 1. The location of Crop Reporting Districts.

The content of the tables and the method of reporting vary from district to district. This is because the way in which work is customarily done varies among districts and because of the way the data were reported. When no machine size is shown, the rate shown is for all sizes reported.

The prices given in this study do not necessarily indicate the fairness of any given rate, but simply a measure of rates now charged. A "fair" rate could be either higher or lower than those shown.

Appreciation is expressed to the county agents for supplying the list of farmers and to the farmers for the information regarding custom rate charges.

**Table 1. Custom machinery rates by job, Area 1<sup>1</sup>**

| Job                                      | No. farms reporting | Unit      | Custom rate charge |      |      |            |
|------------------------------------------|---------------------|-----------|--------------------|------|------|------------|
|                                          |                     |           | High               | Low  | Avg. | Most usual |
| Plowing                                  | 7                   | acre      | 5.00               | 3.00 | 3.70 | 4.00       |
| Harrowing                                | 4                   | acre      | 2.00               | .50  | 1.80 | *          |
| Disking                                  | 9                   | acre      | 3.00               | 1.00 | 1.80 | 2.00       |
| Drilling small grain                     | 5                   | acre      | 2.50               | .50  | 1.40 | *          |
| Planting row crops                       | 8                   | acre      | 3.00               | 1.50 | 2.10 | 1.50       |
| Cultivating row crops                    | 7                   | acre      | 2.00               | 1.50 | 1.70 | 2.00       |
| Corn picking & shelling<br>(2 row)       | 10                  | bu.       | .35                | .12  | .20  | .20        |
| Corn picking & shelling<br>(4 row)       | 5                   | bu.       | .25                | .12  | .18  | .20        |
| Combining small grain                    | 20                  | bu.       | .45                | .15  | .35  | .20        |
| Combining soybeans                       | 13                  | bu.       | .45                | .20  | .35  | .35        |
| Combining grass seed                     | 5                   | crop      | ½                  | ¼    | *    | ½          |
| Cotton picking (spindle)                 | 20                  | cwt. seed | 2.50               | 1.50 | 1.94 | 2.00       |
| Mowing hay <sup>2</sup>                  | 5                   | bale      | .07                | .03  | .05  | .05        |
| Baling hay                               | 11                  | bale      | .30                | .10  | .17  | .15        |
| Hauling hay                              | 5                   | bale      | .20                | .10  | .12  | *          |
| Apply herbicides (ground) <sup>3</sup>   | 13                  | acre      | 2.00               | .75  | 1.50 | 1.50       |
| Apply herbicides (air) <sup>3</sup>      | 5                   | acre      | 1.75               | .75  | 1.42 | 1.00       |
| Apply insecticides (ground) <sup>3</sup> | 7                   | acre      | 2.00               | .50  | .96  | 1.00       |
| Apply insecticides (air) <sup>3</sup>    | 11                  | acre      | 2.25               | .65  | 1.34 | *          |
| Defoliation (bottom) <sup>3</sup>        | 3                   | acre      | 3.00               | 1.50 | 2.13 | *          |
| Defoliation (general) <sup>3</sup>       | 6                   | acre      | 1.25               | 1.00 | 1.08 | 1.00       |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area includes the following counties: Lake, Obion, Dyer, Lauderdale, Tipton, and Shelby.

<sup>2</sup>All hay tonnage is converted to bales at the rate of 33.33 bales per ton.

<sup>3</sup>Materials not included.

**Table 2. Custom machinery rates by job, Area 2<sup>1</sup>**

| Job                                | No. farms reporting | Unit      | Custom rate charge |       |       | Most usual |
|------------------------------------|---------------------|-----------|--------------------|-------|-------|------------|
|                                    |                     |           | High               | Low   | Avg.  |            |
| Plowing                            | 19                  | acre      | 6.00               | 2.50  | 3.80  | 4.00       |
| Harrowing                          | 14                  | acre      | 3.00               | .50   | 1.40  | 1.00       |
| Disking                            | 19                  | acre      | 5.00               | .75   | 2.17  | 2.00       |
| Drilling small grain               | 12                  | acre      | 4.00               | .75   | 2.05  | 2.00       |
| Planting row crops (4 row)         | 22                  | acre      | 7.00               | 1.00  | 2.79  | 2.00       |
| Cultivating row crops <sup>2</sup> | 12                  | acre      | 5.00               | 1.00  | 2.03  | 2.00       |
| Corn picking (pull type)           | 8                   | acre      | 8.00               | 6.00  | 6.66  | 7.00       |
| Corn picking (2 row mounted)       | 9                   | acre      | 10.00              | 6.00  | 7.50  | 7.00       |
| Corn picking & shelling (2 row)    | 17                  | bu.       | .30                | .10   | .19   | .20        |
| Corn picking & shelling (4 row)    | 6                   | bu.       | .20                | .10   | .17   | *          |
| Combining soybeans                 | 17                  | bu.       | .50                | .30   | .39   | .40        |
| Combining small grains             | 15                  | bu.       | .50                | .20   | .29   | .25        |
| Combining grass seed               | 8                   | crop      | ½                  | ¼     | *     | ½          |
| Cotton picking                     | 35                  | cwt. seed | 3.00               | 1.00  | 2.07  | 2.00       |
| Cotton picking                     | 6                   | cwt. lint | 6.00               | 5.00  | 5.00  | *          |
| Mowing hay                         | 14                  | bale      | .10                | .02   | .05   | .05        |
| Mowing hay                         | 9                   | acre      | 2.50               | 1.50  | 1.95  | 2.00       |
| Raking hay                         | 9                   | bale      | .07                | .01   | .04   | .05        |
| Raking hay                         | 7                   | acre      | 2.00               | .40   | 1.29  | 1.50       |
| Conditioning hay                   | 6                   | acre      | 4.00               | 1.50  | 2.89  | 2.00       |
| Baling hay                         | 29                  | bale      | .25                | .12   | .16   | .15        |
| Hauling hay                        | 20                  | bale      | .20                | .03   | .09   | .10        |
| Apply herbicides (ground)          | 9                   | acre      | 3.00               | 1.00  | 1.52  | 1.50       |
| Apply insecticides (ground)        | 7                   | acre      | 2.00               | .75   | 1.27  | *          |
| Forage chopping                    | 6                   | hour      | 15.00              | 5.00  | 10.33 | 10.00      |
| Forage chopping                    | 6                   | acre      | 30.00              | 13.00 | 19.37 | *          |
| Silo filled                        | 3                   | acre      | 30.00              | 20.00 | 25.00 | *          |
| Silo filled                        | 4                   | ton       | 4.00               | 2.50  | 3.37  | *          |
| Tobacco setter                     | 4                   | acre      | 35.00              | 12.00 | 23.66 | *          |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area 2 includes the following counties: Weakley, Henry, Gibson, Carroll, Haywood, Madison, Henderson, Chester, Fayette, Hardeman, and McNairy.

<sup>2</sup>Includes both 2-row and 4-row equipment.

**Table 3. Custom machinery rates by job, Area 3<sup>1</sup>**

| Job                                      | No. farms reporting | Unit | Custom rate charge |               |      | Most usual    |
|------------------------------------------|---------------------|------|--------------------|---------------|------|---------------|
|                                          |                     |      | High               | Low           | Avg. |               |
| Plowing                                  | 27                  | acre | 6.50               | 2.00          | 4.64 | 4.00          |
| Harrowing                                | 12                  | acre | 2.50               | .75           | 1.75 | 2.00          |
| Disking                                  | 29                  | acre | 4.00               | 1.25          | 2.30 | 2.00          |
| Drilling small grain                     | 7                   | acre | 3.00               | 1.50          | 2.00 | 2.00          |
| Cultivating row crops                    | 14                  | acre | 2.50               | 1.00          | 1.78 | 1.50          |
| Planting row crops (2 row)               | 15                  | acre | 3.00               | 1.50          | 2.10 | 2.00          |
| Planting row crops (4 row)               | 7                   | acre | 3.50               | 1.00          | 2.33 | *             |
| Corn picking (pull type)                 | 12                  | acre | 10.00              | 5.00          | 6.75 | *             |
| Corn picking (2 row mounted)             | 6                   | acre | 7.50               | 5.00          | 6.35 | 6.00          |
| Corn picking (2 row mounted)             | 9                   | bu.  | .25                | .10           | .16  | .10           |
| Corn picking & shelling (2 row)          | 8                   | bu.  | .25                | .05           | .18  | .20           |
| Combining soybeans                       | 4                   | acre | 9.00               | 5.00          | 6.70 | *             |
| Combining soybeans                       | 5                   | bu.  | .50                | .35           | .41  | .40           |
| Combining small grain                    | 15                  | acre | 10.00              | 5.00          | 6.81 | 6.00          |
| Combining grass seed                     | 20                  | crop | $\frac{1}{2}$      | $\frac{1}{3}$ | *    | $\frac{1}{2}$ |
| Mowing hay                               | 20                  | bale | .07                | .04           | .05  | .05           |
| Mowing hay                               | 10                  | acre | 3.00               | 2.00          | 2.46 | 2.00          |
| Raking hay                               | 19                  | bale | .07                | .01           | .04  | *             |
| Raking hay                               | 5                   | acre | 1.50               | 1.00          | 1.40 | 1.50          |
| Baling hay                               | 37                  | bale | .20                | .10           | .15  | .15           |
| Hauling hay                              | 29                  | bale | .25                | .05           | .11  | .10           |
| Apply insecticides (ground) <sup>2</sup> | 5                   | acre | 3.00               | 1.25          | 1.63 | 1.50          |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area 3 includes the following counties: Stewart, Montgomery, Benton, Houston, Humphreys, Dickson, Cheatham, Robertson, Decatur, Perry, Hickman, Lewis, Hardin, Wayne, and Lawrence.

<sup>2</sup>Materials not included.

**Table 4. Custom machinery rates by job, Area 4<sup>1</sup>**

| Job                                      | No. farms reporting | Unit      | Custom rate charge |               |      | Most usual    |
|------------------------------------------|---------------------|-----------|--------------------|---------------|------|---------------|
|                                          |                     |           | High               | Low           | Avg. |               |
| Plowing                                  | 32                  | acre      | 10.00              | 3.00          | 5.24 | 5.00          |
| Harrowing                                | 17                  | acre      | 5.00               | 1.00          | 1.70 | 1.50          |
| Disking                                  | 30                  | acre      | 4.50               | 1.00          | 2.28 | 2.00          |
| Drilling small grain                     | 25                  | acre      | 3.00               | 1.00          | 1.98 | 2.00          |
| Planting row crops (4 row)               | 12                  | acre      | 2.00               | 1.00          | 1.90 | 2.00          |
| Planting row crops (2 row)               | 9                   | acre      | 3.00               | 1.50          | 1.04 | 2.00          |
| Cultivating row crops                    | 12                  | acre      | 2.00               | 1.00          | 1.95 | 2.00          |
| Corn picking (pull type)                 | 12                  | acre      | 8.00               | 5.00          | 6.26 | 7.00          |
| Corn picking (2 row mounted)             | 14                  | acre      | 10.00              | 5.00          | 6.72 | 6.00          |
| Corn picking & shelling                  | 3                   | acre      | 10.00              | 7.50          | 8.50 | *             |
| Combining soybeans                       | 4                   | acre      | 10.00              | 6.00          | 7.14 | *             |
| Combining small grain                    | 29                  | acre      | 10.00              | 5.00          | 6.33 | 7.00          |
| Combining grass seed                     | 14                  | crop      | $\frac{2}{3}$      | $\frac{1}{4}$ | *    | $\frac{1}{2}$ |
| Combining grass seed                     | 6                   | acre      | 10.00              | 5.00          | 6.50 | *             |
| Cotton picking                           | 3                   | cwt. lint | 7.00               | 5.00          | 6.00 | *             |
| Mowing hay                               | 21                  | acre      | 3.00               | 1.00          | 1.99 | 2.00          |
| Mowing hay                               | 11                  | bale      | .06                | .03           | .05  | .05           |
| Raking hay                               | 19                  | acre      | 3.00               | 1.00          | 1.54 | 1.50          |
| Raking hay                               | 13                  | bale      | .05                | .01           | .03  | .02           |
| Conditioning hay                         | 12                  | acre      | 3.00               | 1.00          | 2.00 | 2.00          |
| Baling hay                               | 46                  | bale      | .15                | .07           | .12  | .12           |
| Hauling hay                              | 31                  | bale      | .17                | .08           | .12  | .10           |
| Apply herbicides (ground)                | 9                   | acre      | 5.00               | 1.00          | 2.02 | 1.50          |
| Apply insecticides (ground) <sup>2</sup> | 3                   | acre      | 7.00               | 5.00          | 6.00 | *             |
| Apply insecticides (ground) <sup>3</sup> | 3                   | acre      | 2.00               | 1.00          | 1.54 | *             |
| Forage chopping                          | 8                   | ton       | 3.00               | 1.00          | 2.15 | 2.00          |
| Silo filled                              | 14                  | ton       | 4.50               | .50           | 2.43 | *             |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area 4 includes the following counties: Sumner, Macon, Clay, Davidson, Smith, Wilson, Jackson, Williamson, Rutherford, Cannon, DeKalb, Maury, Marshall, Bedford, Giles, and Lincoln.

<sup>2</sup>Materials included.

<sup>3</sup>No materials included.

**Table 5. Custom machinery rates by job, Area 5<sup>1</sup>**

| Job                             | No. farms reporting | Unit | Custom rate charge |       |       | Most usual |
|---------------------------------|---------------------|------|--------------------|-------|-------|------------|
|                                 |                     |      | High               | Low   | Avg.  |            |
| Plowing                         | 22                  | acre | 7.00               | 3.00  | 4.57  | 5.00       |
| Plowing                         | 15                  | hour | 5.00               | 3.00  | 4.16  | 4.00       |
| Harrowing                       | 6                   | acre | 3.00               | 1.00  | 1.83  | 2.00       |
| Harrowing                       | 7                   | hour | 6.00               | 3.00  | 3.95  | 4.00       |
| Disking                         | 15                  | acre | 4.00               | 1.00  | 1.95  | 2.00       |
| Disking                         | 12                  | hour | 5.00               | 2.00  | 3.68  | 4.00       |
| Drilling small grain            | 12                  | acre | 3.00               | 1.50  | 2.11  | 2.00       |
| Drilling small grain            | 8                   | hour | 5.00               | 3.00  | 4.27  | *          |
| Planting row crops              | 26                  | acre | 4.00               | 1.50  | 2.45  | 2.00       |
| Planting row crops              | 12                  | hour | 6.00               | 2.50  | 3.80  | 4.00       |
| Cultivating row crops           | 9                   | acre | 3.00               | 2.00  | 2.39  | 1.00       |
| Cultivating row crops           | 5                   | hour | 5.00               | 3.00  | 3.83  | *          |
| Corn picking (pull type)        | 12                  | acre | 8.00               | 5.00  | 6.75  | 7.00       |
| Corn picking (2 row mounted)    | 11                  | acre | 10.00              | 5.00  | 6.91  | 7.00       |
| Corn picking & shelling (2 row) | 13                  | bu.  | .20                | .10   | .15   | .15        |
| Combining small grain           | 25                  | acre | 8.00               | 5.00  | 6.76  | 6.00       |
| Combining grass seed            | 3                   | acre | 15.00              | 4.00  | 9.60  | *          |
| Combining grass (on shares)     | 7                   | crop | ½                  | ¼     | *     | ½          |
| Mowing hay                      | 12                  | acre | 4.00               | 1.50  | 2.23  | 2.00       |
| Mowing hay                      | 7                   | hour | 5.00               | 2.50  | 3.72  | *          |
| Mowing hay                      | 5                   | bale | .05                | .03   | .05   | .05        |
| Raking hay                      | 5                   | acre | 4.00               | 1.00  | 1.63  | 1.50       |
| Raking hay                      | 6                   | hour | 5.00               | 3.00  | 3.62  | 3.00       |
| Raking hay                      | 13                  | bale | .05                | .01   | .03   | .02        |
| Conditioning hay                | 12                  | acre | 5.00               | 1.50  | 2.39  | 2.00       |
| Baling hay                      | 40                  | bale | .20                | .10   | .13   | .15        |
| Hauling hay                     | 20                  | bale | .13                | .06   | .09   | .10        |
| Forage chopping                 | 6                   | ton  | 3.00               | 1.50  | 1.91  | 2.00       |
| Forage chopping                 | 3                   | hour | 14.00              | 9.00  | 12.75 | *          |
| Silo filled                     | 5                   | ton  | 3.50               | 2.00  | 2.50  | 2.00       |
| Tobacco setter                  | 4                   | acre | 40.00              | 20.00 | 28.60 | *          |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area 5 includes the following counties: Pickett, Scott, Overton, Fentress, Putnam, Morgan, White, Cumberland, Warren, Van Buren, Coffee, Grundy, Bledsoe, Sequatchie, Franklin, and Marion.

**Table 6. Custom machinery rates by job, Area 6<sup>1</sup>**

| Job                                    | No. farms reporting | Unit | Custom rate charge |       |       | Most usual |
|----------------------------------------|---------------------|------|--------------------|-------|-------|------------|
|                                        |                     |      | High               | Low   | Avg.  |            |
| Plowing                                | 50                  | hour | 7.00               | 2.00  | 3.99  | 4.00       |
| Plowing                                | 22                  | acre | 10.00              | 2.00  | 5.84  | 6.00       |
| Harrowing                              | 29                  | hour | 8.00               | 2.00  | 4.06  | 4.00       |
| Disking                                | 37                  | hour | 8.00               | 2.00  | 3.99  | *          |
| Disking                                | 9                   | acre | 6.00               | 2.00  | 3.11  | 3.00       |
| Drilling small grain                   | 13                  | hour | 5.00               | 3.00  | 3.84  | *          |
| Drilling small grain                   | 18                  | acre | 6.00               | 1.00  | 2.63  | 2.00       |
| Planting row crops (2 row)             | 12                  | hour | 6.50               | 2.00  | 4.21  | 4.00       |
| Planting row crops (2 row)             | 20                  | acre | 7.00               | 1.00  | 3.01  | 3.00       |
| Cultivating row crops (2 row)          | 5                   | hour | 5.00               | 3.00  | 4.36  | 4.50       |
| Corn picking (2 row mounted)           | 10                  | acre | 12.00              | 5.00  | 7.04  | 6.00       |
| Corn picking (pull type)               | 30                  | acre | 15.00              | 5.00  | 7.74  | 8.00       |
| Corn picking (pull type)               | 6                   | hour | 10.00              | 5.00  | 7.30  | *          |
| Corn picking & shelling                | 3                   | bu.  | .16                | .10   | .15   | *          |
| Combining soybeans                     | 10                  | acre | 10.00              | 4.50  | 7.95  | *          |
| Combining small grain                  | 4                   | hour | 10.00              | 5.00  | 7.19  | *          |
| Combining small grain                  | 42                  | acre | 10.00              | 5.00  | 6.78  | 6.00       |
| Combining grass & legume seed          | 9                   | acre | 8.00               | 5.00  | 6.61  | 6.00       |
| Mowing hay                             | 23                  | bale | .12                | .02   | .06   | .05        |
| Mowing hay                             | 10                  | acre | 4.00               | 1.50  | 2.48  | 2.00       |
| Mowing hay                             | 16                  | hour | 5.00               | 2.00  | 3.61  | 3.00       |
| Raking hay                             | 30                  | bale | .08                | .01   | .04   | .05        |
| Raking hay                             | 6                   | acre | 3.00               | 1.00  | 1.97  | *          |
| Raking hay                             | 12                  | hour | 5.00               | 2.00  | 3.50  | 3.00       |
| Conditioning hay                       | 6                   | bale | .07                | .04   | .05   | .05        |
| Conditioning hay                       | 7                   | acre | 4.00               | 1.00  | 2.84  | *          |
| Conditioning hay                       | 12                  | hour | 5.00               | 2.00  | 4.12  | 5.00       |
| Baling hay                             | 75                  | bale | .20                | .10   | .13   | .12        |
| Hauling hay                            | 32                  | bale | .15                | .05   | .08   | *          |
| Apply herbicides (ground) <sup>2</sup> | 7                   | hour | 4.00               | 1.50  | 3.25  | 3.00       |
| Apply herbicides (ground) <sup>2</sup> | 4                   | acre | 3.50               | 1.50  | 2.50  | *          |
| Forage chopping (silage)               | 10                  | ton  | 3.00               | 1.00  | 1.93  | 2.00       |
| Forage chopping (silage)               | 19                  | hour | 20.00              | 10.00 | 14.62 | 15.00      |
| Silo filled                            | 11                  | ton  | 3.50               | 1.50  | 2.61  | *          |
| Silo filled                            | 7                   | hour | 30.00              | 14.00 | 18.23 | 15.00      |
| Tobacco setter                         | 33                  | acre | 60.00              | 15.00 | 30.20 | 30.00      |

\*Data insufficient to indicate a reliable measure.

<sup>1</sup>Area 6 includes the following counties: Anderson, Blount, Bradley, Campbell, Carter, Claiborne, Cocke, Grainger, Greene, Hamblen, Hamilton, Hancock, Hawkins, Jefferson, Johnson, Knox, Loudon, McMinn, Meigs, Monroe, Polk, Rhea, Roane, Sevier, Sullivan, Unicoi, Union, and Washington.

<sup>2</sup>Materials not included.

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Dairy Experiment Station, Lewisburg, J. R. Owen, Superintendent  
Highland Rim Experiment Station, Springfield, L. M. Safley, Superintendent  
Middle Tennessee Experiment Station, Spring Hill, J. W. High, Jr.,  
Superintendent  
Plateau Experiment Station, Crossville, J. A. Odom, Superintendent  
Tobacco Experiment Station, Greeneville, J. H. Felts, Superintendent  
West Tennessee Experiment Station, Jackson, B. P. Hazlewood, Superintendent

**Field Stations**

Ames Plantation, Grand Junction, James M. Bryan, Manager  
Cumberland Plateau Forestry Field Station, Wartburg, J. S. Kring, Manager  
Friendship Forestry Field Station, Chattanooga  
Highland Rim Forestry Field Station, Tullahoma, P. J. Huffman, Jr., Manager  
Milan Field Station, Milan, T. C. McCutchen, Manager  
Oak Ridge Forest and Arboretum, Oak Ridge