

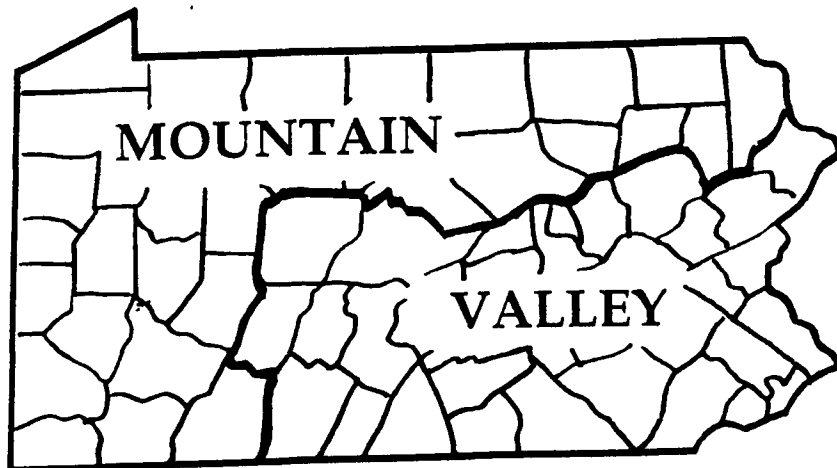
1995 Pennsylvania Machinery Custom Rates

By Greg Truckor
Agricultural Statistician

The custom rates shown are averages from voluntary reports by custom operators throughout Pennsylvania. Most of the rates are stated per acre, cwt., ton bale, or bushel rather than per hour to reduce the variation due to machinery size. Individual rates vary due to differences in working conditions, services performed, or even the operator's eagerness to do custom work. Therefore, the average rates shown should not be considered absolute indications of fair charges.

Acreage rates are shown separately for two regions of the state, labeled "Mountain" and "Valleys". The differences in rates between regions reflect differences in terrain soils and alternative opportunities for the labor and equipment used. Figures labeled "state" represent the straight average of all reports used regardless of geographic location.

Custom rates are slightly higher this year. Of the 68 rates reported 63 percent have increased, 13 percent have decreased, and 24 percent are the same as last year. The overall average is up 2 percent from the previous year. This percentage increase was computed by adding the rates for all jobs, regardless of basis of charges and dividing by last year's comparable total.



CUSTOM RATES: SELECTED FARMING OPERATIONS, PENNSYLVANIA, 1995

JOB	BASIS OF CHARGE	MOUNTAIN/VALLEY SECTION		STATE
		MOUNTAIN	VALLEY	
Harvesting				
Corn Picking	Acre	\$20.20	\$19.80	\$20.00
Corn Combining	Acre	25.00	23.80	24.50
Corn Drying (23 Percent)	Bu.	.29	.29	.29
Combining Small Grains	Acre	22.60	22.30	22.40
Combining Soybeans	Acre	24.60	23.60	24.00
Hay Making:				
Mowing	Acre	8.50	8.80	8.70
Mowing end Conditioning	Acre	9.80	10.00	9.90
Raking	Acre	5.50	5.30	5.40
Pick-up Baling (Twine)	Bale	.36	.34	.35
Cut, Rake, Bale and Store	Bale	.85	.85	.85
Large Round Baler (Avg. #100 Lbs)	Bale	6.10	5.70	5.90
Stocker-Wagon (Avg. #1700 Lbs)	Stack	15.50	15.10	15.40
Silage Making:				
Pull-Type Chopper and Tractor	Hour	42.00	45.00	43.50
Self-Propelled Chopper	Hour	65.00	70.00	67.50
Blower	Hour	7.10	7.00	7.00
1 Man, 2 Wagons, 1 Tractor	Hour	32.00	34.00	33.00
2 Men 2 Wagons, 2 Tractors	Hour	45.00	56.00	45.50
Field Chop, Haul and Fill Silo	Ton	7.00	6.80	6.90

Plowing and Cultivating

Operation	Basis	Rate	Rate	Rate
Plowing, Moldboard Plow:				
Spring, Stubble	Acre	\$11.40	\$12.00	\$11.70
Sod	Acre	12.80	12.90	12.90
Fall, Stubble	Acre	11.20	11.80	11.50
Sod	Acre	12.30	12.50	12.40
Plowing, Deep (10 Inches or More)	Acre	13.00	13.80	13.40
Plowing, Chisel	Acre	10.50	10.70	10.60
Plowing, Disk	Acre	9.80	10.20	10.00
Disking, Tandem	Acre	9.60	9.60	9.60
With Harrow or Cultipacker	Acre	10.10	10.20	10.20
Harrowing:				
Spike Tooth	Acre	7.20	7.60	7.40
Spring Tooth	Acre	7.20	7.60	7.40
Cultivating	Acre	8.30	8.40	8.40

Planting and Drilling

Operation	Basis	Rate	Rate	Rate
Planting Corn With Fertilizer:				
Conventional-Till Planting	Acre	11.20	11.80	11.60
Reduced-Till Planting	Acre	12.20	12.40	12.30
No-Till	Acre	13.50	14.00	13.80
Planting Soybeans, Without Fertilizer:				
Conventional-Till	Acre	10.20	10.80	10.60
Reduced-Till	Acre	11.40	11.60	11.50
No-Till	Acre	14.00	14.10	14.10
Drilling Small Grain:				
Without Fertilizer	Acre	9.40	9.80	9.60
With Fertilizer	Acre	10.00	10.40	10.20

(Turn to Page A31)

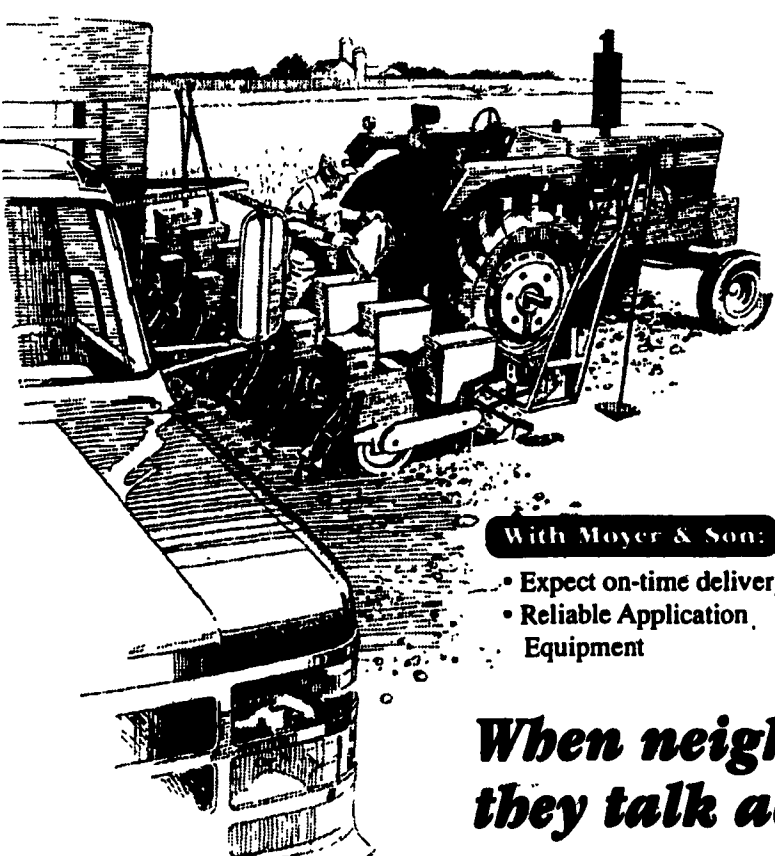


Plant Nutrients

Solid Agronomics for Maximum Yields and Profits

At Moyer & Son Plant Nutrients Group, we combine our 125 years of experience in agriculture, with personal service and quality products to develop agronomic programs that provide maximum yields and improved profitability—year after year.

When you choose Moyer & Son Plant Nutrients for your fertilizer, you'll benefit from our large inventory of application equipment in any size to meet your needs. Our highly experienced drivers are trained in the latest application techniques and know how to get the job done safely, accurately, and on time. When you talk with one of our field representatives, you'll benefit from professionals who know farming and are ready to provide reliable answers to your toughest questions.



With Moyer & Son:

- Expect on-time delivery
- Reliable Application Equipment

Count on us for:

- Soil Testing
- Crop/Nutrient Planning
- Crop Protection Products

Benefit from:

- Field Mapping/Crop Records
- Equipment Lending Programs
- Honest Agronomic Advice

We're Committed to:

- Our Customers
- Agriculture
- The Environment

When neighbors talk Agronomics... they talk about Moyer & Son.

Call today and let us help you make this your best growing season ever.

800-545-5474

113 E. Reliance Rd.
Souderton, PA 18964-0198
(215) 723-6000 (800) 545-5474

RD #1, Box 316
Honey Brook, PA 19344
(610) 273-3516 (800) 545-5474

P.O. Box 888 Route 724 & 1176
Reading, PA 19607-0888
(610) 375-7272 (800) 545-5474