

replaces OMAFRA Factsheet #16-035 of the same name

## Guide to Custom Farmwork and Short-Term Equipment Rental

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### INTRODUCTION

This factsheet provides several decision-making tools for farm managers and custom farmwork operators managing the use of equipment and work time to meet production and profit goals. Table 1 outlines

advantages and disadvantages to three options. Custom farmwork and rental values in this factsheet are in imperial measurements, reflecting common usage in the industry.

**Table 1.** Equipment use options

Option	Advantages	Disadvantages
Own or lease (long-term) equipment	<ul style="list-style-type: none"> <li>Equipment and operator are ready and available when needed, especially for weather-sensitive operations such as planting, spraying and harvesting. Timeliness of operation impacts directly on yield, product quality and farm revenue.</li> <li>Farm manager has direct control of operating decisions.</li> <li>Farm manager develops and maintains hands-on knowledge of operation.</li> <li>Risk of weed transfer or biosecurity concerns is reduced.</li> </ul>	<ul style="list-style-type: none"> <li>Farm business may not be large enough to cover the equipment's ownership and operating costs.</li> <li>Equipment replacement rate may not keep pace with new technology.</li> <li>The farm may not be able to supply the labour at the time the operation is required.</li> <li>Farmer is required to master an additional management skill set.</li> <li>Farmer is responsible for repairs beyond warranty when owned or as per lease agreement.</li> </ul>
Hire custom farmwork	<ul style="list-style-type: none"> <li>Farm manager gains use of newer and more efficient equipment without full cost of ownership/operating expenses.</li> <li>Custom operator provides expertise gained from a wider experience.</li> <li>Custom operator maintains required regulatory certification.</li> <li>Farmer can be busy elsewhere while custom operator provides service.</li> <li>No direct repairs and maintenance costs.</li> </ul>	<ul style="list-style-type: none"> <li>Custom operator may not be available at the most optimum time, resulting in reduced yield, product quality and revenue.</li> <li>Farm manager loses direct control of operation.</li> <li>Farm manager is dependent on the availability of custom operators.</li> <li>Risk of weed transfer and other biosecurity concerns is increased.</li> </ul>
Rent equipment, short-term	<ul style="list-style-type: none"> <li>If equipment is available, farm manager controls the operation and the timeliness of the work.</li> <li>Farm manager gains the use of equipment without the full cost of ownership and operating expenses.</li> <li>Repairs and maintenance are made as per agreement.</li> </ul>	<ul style="list-style-type: none"> <li>Availability of equipment affects timeliness of operation.</li> <li>Rental equipment may not be available due to lack of year-round demand or over-demand during a short season of use.</li> </ul>

Hiring custom farmwork allows farm managers to purchase fieldwork and other services instead of owning the equipment and doing the work. This factsheet considers owning or a multi-year equipment lease versus hiring custom farmwork or short-term equipment rental. For more information on multi-year lease agreements, see the OMAFRA factsheet, *Lease Agreements — Farm Equipment*.

For equipment owners, providing custom farmwork services can be the focus of a business, a sideline farming enterprise that spreads equipment ownership costs over more acres or a marketing tool to complement the sale of other farm inputs.

### **SURVEY OF CUSTOM FARMWORK AND SHORT-TERM EQUIPMENT RENTAL RATES CHARGED IN 2018**

Appendix A, *Survey of Custom Farmwork Rates Charged in 2018* (pages 11–16), shows the results of a survey of the rates charged in 2018 by 200 Ontario custom farmwork operators. The survey included:

- full-time custom operators
- farmers providing custom farmwork as a significant sideline business
- farmers providing limited custom farmwork to neighbours
- farm input suppliers providing custom application as a service

The custom rate charged included the equipment, fuel and operator cost but excluded the cost of material applied.

Use these rates as a guide in making management decisions. There is no assurance that using the “average” rates reported here will cover the cost of providing the service. Custom operators should carefully calculate all costs and returns before setting prices. See *Guide to Calculating Custom Farmwork and Short-Term Equipment Rental Rate Charges*, on page 3.

The appendices show ranges for the rates, as many factors can cause variations in the rates charged, including:

- type, size, age of equipment
- amount of use (number of acres covered or hours used)

- availability of the equipment in the local area
- field shape, size and topography
- soil conditions
- local tradition

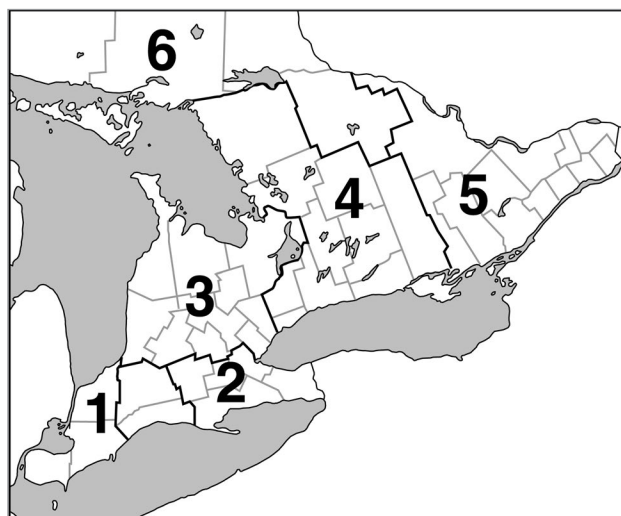
Appendix B, *Survey of Short-Term Equipment Rental Rates Charged in 2018*, on page 16, summarizes 14 reports of short-term tractor rental rates from custom operators.

### **Survey Details**

Results are summarized by province and by six smaller regional areas, shown in Figure 1. Where available, the 2015 provincial average rates from the previous survey are also listed.

### **Average Rates**

An average rate is given when there are at least three reports. The # column in the tables is the number of reports received for the field operation. The greater the number of reports, the more the summary reflects the market rates.



**Figure 1.** Map of Ontario divided into survey areas.

Area 1	Chatham-Kent, Elgin, Essex, Lambton, Middlesex
Area 2	Brant, Haldimand, Hamilton, Niagara, Norfolk, Oxford
Area 3	Bruce, Dufferin, Grey, Halton, Huron, Peel, Perth, Simcoe, Waterloo, Wellington
Area 4	Durham, Haliburton, Hastings, Kawartha Lakes, Muskoka, Northumberland, Parry Sound, Peterborough, Prince Edward, York
Area 5	Frontenac, Lanark, Leeds-Grenville, Lennox-Addington, Ottawa, Prescott-Russell, Renfrew, Stormont-Dundas-Glengarry
Area 6	Algoma, Cochrane, Kenora, Manitoulin, Nipissing, Rainy River, Sudbury, Thunder Bay, Timiskaming

## Percentiles

Percentiles have been used to help show the range of the rates that were charged. For example, in the Provincial Summary, the 15th percentile for corn combining with grain buggy is \$43/acre and the 85th percentile is \$54/acre. This means that 15% of those surveyed charged \$43/acre or less and 15% charged more than \$54. Seventy percent (85th–15th percentile) of all those reporting charged between \$43 and \$54/acre. The average rate charged was \$48/acre.

## GUIDE TO CALCULATING CUSTOM FARMWORK AND SHORT-TERM EQUIPMENT RENTAL RATE CHARGES

The *Custom Farmwork Rate Calculator* and the *Short-Term Equipment Rental Rate Calculator* are reproduced here. Downloadable spreadsheet versions are available online at [ontario.ca/agbusiness](http://ontario.ca/agbusiness). Search for "Farm Business Decision Calculators."

Example calculations are based on market prices and Tables 3, 4 and 5 of this factsheet. See the OMAFRA Factsheet, *Budgeting Farm Machinery Costs*, for additional machinery cost information.

Farm managers who use the equipment in their own operations as well as providing custom farmwork to others should calculate costs using the total of own farm and custom acreage and operation hours.

### Custom Farmwork Rate Calculator

#### POWER UNIT (TRACTOR OR SELF-PROPELLED MACHINE)

##### Annual fixed costs

Capital recovery*	= (purchase price – trade-in value**) x capital recovery factor	=
	+ trade-in value x interest rate***	=
Insurance & housing	= purchase price x 1.0%	=
<b>TOTAL fixed costs/year</b>		= <b>(A)</b>

##### Annual operating costs

Fuel & lubricants [Table 5]	= (litre/hour x hour/year x fuel cost/litre x 1.10)	=
Repairs	= [estimate using Table 3]	=
<b>TOTAL operating costs/year</b>		= <b>(B)</b>

#### + MACHINE (TILLAGE IMPLEMENT, PTO MACHINE, OTHER)

##### Annual fixed costs

Capital recovery*	= (purchase price – trade-in value**) x capital recovery factor	=
	+ trade-in value x interest rate***	=
Insurance & housing	= purchase price x 1.0%	=
<b>TOTAL fixed costs/year</b>		= <b>(C)</b>

##### Annual operating costs

Repairs	= [estimate using Table 3]	=
<b>TOTAL operating costs/year</b>		= <b>(D)</b>

#### = ANNUAL MACHINERY COSTS (A+B+C+D)

+ profit margin (return to management, admin. costs): suggest 15% of machinery costs (E x 0.15)	=	<b>(F)</b>
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+ operator labour (self or hired) # of machinery hours (suggest 15% over machine-hour for travel, downtime) x 1.15 x wage/hour	=	<b>(G)</b>
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<b>= TOTAL costs (E+F+G)</b>	=	<b>(H)</b>
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<b>= CUSTOM RATE</b>	=	<b>(I) per acre or per hour</b>
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\* The capital recovery method estimates the annual depreciation and interest costs. It combines depreciation and interest costs in one calculation. To calculate the capital recovery costs, the capital recovery factor is multiplied by total depreciation and adds the result of the trade-in value multiplied by the interest rate. Table 5 provides the capital recovery factors for selected combinations of years and interest rates.

\*\* Trade-in value = purchase price – (purchase price x annual depreciation rate (from Table 3) x number of years owned).

\*\*\* Interest: Interest calculation is the average annual interest cost of the investment (yours and/or the lender's) that is tied up in the machine.

### EXAMPLE 1. Custom farmwork rate calculation

The following example calculates a custom farmwork rate for a combine with corn and grain heads scheduled to be traded in 5 years.

Life (years) = 5 Purchase price = \$478,000 Trade-in value = \$344,160 Interest rate = 3.0%  
 Acres/year = 2,575 Hours per year = 250 Fuel cost/L = \$1.00  
 Corn/soy average acres/hour = 10.3 Average fuel used (L/hr) = 91.6

#### POWER UNIT (TRACTOR OR SELF-PROPELLED MACHINE): COMBINE

##### Annual fixed costs

Capital recovery		
= (purchase price – trade-in value) x capital recovery factor		= \$29,224
= trade-in value x interest rate		= \$10,325
Insurance & housing = purchase price x 1%		= \$4,780
<b>TOTAL fixed costs/year</b>		<b>= \$44,329 (A)</b>

##### Annual operating costs

Fuel & lubricants = (litre/hour x hour/year x fuel cost/litre x 1.10)		= \$25,201
Repairs = [estimate using Table 3]		= \$11,950
<b>TOTAL operating costs/year</b>		<b>= \$37,151 (B)</b>

#### + MACHINE (TILLAGE IMPLEMENT, PTO MACHINE, OTHER): CORN AND GRAIN HEADS

Life (years) = 5 Purchase price = \$182,000 Trade-in value = \$141,960 Interest rate = 3.0%

1. Annual fixed costs		= \$14,822 (C)
2. Annual operating costs		= \$4,914 (D)

#### = ANNUAL MACHINERY COSTS (A+B+C+D) = \$101,216 (E)

+ profit margin (return to management, admin. costs): suggest 15% of machinery costs (E x 0.15) = \$15,180 (F)

+ operator labour (self or hired) # of machinery hours (suggest 15% over machine-hour for travel, downtime) x 1.15 x wage/hour = \$6,325 (G)

#### = Total costs (E+F+G) = \$122,721 (H)

#### = CUSTOM RATE = \$48/acre (I) or \$490/hour

In this example, if the operator combines 2,575 acres at \$48/acre, the return to management is \$15,180 (\$5.90/acre or \$60.72/machine-hour), and the return to labour is \$6,325 (\$2.46/acre or \$25.30/machine-hour). The custom farmwork operator also earns a return of 3% interest on the owner's equity in the machinery.

## Cash Flow Considerations

The example above calculates machinery costs and returns to management, labour and investment.

The estimated annual capital recovery costs (depreciation and interest) total \$52,364. From a cash flow point of view, the depreciation is not a draw on the bank line. However, in the case of financing, loan payments are a cash flow requirement.

Actual loan principal and interest payments will depend on the amount financed and will be different from the figures in the example. It is possible to cash flow actual expenses at a lesser rate than the example, but this would come at the cost of lower returns to management, operator labour and the owner's equity tied up in the machine.

**Table 2.** Cost per acre comparison

	<b>1,500 acres</b>	<b>2,500 acres</b>	<b>3,500 acres</b>
Machinery fixed costs	\$39.44	\$23.66	\$16.85
Machinery operating costs	\$11.64	\$12.95	\$14.39
Return to management	\$7.66	\$5.49	\$4.69
Return to labour	\$2.46	\$2.46	\$2.46
<b>Total rate</b>	<b>\$61.20</b>	<b>\$44.57</b>	<b>\$38.38</b>

The capital cost of the equipment (purchase/ trade-in values) and the number of acres worked are the two largest factors affecting price rate and, therefore, have the biggest impact on profitability. Table 2 shows how volume of acres affects the per acre costs.

## Short-Term Equipment Rental Rate Calculator

+ machinery costs (from <i>Custom Farmwork Rate Calculator</i> , above)	=	(E)
- total fuel and lubricant cost (if any) (from <i>Custom Farmwork Rate Calculator</i> , above)	=	(J)
+ profit margin (return to management, admin. costs): suggest 15% of machinery costs less fuel and lubricants: $(E - J) \times 0.15$	=	(K)
<b>= Total costs (E - J + K)</b>	=	<b>(L)</b>
<b>= RENTAL RATE</b>	=	<b>(M) per acre or per hour</b>

**Note:** Rental rates may have minimum daily or weekly rates.

### EXAMPLE 2. Short-Term Equipment Rental Rate Calculation

The following example calculates a short-term rental rate for the same combine with corn and soybean heads used in Example 1.

+ machinery costs (from Example 1, <i>Custom farmwork rate calculation</i> )	=	\$101,216	(E)
- total fuel and lubricant cost (if any) (from Example 1, <i>Custom farmwork rate calculation</i> )	=	-\$25,201	(J)
+ profit margin (return to management, admin. costs): suggest 15 % of machinery costs less fuel and lubricants: $(E - J) \times 0.15$	=	+\$11,402	(K)
<b>= Total costs (E - J + K)</b>	=	<b>\$87,417</b>	<b>(L)</b>
<b>= RENTAL RATE</b>	=	<b>\$33.95/acre (M) or \$349.67/hour</b>	

**Note:** Rental rates may have minimum daily or weekly rates.

Table 3, *Annual hours of use, optimal life, depreciation and repair rates*, provides information used in the example calculations.

**Table 3.** Annual hours of use, optimal life, depreciation and repair rates

Machine	Annual Use (hours)	Optimal Life (years)	Annual Depreciation Rate (% of purchase price)	Annual Repair Rate (% of purchase price)
2WD tractors	300	20	3.3	2.2
FWA tractors	450	15	4.4	2.6
4WD tractors	450	15	4.4	2.5
SP combines	250	12	5.6	2.5
Headers, grain	250	15	4.4	2.5
Headers, corn	100	15	4.4	2.8
Grain carts	250	20	3.3	2.0
Plows, discs	100	20	3.3	1.5
Vertical tillage	100	20	3.3	3.5
Cultivators, hoes	200	20	3.3	1.5
Harrows	200	25	2.7	0.5
Drills	200	15	4.4	3.0
Row crop planters	100	10	6.7	4.0
SP high clearance sprayers	200	8	8.3	3.5
Mower/conditioner	150	15	4.4	2.3
Balers, round	100	15	4.4	1.5
Balers, large square	150	15	4.4	1.7
Balers, small square	100	20	3.3	1.0
SP forage harvesters	400	10	6.7	8.0
Manure spreaders	100	10	6.7	4.4

Source: *Farm Machinery Custom and Rental Rate Guide*, Saskatchewan Ministry of Agriculture, 2018–19.

### EXAMPLE 3. ANNUAL REPAIR COST CALCULATION

New 375 HP combine cost      \$660,000 = \$478,000 (combine) + \$122,000 (corn head) + \$60,000 (grain head)

Estimated annual repair rates\*  
 2.5% combine  
 2.8% corn head  
 2.5% grain head

Annual repair costs      Combine: \$478,000 x 2.5% for an average of \$11,950/year  
 Corn head: \$122,000 x 2.8% for an average of \$3,416/year  
 Grain head: \$60,000 x 2.5% for an average of 1,500/year  
 Total annual repair costs = \$11,950 + \$3,416 + \$1,500 = \$16,866 per year

Used machinery      When calculating the depreciation on used machinery, use the actual price paid for the machine minus its expected trade-in or salvage value, divided by the expected life of the machine on your farm. Increase repair rates to levels appropriate for the age or number of hours on the machine. Expect to have higher than normal repair expenses in the first year of ownership of a used machine as you bring it back into top operating shape.

\* From Table 3.

**Table 4.** Performance, horsepower and fuel requirements of selected farm equipment

	<b>PTO HP<sup>1,2</sup></b>	<b>Acres/hour<sup>2</sup></b>	<b>Litres/acre</b>	<b>Litres/hour<sup>3</sup></b>
4–18-in. furrow plow	75	2.8	6.5	18.3
6–18-in. furrow plow	140	3.0	11.4	34.2
8–18-in. furrow plow	250	5.6	10.9	61.1
24-ft field cultivator	140	9.0	3.8	34.2
31-ft field cultivator	225	20.6	2.7	55.0
44-ft field cultivator	270	29.1	2.3	66.0
16-ft chisel plow	155	9.0	4.2	37.9
21-ft chisel plow	240	12.6	4.7	58.6
24-ft tandem disk	150	15.1	2.4	36.7
30-ft tandem disk	225	15.3	3.6	55.0
10-ft offset disk	110	6.0	4.5	26.9
16-ft offset disk	155	9.6	3.9	37.9
21-ft vertical tillage	190	19.6	2.4	46.4
30-ft vertical tillage	270	27.2	2.4	66.0
43-ft vertical tillage	370	39.2	2.3	90.4
12-row strip tillage	290	17.5	4.0	70.9
6R – 30-in. row crop planter	95	7.6	3.1	23.2
12R – 30-in. row crop planter	140	15.3	2.2	34.2
16R – 30-in. row crop planter	155	20.4	1.9	37.9
6R – 30-in. minimum-till planter	75	6.4	2.9	18.3
12R – 30-in. minimum-till planter	155	15.3	2.5	37.9
16R – 30-in. minimum-till planter	225	20.4	2.7	55.0
25-ft grain drill	140	11.7	2.9	34.2
35-ft grain drill	225	16.3	3.4	55.0
12-ft presswheel drill	75	5.1	3.6	18.3
20-ft presswheel drill	140	8.5	4.0	34.2
15-ft no-till drill	140	7.0	4.9	34.2
20-ft no-till drill	175	9.3	4.6	42.8
90-ft sprayer, pull type	95	49.6	0.5	23.2
90-ft sprayer, self propelled	85	72.5	0.3	20.8
9-ft mower conditioner	40	4.4	2.2	9.8
13-ft rotary mower/conditioner	75	9.7	1.9	18.3
Square baler	40	4.4	2.2	9.8
Round baler 1,000 lb	60	3.0	4.9	14.7
Round baler 1,500 lb	60	4.0	3.7	14.7
Large size square baler	140	16.3	2.1	34.2
Round baler 1,000 lb/wrapper	60	3.0	4.9	14.7
2-row forage harvester	140	1.4	24.4	34.2
Self-propelled forage harvester, 6 row, 15 ft	625	5.1	11.2	56.8
Large forage blower	60	—	—	14.7
Combine 6R – 30-in. corn hd	275	5.1	13.2	67.2
Combine 12R – 30-in. corn hd	375	10.2	9.0	91.6
Combine grain head 25 ft	375	7.4	12.4	91.6
Combine grain head 35 ft	375	10.4	8.8	91.6

<sup>1</sup> Power Take Off Horsepower<sup>2</sup> Source: *Illinois Machinery Cost Estimates for 2019*, University of Illinois, Department of Agricultural and Consumer Economics, 2019.<sup>3</sup> Source: Nebraska Tractor Test Laboratory, 2008–2017. Tractor fuel consumption results.

**Table 5.** Capital recovery factors

Year	Interest rate													
	2%	3%	4%	5%	6%	7%	8%	9%	10%	11%	12%	13%	14%	15%
1	1.02	1.03	1.04	1.05	1.06	1.07	1.08	1.09	1.10	1.11	1.12	1.13	1.14	1.15
2	0.515	0.523	0.530	0.538	0.545	0.553	0.561	0.568	0.576	0.584	0.592	0.599	0.607	0.615
3	0.347	0.354	0.360	0.367	0.374	0.381	0.388	0.395	0.402	0.409	0.416	0.424	0.431	0.438
4	0.263	0.269	0.275	0.282	0.289	0.295	0.302	0.309	0.315	0.322	0.329	0.336	0.343	0.350
5	0.212	0.218	0.225	0.231	0.237	0.244	0.250	0.257	0.264	0.271	0.277	0.284	0.291	0.298
6	0.179	0.185	0.191	0.197	0.203	0.210	0.216	0.223	0.230	0.236	0.243	0.250	0.257	0.264
7	0.155	0.161	0.167	0.173	0.179	0.186	0.192	0.199	0.205	0.212	0.219	0.226	0.233	0.240
8	0.137	0.142	0.149	0.155	0.161	0.167	0.174	0.181	0.187	0.194	0.201	0.208	0.216	0.223
9	0.123	0.128	0.134	0.141	0.147	0.153	0.160	0.167	0.174	0.181	0.188	0.195	0.202	0.210
10	0.111	0.117	0.123	0.130	0.136	0.142	0.149	0.156	0.163	0.170	0.177	0.184	0.192	0.199
11	0.102	0.108	0.114	0.120	0.127	0.133	0.140	0.147	0.154	0.161	0.168	0.176	0.183	0.191
12	0.095	0.100	0.107	0.113	0.119	0.126	0.133	0.140	0.147	0.154	0.161	0.169	0.177	0.184
13	0.088	0.094	0.100	0.106	0.113	0.120	0.127	0.134	0.141	0.148	0.156	0.163	0.171	0.179
14	0.083	0.089	0.095	0.101	0.108	0.114	0.121	0.128	0.136	0.143	0.151	0.159	0.167	0.175
15	0.078	0.084	0.090	0.096	0.103	0.110	0.117	0.124	0.131	0.139	0.147	0.155	0.163	0.171
16	0.074	0.080	0.086	0.092	0.099	0.106	0.113	0.120	0.128	0.136	0.143	0.151	0.160	0.168
17	0.070	0.076	0.082	0.089	0.095	0.102	0.110	0.117	0.125	0.132	0.140	0.149	0.157	0.165
18	0.067	0.073	0.079	0.086	0.092	0.099	0.107	0.114	0.122	0.130	0.138	0.146	0.155	0.163
19	0.064	0.070	0.076	0.083	0.090	0.097	0.104	0.112	0.120	0.128	0.136	0.144	0.153	0.161
20	0.061	0.067	0.074	0.080	0.087	0.094	0.102	0.110	0.117	0.126	0.134	0.142	0.151	0.160

Source: *Estimating Farm Machinery Costs*, Edwards, William, Iowa State University, 2015.



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## **FACTORS TO CONSIDER IN A CUSTOM FARMWORK AGREEMENT**

Custom hiring is a business arrangement. Write the terms of the arrangement in a formal agreement. If unwritten, the terms are more likely to be misunderstood in the case of a dispute. While written custom hiring agreements have not been common in the past, increased demands for nutrient management plans, quality assurance programs and environmental stewardship records give added incentive beyond the business benefits of written agreements. Consider the following in a custom hiring agreement.

### **Timeliness**

Significant losses can occur if an operation is not started or completed on time. To facilitate planning, include a schedule of operations for both parties in the custom hiring agreement. Such a schedule would be subject to weather conditions and crop maturity.

### **Operations**

Write into the agreement the exact operations to be performed by each party and the machine, materials and labour to be supplied by each.

### **Rate Schedule**

Stipulate the rate for each operation to be performed on the basis of acreage, time (hour, day, week) or total operation performed.

### **Management**

State that both the custom operator and the owner will adhere to appropriate and accepted farming practices in his or her respective part of the farming operations. The contract provides an opportunity to clarify management roles and responsibilities, create mutual understanding and provide a dispute resolution mechanism.

### **Environmental matters**

While the owner is ultimately responsible for activities occurring on the property, regulatory authorities can charge any one of the owner, the tenant farmer or the contract operator for causing environmental damage. It is the responsibility of each party to understand his or her environmental responsibilities. Where the custom farmwork

operation carries the risk of an environmental spill, such as in manure or pesticide application, it is important that a contingency plan exists that identifies the containment and clean-up process, which party has the authority to initiate the contingency plan and to which party the clean-up costs are assigned.

### **Terms of payment**

Stipulate terms of payment for custom operations. Bill the client upon the completion of each custom operation, indicating actual units (hours, acres, etc.) completed, the rate charged per unit, the total charge and the date payment is due.

### **Termination**

Include a minimum period for notice of termination in a custom hiring agreement. State penalties, if any, for termination or for failure to give appropriate notice of termination.

## **OTHER CONSIDERATIONS**

### **Insurance**

A custom operator may be classified differently from a farmer when insuring equipment. Be clear with the insurance company about which role you are playing if considering doing custom work or renting out equipment.

### **Workplace Safety and Insurance Board (WSIB)**

Custom operators are responsible for carrying appropriate WSIB coverage for their employees. The WSIB issues Clearance Certificates to employers to document this WSIB employee coverage.

WSIB coverage is optional for sole proprietors, partners, independent operators and executive officers of a corporation, who are responsible for their own insurance coverage.

A WSIB Independent Operator Ruling documents that the custom operator is not considered to be an employee of the farmer by the WSIB.

The WSIB deems the operator of the equipment to be an employee of the farmer during the custom farmwork unless the custom equipment operator has either a WSIB Clearance Certificate or a WSIB Independent Operator Ruling.

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Farmers should ask the custom operator to see a copy of a WSIB Clearance Certificate or WSIB Independent Operator Ruling prior to the work. If there is no Clearance Certificate or Independent Operator Ruling, custom operators should itemize the labour component of the custom rate charge on the bill so that the farmer can pay the required WSIB premiums on the equipment operator's labour.

For further information on WSIB responsibilities visit [www.wsib.ca](http://www.wsib.ca) or contact the WSIB at 1-800-387-0750.

### **Licences and Certifications**

The custom operator should maintain, as required, any regulated certifications or licences for the equipment and equipment operators involved in the custom work.

### **SUMMARY**

Contracting custom farmwork will continue to allow farm managers to manage machinery costs and technical skills. Developing clear custom farmwork contracts is a benefit to both the farm manager and the custom operator.

This factsheet is intended as general information, not specific advice concerning individual situations. The annual hours of use, optimal life, depreciation and repair rates presented are intended as a guideline for cost recovery of equipment from farmer to farmer and not intended for commercial custom operators. Commercial custom operations typically have increased hours of annual use impacting optimal life, depreciation and repair rates and additional business costs such as liability insurance, overhead and skilled labour. Discuss individual custom farmwork agreements with your lawyer. The Government of Ontario assumes no responsibility for persons using this publication as a basis to draft a custom farmwork agreement or to set custom farmwork and short-term equipment rental rates.

Averages shown in the tables are a simple average of the rates charged in 2018 across Ontario as reported in a survey of Ontario custom farmwork operators. Percentiles show the range of the rates

that were charged. There is no assurance that using the average rates reported here will cover the cost of providing the service. Before setting prices, carefully calculate all costs and returns.

### **REFERENCES**

The author would like to gratefully acknowledge the permission given by the authors of the following publications from which portions of this paper were developed:

*Farm Machinery Custom and Rental Rate Guide 2018–19*. Saskatchewan Ministry of Agriculture.

*Estimating Farm Machinery Costs*. Edwards, William. Iowa State University, 2019.

*Minnesota Farm Machinery Economic Cost Estimates for 2019*. University of Minnesota, Department of Applied Economics. 2019.

*Illinois Machinery Cost Estimates for 2019*. University of Illinois, Department of Agricultural and Consumer Economics. 2019.

*Tractor fuel consumption results, 2008–2017*. Nebraska Tractor Test Laboratory Test Reports. University of Nebraska Tractor Test Laboratory. 2008 to 2017.

The author also wishes to thank the custom farm operators who completed the survey of rates charged in 2018.

This factsheet was written and updated by John Molenhuis, Business Analysis and Cost of Production Specialist, Economic Development Division, OMAFRA, Brighton.

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.					
			2018 avg.	15th										85th				
<b>Tillage</b>																		
Moldboard plow	acre	44	\$33	\$25	\$39	\$29	15	\$32	4	\$33	18	\$32	—	—	4	\$37	—	—
	hour	36	\$133	\$96	\$173	\$130	13	\$156	—	—	15	\$114	—	—	4	\$153	—	—
Chisel plow/ soil saver	acre	55	\$26	\$20	\$30	\$24	18	\$27	12	\$25	18	\$24	—	—	6	\$31	—	—
	hour	38	\$221	\$150	\$304	\$190	11	\$242	8	\$212	14	\$223	—	—	5	\$188	—	—
Disc — primary tillage	acre	36	\$21	\$16	\$25	\$19	11	\$21	—	—	15	\$22	3	\$20	5	\$21	—	—
	hour	24	\$249	\$120	\$300	\$213	6	\$294	—	—	11	\$248	—	—	4	\$225	—	—
Disc — secondary tillage	acre	33	\$18	\$15	\$25	\$17	10	\$18	6	\$18	8	\$19	—	—	8	\$18	—	—
	hour	23	\$249	\$153	\$354	\$212	7	\$281	4	\$296	5	\$249	—	—	7	\$191	—	—
Offset disc	acre	13	\$25	\$15	\$30	—	4	\$23	—	—	3	\$20	—	—	6	\$28	—	—
	hour	7	\$191	—	—	—	—	—	—	—	—	—	—	—	4	\$155	—	—
Vertical tillage	acre	56	\$22	\$17	\$26	\$20	17	\$22	9	\$19	16	\$21	6	\$24	7	\$24	—	—
	hour	44	\$342	\$177	\$500	\$282	12	\$419	6	\$308	12	\$307	6	\$313	7	\$326	—	—
Zone tillage with fertilizer	acre	5	\$26	—	—	\$23	—	—	—	—	—	—	—	—	—	—	—	—
	hour	3	\$377	—	—	\$426	—	—	—	—	—	—	—	—	—	—	—	—
Strip tillage	acre	14	\$28	\$22	\$35	—	5	\$30	3	\$36	6	\$23	—	—	—	—	—	—
	hour	6	\$354	—	—	—	—	—	—	—	4	\$357	—	—	—	—	—	—
V-ripping	acre	3	\$30	—	—	—	3	\$30	—	—	—	—	—	—	—	—	—	—
Field cultivate	acre	91	\$16	\$12	\$20	\$14	25	\$17	13	\$16	31	\$15	6	\$17	14	\$20	—	—
	hour	63	\$337	\$152	\$525	\$241	17	\$337	8	\$365	21	\$344	4	\$251	12	\$341	—	—
Harrowing	acre	4	\$15	—	—	\$7	—	—	—	—	—	—	—	—	—	—	—	—
Deep tillage/ subsoiling	acre	12	\$32	\$23	\$40	\$29	6	\$32	—	—	—	—	—	—	—	—	—	—
	hour	8	\$211	\$169	\$244	\$215	3	\$253	—	—	—	—	—	—	—	—	—	—
Soil finisher	acre	5	\$15	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	hour	5	\$221	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Packer/rolling	acre	46	\$8	\$5	\$10	\$7	7	\$9	6	\$8	18	\$7	4	\$11	11	\$8	—	—
	hour	26	\$190	\$95	\$300	\$148	—	—	4	\$161	9	\$205	—	—	9	\$186	—	—
Stalk chopping	acre	12	\$17	\$11	\$24	\$14	8	\$20	—	—	—	—	—	—	—	—	—	—
	hour	7	\$160	—	—	\$167	4	\$203	—	—	—	—	—	—	—	—	—	—
<b>Planting</b>																		
<b>Soybeans</b>																		
Conventional row planter	acre	43	\$24	\$20	\$29	\$21	13	\$22	5	\$27	12	\$23	5	\$26	8	\$27	—	—
	hour	24	\$394	\$151	\$544	\$302	7	\$446	—	—	6	\$429	4	\$315	5	\$341	—	—
Minimum/no-till planter	acre	56	\$26	\$22	\$30	\$25	21	\$24	5	\$23	14	\$24	4	\$30	12	\$31	—	—
	hour	34	\$309	\$175	\$475	\$346	15	\$302	3	\$219	6	\$386	—	—	8	\$316	—	—
Strip tillage planter	acre	8	\$26	\$24	\$30	—	—	—	3	\$27	3	\$24	—	—	—	—	—	—
	hour	4	\$388	—	—	—	—	—	—	—	3	\$456	—	—	—	—	—	—
Conventional drill	acre	10	\$24	\$19	\$29	\$20	4	\$21	—	—	4	\$23	—	—	—	—	—	—
	hour	4	\$337	—	—	\$183	—	—	—	—	—	—	—	—	—	—	—	—
No-till drill	acre	57	\$26	\$20	\$30	\$24	14	\$24	9	\$23	14	\$23	10	\$28	9	\$33	—	—
	hour	43	\$286	\$136	\$500	\$246	9	\$309	6	\$239	10	\$305	10	\$194	7	\$379	—	—
Air seeder without fertilizer	acre	24	\$25	\$22	\$28	\$24	5	\$25	—	—	12	\$24	3	\$26	3	\$27	—	—
	hour	15	\$485	\$341	\$537	\$422	3	\$319	—	—	8	\$476	—	—	—	—	—	—
Air seeder with fertilizer	acre	33	\$26	\$24	\$30	\$25	6	\$26	4	\$27	14	\$25	—	—	7	\$29	—	—
	hour	23	\$441	\$292	\$536	\$405	4	\$467	3	\$311	10	\$449	—	—	6	\$476	—	—

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.					
			2018 avg.	15th										85th				
<b>Planting (continued)</b>																		
<b>Corn</b>																		
<b>Conventional row planter</b>																		
<i>Row width 29 in. or less</i>																		
With starter fertilizer	acre	14	\$26	\$21	\$30	\$21	8	\$25	—	—	—	—	—	—	—	—	—	—
	hour	5	\$324	—	—	\$270	—	—	—	—	—	—	—	—	—	—	—	—
Without fertilizer	acre	3	\$23	—	—	\$22	—	—	—	—	—	—	—	—	—	—	—	—
<i>Row width 30 in. or more</i>																		
With starter fertilizer	acre	68	\$25	\$20	\$30	\$22	17	\$25	9	\$24	22	\$24	7	\$27	12	\$26	—	—
	hour	46	\$331	\$194	\$485	\$315	15	\$314	6	\$394	10	\$318	5	\$370	10	\$311	—	—
Without starter fertilizer	acre	12	\$23	\$19	\$27	\$20	—	—	—	—	6	\$21	—	—	—	—	—	—
	hour	6	\$430	—	—	\$299	—	—	—	—	3	\$310	—	—	—	—	—	—
<b>Minimum/no-till</b>																		
<i>Row width 29 in. or less</i>																		
With starter fertilizer	acre	7	\$28	—	—	\$25	—	—	—	—	—	—	—	—	—	—	—	—
	hour	3	\$409	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Without fertilizer	acre	4	\$29	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<i>Row width 30 in. or more</i>																		
With starter fertilizer	acre	28	\$29	\$24	\$34	\$26	8	\$25	—	—	7	\$28	4	\$30	7	\$33	—	—
	hour	17	\$299	\$157	\$390	\$273	5	\$198	—	—	5	\$393	—	—	4	\$336	—	—
Without starter fertilizer	acre	4	\$28	—	—	\$26	—	—	—	—	3	\$28	—	—	—	—	—	—
<b>Strip tillage planter</b>																		
<i>Row width 29 in. or less</i>																		
With starter fertilizer	acre	3	\$27	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<i>Row width 30 in. or more</i>																		
With starter fertilizer	acre	6	\$29	—	—	—	—	—	3	\$32	—	—	—	—	—	—	—	—
<b>Cereals (oats, barley, wheat)</b>																		
<b>Conventional drill</b>																		
With starter fertilizer	acre	12	\$22	\$16	\$30	\$19	4	\$21	—	—	5	\$21	—	—	—	—	—	—
	hour	8	\$194	\$81	\$350	\$168	—	—	—	—	4	\$100	—	—	—	—	—	—
Without starter fertilizer	acre	11	\$22	\$18	\$26	\$18	—	—	—	—	5	\$22	—	—	3	\$25	—	—
	hour	6	\$171	—	—	\$153	—	—	—	—	—	—	—	—	4	\$203	—	—
<b>No-till drill</b>																		
With starter fertilizer	acre	34	\$27	\$22	\$30	\$24	9	\$26	5	\$24	10	\$26	5	\$31	4	\$32	—	—
	hour	20	\$270	\$153	\$458	\$247	6	\$251	3	\$203	6	\$336	—	—	3	\$267	—	—
Without starter fertilizer	acre	22	\$24	\$20	\$30	\$24	3	\$24	3	\$20	9	\$22	4	\$28	3	\$31	—	—
	hour	14	\$259	\$168	\$311	\$268	3	\$246	—	—	3	\$207	3	\$186	3	\$314	—	—
Air seeder without fertilizer	acre	15	\$26	\$24	\$30	\$24	—	—	—	—	5	\$26	3	\$26	3	\$30	—	—
	hour	8	\$402	\$341	\$497	\$438	—	—	—	—	3	\$447	—	—	—	—	—	—
Air seeder with fertilizer	acre	31	\$26	\$24	\$30	\$24	5	\$24	5	\$25	13	\$24	—	—	5	\$29	—	—
	hour	23	\$431	\$308	\$536	\$425	5	\$429	4	\$306	10	\$458	—	—	3	\$507	—	—

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.					
			2018 avg.	15th										85th				
<b>Planting (continued)</b>																		
<b>Forages</b>																		
Drill	acre	28	\$25	\$20	\$30	\$24	7	\$21	4	\$25	5	\$24	5	\$29	7	\$28	—	—
	hour	17	\$242	\$155	\$274	\$237	3	\$214	—	—	3	\$203	4	\$212	5	\$327	—	—
Brillion type	acre	5	\$21	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Broadcast/ATV spreading	acre	12	\$6	\$4	\$7	\$5	7	\$5	—	—	—	—	—	—	—	—	—	—
	hour	7	\$120	—	—	\$94	3	\$107	—	—	—	—	—	—	—	—	—	—
<b>Weed control</b>																		
<b>Herbicide (excluding herbicide cost)</b>																		
Pull-type sprayer	acre	32	\$10	\$9	\$12	\$9	13	\$10	3	\$11	8	\$10	—	—	5	\$11	—	—
	hour	26	\$351	\$190	\$510	\$358	11	\$395	—	—	7	\$396	—	—	4	\$238	—	—
Self-propelled high clearance sprayer	acre	79	\$10	\$9	\$11	\$10	18	\$10	14	\$10	29	\$10	4	\$11	9	\$10	5	\$10
	hour	35	\$462	\$300	\$637	\$511	6	\$374	5	\$588	15	\$483	—	—	6	\$439	—	—
<b>Mechanical</b>																		
Inter-row cultivation	acre	6	\$18	—	—	\$14	—	—	—	—	3	\$15	—	—	—	—	—	—
	hour	4	\$156	—	—	\$109	—	—	—	—	3	\$168	—	—	—	—	—	—
Rotary hoe	acre	6	\$11	—	—	—	5	\$11	—	—	—	—	—	—	—	—	—	—
<b>Fertilizer application</b>																		
Spread dry fertilizer	acre	40	\$10	\$8	\$11	\$9	10	\$10	7	\$10	13	\$9	4	\$10	5	\$9	—	—
	hour	24	\$377	\$250	\$514	\$282	7	\$380	4	\$496	6	\$335	—	—	4	\$290	—	—
Rental of dry bulk applicator	acre	3	\$10	—	—	\$12	—	—	—	—	—	—	—	—	—	—	—	—
	hour	4	\$124	—	—	\$15	—	—	—	—	3	\$15	—	—	—	—	—	—
Anhydrous	acre	5	\$20	—	—	\$15	4	\$21	—	—	—	—	—	—	—	—	—	—
	hour	3	\$247	—	—	\$212	—	—	—	—	—	—	—	—	—	—	—	—
Liquid — ground	acre	11	\$14	\$10	\$17	\$10	4	\$12	5	\$15	—	—	—	—	—	—	—	—
	hour	6	\$533	—	—	\$376	—	—	—	—	—	—	—	—	—	—	—	—
Liquid side-dress	acre	22	\$14	\$10	\$18	\$13	12	\$14	3	\$13	3	\$12	—	—	4	\$14	—	—
	hour	15	\$279	\$133	\$392	\$261	8	\$256	—	—	—	—	—	—	4	\$247	—	—
Prescription map service	acre	4	\$2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Site specific soil sampling	acre	4	\$12	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Insecticide/fungicide</b>																		
Early-season application	acre	7	\$10	—	—	\$10	—	—	—	—	5	\$10	—	—	—	—	—	—
	hour	5	\$359	—	—	\$426	—	—	—	—	3	\$367	—	—	—	—	—	—
Late-season application	acre	11	\$11	\$10	\$14	\$11	—	—	3	\$13	6	\$10	—	—	—	—	—	—
	hour	8	\$498	\$303	\$743	—	—	—	—	—	4	\$463	—	—	—	—	—	—
<b>Combining</b>																		
<b>Corn</b>																		
With grain buggy	acre	113	\$48	\$43	\$54	\$44	32	\$45	15	\$50	35	\$47	11	\$49	19	\$52	—	—
	hour	73	\$382	\$237	\$500	\$375	22	\$370	9	\$354	24	\$427	6	\$324	11	\$362	—	—
Without grain buggy	acre	21	\$43	\$40	\$46	\$44	4	\$40	—	—	9	\$45	—	—	6	\$44	—	—
	hour	9	\$324	\$178	\$452	\$182	—	—	—	—	3	\$240	—	—	3	\$349	—	—

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.					
			2018 avg.	15th										85th				
<b>Combining (continued)</b>																		
<b>Soybeans</b>																		
With grain buggy	acre	118	\$46	\$42	\$50	\$43	33	\$44	17	\$48	36	\$45	11	\$48	19	\$51	—	—
	hour	70	\$519	\$350	\$750	\$504	22	\$522	10	\$563	23	\$566	5	\$330	8	\$486	—	—
Without grain buggy	acre	24	\$43	\$40	\$46	\$42	5	\$40	—	—	10	\$44	—	—	6	\$44	—	—
	hour	9	\$430	\$260	\$706	\$217	—	—	—	—	3	\$292	—	—	—	—	—	—
<b>Cereals</b>																		
With grain buggy	acre	98	\$45	\$40	\$50	\$42	21	\$44	17	\$46	34	\$45	10	\$48	13	\$50	3	\$35
	hour	60	\$412	\$215	\$632	\$449	15	\$421	10	\$470	22	\$450	4	\$264	7	\$317	—	—
Without grain buggy	acre	21	\$42	\$40	\$45	\$40	3	\$43	—	—	10	\$43	—	—	5	\$43	—	—
	hour	10	\$361	\$186	\$586	\$120	—	—	—	—	4	\$240	—	—	—	—	—	—
<b>Canola</b>																		
With grain buggy	acre	6	\$42	—	—	\$45	—	—	—	—	3	\$49	—	—	—	—	—	—
	hour	3	\$479	—	—	\$462	—	—	—	—	—	—	—	—	—	—	—	—
Grain buggy alone	acre	11	\$7	\$5	\$9	\$5	4	\$6	—	—	3	\$8	3	\$5	—	—	—	—
	hour	10	\$125	\$82	\$150	\$143	—	—	—	—	3	\$160	—	—	3	\$117	—	—
<b>Other crop harvesting</b>																		
Grain swathing	acre	11	\$17	\$15	\$21	\$16	—	—	—	—	4	\$16	—	—	—	—	3	\$14
	hour	11	\$153	\$80	\$188	\$83	—	—	—	—	4	\$76	—	—	—	—	—	—
<b>High moisture corn</b>																		
Combined and hauled to silo	acre	4	\$55	—	—	\$48	—	—	—	—	—	—	—	—	—	—	—	—
<b>Edible beans</b>																		
Bean pulling + windrowing	acre	5	\$41	—	—	\$35	—	—	—	—	3	\$45	—	—	—	—	—	—
	hour	4	\$453	—	—	\$392	—	—	—	—	—	—	—	—	—	—	—	—
Combining — conventional grain type	acre	17	\$50	\$42	\$55	\$44	4	\$49	3	\$55	7	\$50	—	—	—	—	—	—
	hour	9	\$462	\$264	\$670	\$449	—	—	—	—	3	\$430	—	—	—	—	—	—
Combining — specialty — Bob/Lilliston	acre	9	\$62	\$48	\$75	\$51	4	\$66	—	—	3	\$56	—	—	—	—	—	—
	hour	6	\$526	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Trucking</b>																		
Grains and oilseeds	bu.	4	\$0.18	—	—	\$0.16	4	\$0.18	—	—	—	—	—	—	—	—	—	—
	mt.	71	\$9	\$7	\$12	\$9	15	\$7	13	\$8	27	\$8	10	\$12	6	\$10	—	—
<b>Forage harvesting</b>																		
<b>Hay</b>																		
Swathing/conditioning	acre	41	\$18	\$15	\$22	\$18	6	\$21	3	\$19	16	\$18	8	\$21	6	\$15	—	—
	hour	31	\$186	\$111	\$300	\$154	4	\$244	—	—	12	\$174	6	\$188	5	\$176	—	—
Raking	acre	29	\$11	\$6	\$15	\$9	4	\$16	3	\$12	14	\$10	5	\$12	3	\$10	—	—
	hour	20	\$165	\$80	\$249	\$109	—	—	—	—	8	\$163	5	\$134	3	\$143	—	—
Tedding	acre	16	\$13	\$10	\$16	\$10	4	\$13	—	—	5	\$12	3	\$16	—	—	—	—
	hour	12	\$175	\$70	\$308	\$107	—	—	—	—	3	\$189	4	\$232	—	—	—	—
Windrow merging	acre	10	\$15	\$12	\$19	—	—	—	—	—	3	\$16	—	—	3	\$17	—	—
	hour	9	\$236	\$116	\$384	—	—	—	—	—	4	\$253	—	—	3	\$273	—	—
Bale — sm. square (ground)	bale	3	\$1.12	—	—	\$0.91	—	—	—	—	—	—	—	—	—	—	—	—

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile			#	#	#	#	#	#	#						
			2018 avg.	15th	85th								2018 avg.	2018 avg.	2018 avg.	2018 avg.	2018 avg.	
<b>Forage harvesting (continued)</b>																		
<b>Hay (continued)</b>																		
Bale — sm. square (loaded)	bale	15	\$1.05	\$0.59	\$1.39	\$0.80	3	\$1.08	—	—	6	\$0.78	3	\$1.37	—	—	—	—
Bale — lg. square	ft.	19	\$1.44	\$1.15	\$1.73	\$1.27	—	—	3	\$1.52	9	\$1.51	—	—	4	\$1.35	—	—
Bale — lg. round under 1,000 lb	bale	32	\$9	\$7	\$10	\$8	5	\$9	4	\$11	10	\$8	6	\$9	7	\$8	—	—
Bale — lg. round over 1,000 lb	bale	15	\$10	\$8	\$12	\$8	—	—	—	—	—	—	\$5	\$12	3	\$8	—	—
Entire operation (mowing to baling)	lg. bale	5	\$16	—	—	\$14	—	—	—	—	—	—	—	—	—	—	—	—
Baling corn stalks	bale	6	\$12	—	—	—	3	\$13	—	—	—	—	—	—	—	—	—	—
<b>Bale wrapping</b>																		
Individual — with plastic	bale	4	\$11	—	—	\$9	—	—	—	—	—	—	—	—	—	—	—	—
Tube	bale	11	\$6	\$4	\$9	\$5	—	—	—	—	—	—	3	\$7	3	\$7	—	—
Hauling hay bales	bale	3	\$6	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Straw</b>																		
Bale — lg. round	bale	6	\$9	—	—	\$8	—	—	—	—	3	\$8	—	—	—	—	—	—
<b>Haylage</b>																		
<b>PTO harvester</b>																		
Field chopping only	hour	3	\$168	—	—	\$163	—	—	—	—	—	—	—	—	—	—	—	—
<b>Self-propelled harvester</b>																		
Field chopping only	acre	3	\$47	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	hour	7	\$456	—	—	\$395	—	—	—	—	—	—	—	—	3	\$392	—	—
Chop, haul, pack, blow	hour	6	\$770	—	—	\$639	—	—	—	—	—	—	—	—	3	\$555	—	—
<b>Corn silage</b>																		
<b>PTO harvester</b>																		
Field chopping only	acre	3	\$104	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	hour	3	\$148	—	—	\$198	—	—	—	—	—	—	—	—	—	—	—	—
<b>Self-propelled harvester with kernel processor</b>																		
Field chopping only	hour	3	\$577	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
<b>Self-propelled harvester with kernel processor</b>																		
Field chopping only	hour	7	\$506	—	—	\$433	—	—	—	—	3	\$508	—	—	3	\$533	—	—
Chop, haul, pack, blow	hour	6	\$657	—	—	\$696	—	—	—	—	3	\$650	—	—	—	—	—	—

**Appendix A.** Survey of custom farmwork rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6						
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.					
			2018 avg.	15th										85th				
<b>Manure handling</b>																		
<b>Solid</b>																		
Loader only	hour	13	\$95	\$79	\$113	\$74	4	\$89	—	—	—	4	\$110	—	—	—	—	
Spreader only	hour	11	\$116	\$83	\$153	\$111	3	\$115	—	—	—	3	\$123	—	—	—	—	
Loader and spreader	hour	8	\$153	\$101	\$200	\$136	—	—	—	—	3	\$97	—	—	—	—	—	
<b>Liquid</b>																		
Drag hose boom applicator per 1,000 gal	—	8	\$11	\$10	\$13	\$11	3	\$11	—	—	3	\$13	—	—	—	—	—	
Drag hose injection per 1,000 gal	—	3	\$14	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Tanker — surface applied only per 1,000 gal	—	5	\$14	—	—	\$9	—	—	—	—	4	\$15	—	—	—	—	—	
Tanker — surface applied only per hour	—	10	\$222	\$134	\$258	\$165	—	—	—	—	3	\$150	3	\$357	3	\$142	—	—
<b>Miscellaneous</b>																		
Snow removal — blade	hour	19	\$96	\$75	\$122	\$93	5	\$82	—	—	6	\$122	3	\$102	—	—	—	—
Snow blowing	hour	33	\$120	\$80	\$161	\$100	7	\$131	3	\$98	16	\$128	3	\$143	3	\$67	—	—

**Appendix B.** Survey of short-term equipment rental rates charged in 2018

Custom operation	Unit	Provincial					Area 1	Area 2	Area 3	Area 4	Area 5	Area 6					
		#	2018 Percentile		2015 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.	#	2018 avg.				
			2018 avg.	15th										85th			
<b>TRACTOR RENTALS</b>																	
Custom operator	hour	11	\$56	\$28	88	\$46	3	68	—	—	6	\$39	—	—	—	—	—
	HP/h	3	\$0.31	—	—	\$0.49	—	—	—	—	—	—	—	—	—	—	—

Published by the Ontario Ministry of Agriculture,  
Food and Rural Affairs  
© Queen's Printer for Ontario, 2020  
ISSN 1198-712X  
Également disponible en français (Fiche technique 20-006)

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