

## 2009 Custom Rates for Farm Services in Missouri

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The rates reported in this guide are based on a state-wide survey conducted by mail in the summer of 2009. Farmers, agribusiness firms, aerial applicators and land improvement contractors responded to questions concerning rates they were charging in 2009 for custom services, excluding the cost of materials being applied.

There is no assurance that the average rates reported in this guide will cover *your* costs for performing the service or that you will be able to hire a customer operator for the rates shown. *Calculate your own costs carefully before deciding the rate to charge or pay. Before entering into an agreement, discuss with the other party all the details of the specific job to be performed.*

Fuel prices have a big impact on custom rates. When this survey was conducted, the average retail price of gasoline was about \$2.50 a gallon, or 50¢ a gallon lower than when our 2006 survey was conducted.

### Explanation of rates in this guide

Rates reflect each custom operator's judgment of a "normal" job. Charges may be added if the operator considers a job abnormal, such as in distance from the operator's base location, the amount of product or labor involved, the difficulty of the terrain, or special requirements of the customer or location.

Some jobs show a wide range in rates. Possible explanations are the type or size of equipment used, the value of labor involved, the mix of labor and equipment used, or different income needs of full-time custom operators versus local farmers supplementing their income.

The "Average rate" indicates the basis of the charge for all of the rates in that row. The "Mid" rate has an equal number of responses higher and lower.

The "Number reporting" and "Range in rates" columns are important. Some jobs had very few responses or a wide range in rates, so the average may not accurately reflect rates in your area.

Tillage operations	Average rate	Range in rates			Number reporting	
		Low	Mid	High		
<b>Plowing</b>						
Moldboard:	Normal soil	\$14.19 / Acre	\$10.00	\$13.25	\$25.00	16
	Heavy soil	16.71 / Acre	14.00	15.50	20.00	12
Chisel plow:	Normal soil	12.83 / Acre	8.00	12.00	20.00	18
	Heavy soil	13.96 / Acre	10.00	14.00	20.00	14
Disk chisel		12.89 / Acre	9.00	12.00	16.00	9
Plowing or cutting disk (heavy disk)		11.88 / Acre	8.00	12.00	15.00	13
		45.00 / Hour	35.00	47.50	50.00	4
V-rip or subsoil		15.47 / Acre	9.00	15.00	25.00	23
<b>Other tillage</b>						
Tandem disk (finishing disk)		\$11.44 / Acre	\$4.00	\$10.50	\$20.00	38
Harrow only		6.78 / Acre	3.00	6.75	12.00	20
One-pass field prep (multiple attachments)		12.95 / Acre	9.00	12.00	21.00	16
Mulch finisher		11.95 / Acre	4.00	12.00	17.00	11
Cultivate rows		11.00 / Acre	10.00		12.00	2
Cultipack		8.50 / Acre	5.00	8.00	15.00	9

Planting operations		Average rate	Range in rates			Number reporting
			Low	Mid	High	
<b>Conventional planting</b>						
Corn or milo:	Plant only	\$12.95 / Acre	\$ 8.00	\$12.00	\$24.00	46
	Plant + apply fertilizer/ chemicals	16.25 / Acre	15.00	16.25	18.00	6
Soybeans:	Plant 30-inch rows	12.93 / Acre	10.00	12.00	24.00	21
	Plant 15-inch rows	13.68 / Acre	10.00	12.00	24.00	33
	Drill 7- or 9-inch rows	13.40 / Acre	8.00	12.00	24.00	25
Small grains:	Drill 7- or 9-inch rows	13.00 / Acre	8.00	12.00	24.00	20
Grass or clover:	Drill 7- or 9-inch rows	14.09 / Acre	10.00	12.00	24.00	11
<b>No-till planting</b>						
Corn or milo:	Plant only	\$14.23 / Acre	\$10.00	\$14.00	\$24.00	53
	Plant + fertilize	16.00 / Acre	15.00	15.50	18.00	6
Soybeans:	Plant 30-inch rows	13.43 / Acre	9.00	12.50	24.00	22
	Plant 15-inch rows	14.78 / Acre	6.00	14.00	24.00	41
	Drill 7- or 9-inch rows	14.60 / Acre	10.00	14.25	24.00	34
Small grains:	Drill 7- or 9-inch rows	14.80 / Acre	10.00	15.00	24.00	32
Grass or clover:	Drill 7- or 9-inch rows	14.25 / Acre	5.00	14.00	25.00	20
Broadcast seed with ATV		7.44 / Acre	3.00	8.00	12.50	8

Applying fertilizer and chemicals		Average rate	Range in rates			Number reporting
			Low	Mid	High	
<b>Deliver and spread fertilizer (not including cost of fertilizer)</b>						
Dry fertilizer on cropland:	Single spread	\$4.97 / Acre	\$3.00	\$4.75	\$15.00	97
	Double spread	6.38 / Acre	3.50	6.00	12.00	62
	Variable-rate application	7.69 / Acre	5.95	8.00	10.00	5
Dry fertilizer on pasture (topdressed)		4.95 / Acre	2.00	4.63	15.00	92
Dry fertilizer + seed broadcast		6.02 / Acre	3.50	5.50	15.00	76
Liquid fertilizer		5.52 / Acre	4.16	5.50	10.00	49
Liquid fertilizer + other chemicals		5.82 / Acre	4.16	5.50	13.00	47
Anhydrous ammonia		11.09 / Acre	4.50	10.25	20.00	42
Side-dress fertilizer		7.97 / Acre	4.00	7.50	12.50	17
<b>Apply chemicals (not including cost of chemicals)</b>						
Spray with truck		\$5.57 / Acre	\$4.00	\$5.50	\$10.00	47
Spray with flotation sprayer		5.51 / Acre	4.16	5.50	7.00	52
Spray with self-propelled row crop sprayer		5.63 / Acre	4.00	5.50	7.50	96
Spray with tractor-mounted or -pulled sprayer		7.59 / Acre	4.50	6.00	15.00	17
Spray with ATV		55.71 / Hour	20.00	50.00	100.00	7
<b>Lime</b>						
Deliver and spread:	Including cost of lime	\$17.37 / Ton	\$6.00	\$17.00	\$28.00	45
	Not including cost of lime	8.35 / Ton	3.00	8.00	14.00	25
Deliver only:	Including cost of lime	11.54 / Ton	8.00	11.13	17.00	6
	Not including cost of lime	5.57 / Ton	1.00	5.75	9.00	7
Spread only		5.19 / Ton	2.00	4.50	11.00	29
		5.64 / Acre	2.00	6.00	10.00	7
<b>Aerial application to fields<sup>†</sup></b>						
Spray liquid fertilizer or chemical (approximately 5 gal/acre)		\$6.19 / Acre	\$6.00	\$6.25	\$6.50	5
Spread dry fertilizer (approximately 100 lb/acre)		0.064 / Pound	0.0625		0.065	6

<sup>†</sup> Aerial rates are averages for southeast Missouri only. Reports from other areas were insufficient for summary and indicated a wide range in application rates and charges.

## Harvesting and hauling grain, seed and silage

	Average rate	Range in rates			Number reporting
		Low	Mid	High	
<b>Combining</b>					
Corn	\$27.86 / Acre	\$20.00	\$27.25	\$35.00	70
Soybeans	27.00 / Acre	20.00	26.00	35.00	72
Grain sorghum	27.65 / Acre	20.00	26.00	35.00	13
Small grains	26.68 / Acre	20.00	25.00	45.00	41
Clover or alfalfa seed	31.00 / Acre	22.00	28.00	50.00	5
	½ of crop				10
Fescue or other grass seeds	\$26.25 / Acre	20.00	27.50	30.00	4
	½ of crop				28
<b>Hauling grain or seed</b>					
Field to farm storage with farm vehicle/wagon	\$0.12 / Bushel	\$0.05	\$0.10	\$0.28	26
Bin to market with large grain truck over 20 miles:					
Flat rate	0.22 / Bushel	0.08	0.24	0.40	46
Flat rate	3.00 / Loaded mile	2.00	3.00	3.50	14
Rate per bushel x loaded miles	0.0146 / Bushel	0.0038	0.0148	0.0250	4
<b>Making corn or grain sorghum silage</b>					
Field chop only	\$59.00 / Acre	\$30.00	\$53.00	\$100.00	4
	131.25 / Hour	85.00	135.00	170.00	4
Chop, haul and pile or fill bunker	6.75 / Ton	6.00		7.50	2
	213.33 / Hour	200.00	220.00	220.00	3

	Average rate	Range in rates			Number reporting
		Low	Mid	High	
<b>Custom farming</b>					
Produce corn:					
Conventional tillage	\$99.50 / Acre	\$68.00	\$75.00	\$180.00	4
No-till	90.71 / Acre	60.00	75.00	160.00	7
Produce soybeans:					
Conventional tillage	95.25 / Acre	56.00	72.50	180.00	4
No-till	83.00 / Acre	58.00	70.00	160.00	7

Custom farming involves performing all field operations required to raise a crop, from seedbed preparation through harvest, using the custom operator's equipment. The landowner pays all input costs except those related to machinery and labor.

	Average rate	Range in rates			Number reporting	
		Low	Mid	High		
<b>Processing grain and seed</b>						
<b>Grain drying</b>						
Charge for each 1% moisture removed	\$0.06 / Bushel	\$0.03	\$0.05	\$0.14	22	
with a shrinkage rate of	1.46% of gross wt	0.65%	1.5%	2%	22	
Charge for each 1% moisture removed	\$0.065 / Bushel	\$0.03	\$0.06	\$0.12	7	
with no shrinkage rate						
<b>Grinding and mixing grains</b>						
At farm	\$22.20 / Ton	\$11.00	\$15.00	\$45.00	5	
At elevator	13.06 / Ton	1.00	12.00	20.00	33	
<b>Recleaning and bagging</b>						
Soybeans:						
Reclean	\$1.00 / Bushel	0.45	\$1.00	\$2.00	15	
Reclean and bag	1.49 / Bushel	0.75	1.50	2.50	14	
Small grains:						
Reclean	1.04 / Bushel	0.45	1.00	2.00	13	
Reclean and bag	1.49 / Bushel	0.75	1.50	2.50	14	
Clover seed:	Reclean and bag	9.29 / 100 lb rough wt	2.00	10.00	15.00	7
Grass seed:	Reclean and bag	12.00 / 100 lb rough wt	9.00	11.00	16.00	6
<b>Bagging only</b>						
Grain or seed, not including cost of bag	\$0.88 / 100 lbs	0.20	1.00	1.50	9	

## Harvesting and hauling hay

	Average rate	Range in rates			Number reporting	
		Low	Mid	High		
Cutting hay	\$10.18 / Acre	\$6.00	\$9.50	\$20.00	17	
Cutting and conditioning	12.38 / Acre	8.00	12.00	25.00	17	
Raking hay	4.88 / Acre	2.00	4.25	8.00	26	
Hay tedding	4.27 / Acre	2.00	4.00	8.00	11	
<b>Square bales (small, 50–100 lb)</b>						
Baling only	\$0.66 / Bale	\$ 0.35	\$0.63	\$1.00	22	
Cut, rake and bale	1.30 / Bale	0.60	1.25	3.00	15	
	56% of crop				8	
Complete harvest (cut, rake, bale, haul, stack)	\$1.93 / Bale	1.00	1.75	4.00	9	
	64% of crop				7	
Haul and stack square bales (field to barn)	\$0.64 / Bale	0.15	0.65	1.00	9	
Haul over 20 miles	2.92 / Loaded mile	2.00	2.75	4.00	6	
<b>Round bales</b>						
Baling only:						
	750–1,000 lb bales	\$9.32 / Bale	\$6.00	\$8.50	\$20.00	11
	1,000–1,500 lb bales	9.38 / Bale	5.00	9.00	15.00	29
	1,500 lb and over bales	10.94 / Bale	7.00	10.50	15.00	16
Cut, rake and bale:						
	750–1,000 lb bales	15.33 / Bale	12.00	15.00	20.00	9
	55% of crop	50%	50%	67%	6	
	1,000–1,500 lb bales	\$16.43 / Bale	\$10.00	\$16.50	\$20.00	20
	58% of crop	50%	57.5%	67%	12	
	1,500 lb and over bales	\$20.43 / Bale	\$11.00	\$18.75	\$28.50	16
	60% of crop	50%	66%	75%	9	
Cut, rake, bale and net wrap:						
	750–1,000 lb bales	\$17.90 / Bale	\$14.00	\$18.00	\$22.00	10
	53% of crop	50%	50%	60%	3	
	1,000–1,500 lb bales	\$17.44 / Bale	\$14.00	\$17.00	\$25.00	17
	58% of crop	50%	57.5%	67%	10	
	1,500 lb and over bales	\$20.94 / Bale	\$17.50	\$19.50	\$35.00	17
	62% of crop	50%	66%	75%	9	
Bale and net wrap:						
	750–1,000 lb bales	\$8.63 / Bale	\$6.50	\$8.25	\$12.00	8
	1,000–1,500 lb bales	10.32 / Bale	8.00	10.00	17.50	17
	1,500 lb and over bales	11.91 / Bale	10.00	11.00	22.00	17
Wrap individual bales in plastic	4.00 / Bale	3.00		5.00	2	
Fill plastic tube with bales	8.00 / Bale	8.00		8.00	2	
Move round bales on farm or local, flat rate	3.74 / Bale	1.50	4.00	6.00	22	
Haul round bales over 20 miles	3.08 / Loaded mile	2.00	3.00	5.00	16	

Miscellaneous	Average rate	Range in rates			Number reporting
		Low	Mid	High	
Mow pasture or CRP land	\$15.03 / Acre	\$ 6.00	\$13.00	\$47.00	33
	54.64 / Hour	20.00	55.00	100.00	39
Cut brush (brush hog)	17.11 / Acre	6.00	15.00	40.00	19
	56.79 / Hour	10.00	55.00	125.00	39
Chop stalks	11.36 / Acre	6.00	12.00	18.00	7
	63.00 / Hour	40.00	60.00	100.00	5
Farm jobs with tractor and loader	48.15 / Hour	15.00	47.50	100.00	20
Hauling livestock, long distance:					
With gooseneck trailer or farm truck	2.25 / Loaded mile	1.00	2.50	3.50	27
With large livestock truck	3.14 / Loaded mile	2.80	3.13	3.50	4
Saw and split downed trees into firewood	24.67 / Hour	8.00	22.50	55.00	6
	78.33 / Cord	40.00	60.00	135.00	3

Fence work	Average rate	Range in rates			Number reporting	
		Low	Mid	High		
Inspection and minor repairs	\$176.4 / Hour	\$8.00	\$13.50	\$55.00	14	
Fence removal:	By hand and tractor	28.36 / Hour	10.00	25.00	90.00	14
	With large equipment, no salvage	103.86 / Hour	20.00	120.00	135.00	22
Fence building, easy terrain:						
Barbed wire, set posts	17.30 / Hour	8.00	17.50	30.00	10	
	640.00 / Qtr mile	500.00	620.00	800.00	6	
Combination barbed and woven, set posts	19.14 / Hour	8.00	20.00	30.00	7	
	975.00 / Qtr mile	750.00	875.00	1,400.00	4	
Fence building, rough terrain:						
Barbed wire, set posts	19.00 / Hour	8.00	20.00	30.00	12	
	770.00 / Qtr mile	600.00	750.00	900.00	5	
Combination barbed and woven, set posts	23.17 / Hour	8.00	20.50	40.00	6	
	1,062.50 / Qtr mile	800.00	1,025.00	1,400.00	4	
Dig holes and set posts	33.83 / Hour	8.00	25.50	65.00	12	
	16.20 / Post	6.00	20.00	25.00	5	
Drive posts:						
Steel posts	19.33 / Hour	8.00	20.00	35.00	9	
	3.73 / Post	1.20	5.00	5.00	3	
Wooden posts	24.00 / Hour	20.00	20.50	35.00	4	
	7.00 / Post	6.00		8.00	2	

Small acreage cultivation	Average rate	Range in rates			Number reporting
		Low	Mid	High	
Using compact tractor or ATV with attachments					
Plowing	\$15.00 / Acre	\$10.00	\$15.00	\$20.00	3
	31.25 / Hour	15.00	27.50	60.00	8
Other soil preparation or tillage	17.00 / Acre	10.00	20.00	20.00	5
	35.83 / Hour	20.00	35.00	60.00	6
Planting rows or drilling	20.40 / Acre	12.00	20.00	25.00	5
	37.50 / Hour	15.00		60.00	2

## Water management and earth moving

	Average rate	Range in rates			Number reporting	
		Low	Mid	High		
<b>By job performed</b>						
Building terraces:						
Conventional gradient	\$1.85 / Linear ft	\$1.20	\$1.80	\$3.50	15	
	2.35 / Cubic yd	2.00	2.00	3.00	5	
	118.16 / Hour	90.00	120.00	150.00	19	
Parallel, cut and fill to grass outlets	2.10 / Linear ft	1.20	2.00	4.00	9	
	2.53 / Cubic yd	2.00	2.55	3.00	4	
	113.10 / Hour	80.00	110.00	150.00	21	
Parallel, with storage to tile outlets	2.50 / Linear ft	1.25	2.25	5.00	10	
	2.78 / Cubic yd	2.00	3.00	3.10	4	
	119.67 / Hour	90.00	120.00	150.00	15	
Diversion	2.46 / Linear ft	1.25	2.10	5.00	8	
	2.23 / Cubic yd	1.25	2.04	3.00	9	
	116.47 / Hour	80.00	120.00	150.00	17	
Grade and shape waterways	2.27 / Linear ft	1.80	2.00	3.00	3	
	2.37 / Cubic yd	1.75	2.00	3.75	12	
	107.95 / Hour	50.00	110.00	150.00	22	
Ditch construction	2.03 / Linear ft	1.50	2.00	2.60	3	
	2.73 / Cubic yd	2.00	2.80	3.75	8	
	104.17 / Hour	50.00	105.00	150.00	24	
Building ponds and lakes	2.37 / Cubic yd	1.25	2.25	4.00	32	
	117.19 / Hour	65.00	115.00	330.00	32	
Land leveling	2.17 / Cubic yd	1.00	2.00	4.00	13	
	109.86 / Hour	35.00	110.00	200.00	35	
Land clearing:						
Cut brush and trees; pile on site	653.57 / Acre	150.00	450.00	1575.00	7	
	107.32 / Hour	50.00	100.00	150.00	41	
Remove brush, trees, stumps; pile on site	695.83 / Acre	150.00	550.00	1850.00	12	
	109.06 / Hour	50.00	110.00	180.00	48	
<b>By type of equipment used (including operator labor)</b>						
Bulldozer:	Under 100 hp	\$84.42 / Hour	\$50.00	\$85.00	\$120.00	26
	100–150 hp	104.71 / Hour	65.00	100.00	150.00	52
	Over 150 hp	125.00 / Hour	90.00	125.00	180.00	48
Scraper:	Under 10 cu yd capacity	83.24 / Hour	40.00	80.00	140.00	17
	10–15 cu yd capacity	116.35 / Hour	65.00	110.00	180.00	37
	Over 15 cu yd capacity	148.24 / Hour	65.00	150.00	200.00	17
Motor grader:	Under 100 hp	85.56 / Hour	60.00	85.00	110.00	9
	100 hp or larger	99.00 / Hour	75.00	95.00	150.00	15
Track-type loader:	Under 100 hp	86.53 / Hour	60.00	85.00	120.00	17
	100 hp or larger	112.08 / Hour	85.00	112.50	150.00	24
Skid loader		63.85 / Hour	30.00	62.50	100.00	48
Track hoe/excavator:	Mini (2–6 tons)	85.45 / Hour	55.00	80.00	150.00	22
	Medium and large	119.89 / Hour	80.00	120.00	200.00	47
Back hoe		73.49 / Hour	40.00	75.00	110.00	61
Tiling machine		1.20 / Linear ft	0.85	1.25	1.80	11
		126.00 / Hour	80.00	100.00	200.00	5
Trencher		1.32 / Linear ft	0.50	1.25	3.00	22
		105.71 / Hour	70.00	100.00	200.00	7
Tree shear		77.50 / Hour	50.00	67.50	125.00	12