

# MU Guide

## 2006 Custom Rates for Farm Services in Missouri

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The rates reported in this guide are based on a statewide survey conducted by mail in the fall of 2006. Farmers, agribusiness firms, aerial applicators and land improvement contractors responded to questions concerning rates they were actually charging 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 custom operator for the average 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 rate charges. At the time of this survey, the average retail price of gasoline was about \$3.00 a gallon, or 40¢ a gallon higher than when our 2003 survey was conducted.

### Explanation of rates in this guide

Rates reflect the respondents' own judgment as to what they charge for a "normal" job. *Rates for small jobs will be higher, sometimes much higher, than those reported in this guide.* Custom operators may give special estimates for jobs that are abnormally large, small, or complex.

Some jobs show a wide range in rates. Possible explanations are topography, type of equipment used, location (distance to job), or different income needs of the full-time custom operator as compared with a farmer supplementing his income.

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

Tillage operations	Basis of charge	Average rate	Range in rates			Number reporting	
			Low	Mid*	High		
<b>Plowing</b>							
Moldboard:	Normal soil	Acre	\$17.47	\$ 9.00	\$15.00	\$40.00	19
	Heavy soil	Acre	21.46	12.00	18.50	45.00	14
Chisel plow:	Normal soil	Acre	14.52	8.00	12.00	40.00	22
	Heavy soil	Acre	17.57	12.00	14.50	40.00	14
Disk chisel		Acre	14.38	12.00	12.75	20.00	4
Plowing or cutting disk (heavy disk)		Acre	12.79	8.00	12.00	22.00	14
		Hour	37.33	14.00	32.50	60.00	6
V-rip or subsoil		Acre	18.11	10.00	15.50	45.00	22
<b>Other tillage</b>							
Tandem disk (finishing disk)		Acre	\$11.47	\$ 7.00	\$10.00	\$20.00	34
Disk with harrow attached		Acre	10.93	7.00	10.00	22.00	20
Harrow only		Acre	6.71	2.50	5.50	15.00	14
Field cultivate only		Acre	9.62	7.00	9.50	15.00	25
Mulch finisher		Acre	11.17	8.00	10.00	15.00	9
Cultivate rows		Acre	8.25	5.00	8.50	10.00	6
Cultipack		Acre	9.58	7.50	10.00	12.00	6

\*The Mid rate had an equal number of responses higher and lower.

Planting operations		Basis of charge	Average rate	Range in rates			Number reporting
				Low	Mid*	High	
<b>Conventional planting</b>							
Corn or milo:	Plant only	Acre	\$11.72	\$ 6.00	\$12.00	\$20.00	36
	Plant + apply fertilizer/ chemicals	Acre	17.38	15.00	16.25	22.00	4
Soybean:	Plant 30-inch rows	Acre	11.92	6.00	13.00	15.00	12
	Plant 15-inch rows	Acre	12.62	7.00	12.00	20.00	21
	Drill 7- or 9-inch rows	Acre	12.30	7.00	12.00	18.00	23
Small grains:	Drill 7- or 9-inch rows	Acre	12.60	10.00	12.50	18.00	21
Grass or clover:	Drill 7- or 9-inch rows	Acre	12.19	10.00	12.00	18.00	13
<b>No-till planting</b>							
Corn or milo:	Plant only	Acre	\$13.61	\$10.00	\$13.50	\$22.00	41
	Plant + fertilize	Acre	17.40	13.00	17.00	20.00	5
Soybean:	Plant, 30-inch rows	Acre	14.00	10.00	14.00	22.00	13
	Plant, 15-inch rows	Acre	13.57	10.00	13.25	22.00	30
	Drill 7- or 9-inch rows	Acre	13.60	10.00	13.00	20.00	29
Small grains:	Drill 7- or 9-inch rows	Acre	13.83	10.00	13.00	18.00	24
Clover or grass:	Drill 7- or 9-inch rows	Acre	14.63	12.00	14.50	18.00	8
Broadcast seed with ATV		Acre	3.71	1.00	3.50	7.00	12

Applying fertilizer and chemicals		Basis of charge	Average rate	Range in rates			Number reporting
				Low	Mid*	High	
<b>Liming</b>							
	Deliver and spread including cost of lime, flat rate	Ton	\$14.05	\$ 3.50	\$13.50	\$22.00	44
<b>Complete fertilizer application</b> (deliver and spread, not including cost of fertilizer)							
	Anhydrous ammonia	Acre	\$ 9.25	\$ 4.00	\$ 9.63	\$14.00	26
	Dry fertilizer on cropland: single spread	Acre	4.34	3.00	4.50	6.00	68
	double spread	Acre	5.81	3.25	5.50	9.00	57
	Dry fertilizer on pasture (topdressing)	Acre	4.36	3.00	4.13	9.00	76
	Dry fertilizer + seed broadcast	Acre	5.24	3.00	5.00	10.00	71
	Liquid fertilizer	Acre	4.65	3.50	4.63	6.00	40
	Liquid fertilizer + other chemicals	Acre	4.98	3.75	5.00	9.00	42
	Side-dress fertilizer	Acre	6.53	4.00	7.00	10.00	21
<b>Applying chemicals</b> (equipment and labor)							
	Spray with truck	Acre	\$ 5.06	\$ 4.00	\$ 5.00	\$10.00	47
	Spray with flotation sprayer	Acre	4.97	4.00	5.00	6.00	43
	Spray with self-propelled row crop sprayer	Acre	5.01	4.00	5.00	6.50	63
	Spray w/tractor-mounted or pulled sprayer	Acre	5.05	3.50	4.75	9.00	16
	Spray with ATV	Acre	6.00	--	5.00	--	3
	Spray and incorporate with cultivator or disk	Acre	12.33	--	13.00	--	3
<b>Aerial operations</b> (excluding cost of materials spread)							
	Aerial spraying crops or crop dusting	Acre	\$ 6.75	\$ 5.75	\$ 7.00	\$ 7.50	6
	Aerial spraying brush	Acre	9.88	7.50	9.75	12.50	4
	Aerial fertilizer spreading	Pound	.08	.05	.06	.15	4
	Aerial seeding	Pound	.09	.06	.08	.15	4

\*The Mid rate had an equal number of responses higher and lower.

Harvesting and hauling grain, seed, silage	Basis of charge	Average rate	Range in rates			Number reporting
			Low	Mid*	High	
<b>Combining</b>						
Corn	Acre	\$26.02	\$22.00	\$25.00	\$31.00	56
Soybeans	Acre	25.77	20.00	25.00	35.00	62
Grain sorghum	Acre	25.55	22.00	25.00	30.00	19
Small grains	Acre	24.62	20.00	25.00	30.00	38
Clover or alfalfa seed	Acre	27.92	22.00	26.25	40.00	6
	1/2 of crop	--	--	--	--	7
Fescue or other grass seeds	Acre	23.75	--	25.00	--	4
	1/2 of crop	--	--	--	--	13
<b>Picking</b>						
Ear corn with picker	Acre	\$23.00	\$12.00	\$25.00	\$30.00	4
<b>Hauling grain</b>						
Field to farm storage, less than 5 miles	Bushel	\$ .11	\$ .03	\$ .10	\$ .25	38
Field to market	Bushel	.16	.08	.15	.42	47
Bin to market with 18-wheeler	Loaded mile	3.19	2.00	3.00	6.50	20
<b>Harvest corn or grain sorghum for silage</b>						
Field chop only	Ton	\$ 3.31	\$ 2.00	\$ 3.13	\$ 5.00	4
Chop, haul, & fill silo	Ton	6.38	5.00	5.00	10.00	4

Custom farming	Basis of charge	Average rate	Range in rates			Number reporting
			Low	Mid*	High	
Producing corn	Acre	\$77.25	\$50.00	\$71.50	\$135.00	8
Producing soybeans	Acre	69.22	45.00	60.00	125.00	9

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.

Processing grain and seed	Basis of charge	Average rate	Range in rates			Number reporting
			Low	Mid*	High	
<b>Processing</b>						
Grind and mix grain at farm	Ton	\$16.00	--	\$20.00	--	3
Grind and mix grain at elevator	Ton	12.27	\$ 5.00	10.00	\$20.00	22
Reclean soybeans	Bushel	.86	.45	.95	1.25	14
Reclean and bag soybeans	Bushel	1.31	.65	1.30	2.00	13
Reclean small grain	Bushel	.85	.45	.90	1.15	15
Reclean and bag small grain	Bushel	1.23	.65	1.25	1.55	13
Reclean and bag clover seed	100 lb rough wt	9.85	8.00	9.50	15.00	8
Reclean and bag grass seed	100 lb rough wt	15.19	10.00	15.00	22.50	7
Bagging grain or seed (not including cost of bag)	Bushel	.81	.60	.75	1.00	7
<b>Grain drying</b>						
Charge for each 1% moisture removed	Bushel	\$ .04	\$ .03	\$ .04	\$ .07	15
with shrink rate per 1% moisture removed	% of gross wt	1.42%	1.0%	1.5%	1.75%	15
Charge for each 1% moisture removed, with no shrink rate	Bushel	\$.058	\$ .04	\$ .06	\$ .07	8

\*The Mid rate had an equal number of responses higher and lower.

Harvesting and hauling hay and baleage	Basis of charge	Average rate	Range in rates			Number reporting	
			Low	Mid*	High		
Mowing hay	Acre	\$ 9.00	\$5.00	\$ 9.00	\$15.00	22	
	Hour	39.60	18.00	40.00	60.00	5	
Hay conditioning (crushing or crimping)	Acre	12.00	10.00	10.00	20.00	7	
Mowing and conditioning	Acre	11.11	6.00	10.00	20.00	27	
Raking hay	Acre	4.30	2.00	4.00	10.00	31	
	Hour	29.80	14.00	30.00	50.00	5	
Hay tedding	Acre	3.87	2.00	4.00	6.00	15	
<b>Small square bales (85–100 lb)</b>							
Baling only	Bale	\$ .52	\$ .30	\$ .50	\$ 1.00	24	
Combination, mow, rake, bale:	Bale	1.10	.60	1.05	1.75	12	
Complete hay harvest (mow, rake, bale, haul, unload)	Bale	1.81	1.30	1.75	2.50	5	
Haul and unload, less than 20 miles	Bale	.47	.15	.43	1.00	6	
Haul small bales over 20 miles	Loaded mile	2.42	2.00	2.25	3.50	6	
<b>Large round bales</b>							
Baling only:	750–1,000 lb bales	Bale	\$ 7.76	\$ 5.00	\$ 7.00	\$12.00	17
	1,000–1,500 lb bales	Bale	8.39	6.00	8.00	12.50	40
	1,500 lb bales & larger	Bale	9.07	7.00	9.00	11.00	22
Mow, rake, bale:	750–1,000 lb bales	Bale	13.23	8.00	13.00	17.50	15
	1,000–1,500 lb bales	Bale	14.14	10.00	14.00	20.00	33
	1,500 lb bales & larger	Bale	14.81	11.00	15.00	18.00	16
Bale & net wrap:	750–1,000 lb bales	Bale	8.38	6.00	8.00	13.00	13
	1,000–1,500 lb bales	Bale	9.73	7.00	9.50	13.00	20
	1,500 lb bales & larger	Bale	10.18	7.00	10.00	13.00	19
Mow, rake, bale, & net wrap:	750–1,000 lb bales	Bale	14.54	10.00	15.00	18.50	12
	1,000–1,500 lb bales	Bale	15.60	12.00	15.00	23.00	20
	1,500 lb bales & larger	Bale	16.19	13.00	16.00	23.00	17
Wrap bales in plastic for baleage	Bale	6.17	--	6.00	--	3	
Fill plastic tubes with bales for baleage	Bale	6.75	4.00	7.25	8.50	4	
Move large bales with farm vehicle or wagon:	1 mile or less	Bale	2.21	1.00	2.00	5.00	29
	2 to 20 miles	Bale	4.23	2.00	4.00	6.25	25
Haul large bales over 20 miles	Loaded mile	2.65	1.80	2.50	4.00	12	

Mowing, chopping, sawing, hauling livestock	Basis of charge	Average rate	Range in rates			Number reporting	
			Low	Mid*	High		
Mowing pasture	Acre	\$ 10.47	\$ 7.00	\$ 10.00	\$ 15.00	18	
	Hour	39.61	10.00	45.00	80.00	18	
Mowing CRP land	Acre	11.32	6.00	10.50	15.00	28	
	Hour	48.56	20.00	45.00	80.00	16	
Cutting brush (brush hog)	Acre	16.40	10.00	15.00	30.00	5	
	Hour	51.45	25.00	47.50	100.00	20	
Chopping stalks	Hour	45.83	15.00	47.50	80.00	6	
Sawing firewood, 2 ft lengths with chain saw	Hour	13.80	12.00	12.00	18.00	5	
	Cord	103.00	50.00	105.00	150.00	5	
Hauling livestock:	With gooseneck	Loaded mile	2.27	.50	2.00	4.25	25
	With 18-wheeler	Loaded mile	2.73	--	3.00	--	3

\*The Mid rate had an equal number of responses higher and lower.

<b>Fence work</b>	<b>Basis of charge</b>	<b>Average rate</b>	<b>Range in rates</b>			<b>Number reporting</b>
			<b>Low</b>	<b>Mid*</b>	<b>High</b>	
Inspection and minor repairs	Hour	\$ 17.65	\$ 7.00	\$ 15.00	\$ 50.00	17
Fence removal	Hour	27.94	7.00	16.00	100.00	17
	Qtr mile	474.67	--	500.00	--	3
Fence building, easy terrain:						
Barbed wire, set posts	Hour	17.58	7.00	14.00	55.00	13
	Qtr mile	1,016.86	528.00	800.00	1,800.00	7
Barbed & woven wire, set posts	Hour	19.25	7.00	15.00	55.00	12
	Qtr mile	1,268.50	660.00	1,188.00	2,000.00	6
Fence building, rough terrain:						
Barbed wire, set posts	Hour	20.36	7.00	15.00	55.00	11
	Qtr mile	1,069.50	500.00	923.00	2,000.00	8
Barbed & woven wire, set posts	Hour	21.45	7.00	16.00	55.00	11
	Qtr mile	1,331.14	600.00	1,200.00	2,200.00	7
Post hole digging, non-rocky soil	Hour	31.89	7.00	35.00	50.00	9
	Hole	5.86	1.50	5.00	10.00	11
Post hole digging, rocky soil	Hour	32.63	7.00	28.50	60.00	8
	Hole	10.56	3.00	11.25	15.00	8
Post driving	Hour	18.75	7.00	15.00	50.00	15

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## Water management and earth moving

### By job performed

#### Building terraces:

	Basis of charge	Average rate	Range in rates			Number reporting
			Low	Mid*	High	
Conventional gradient	Hour	\$90.75	\$ 40.00	\$ 92.50	\$110.00	20
	Cubic yd	2.25	1.45	2.00	3.50	5
	Linear ft	1.59	1.00	1.40	3.50	17
Parallel, cut and fill to grass outlets	Hour	94.38	75.00	92.50	115.00	16
	Cubic yd	1.82	1.39	1.70	2.50	4
	Linear ft	1.81	1.25	1.67	3.50	16
Parallel, with storage to tile outlets	Hour	95.33	75.00	95.00	115.00	15
	Cubic yd	1.95	--	1.90	--	3
	Linear ft	2.03	1.40	1.80	3.50	15
Diversion	Hour	93.70	75.00	92.50	120.00	20
	Cubic yd	1.96	1.50	1.98	2.60	10
	Linear ft	2.20	1.40	2.00	3.50	9
Grade and shape grass waterways	Hour	93.48	40.00	97.50	135.00	27
	Cubic yd	1.70	1.38	1.68	2.00	12
	Linear ft	2.41	1.50	2.08	4.00	4
Ditch construction	Hour	96.76	40.00	97.50	135.00	34
	Cubic yd	1.94	1.25	1.80	3.00	5
Building ponds and lakes	Hour	97.16	40.00	95.00	150.00	25
	Cubic yd	1.98	1.10	1.75	4.00	39
Land leveling	Hour	98.46	40.00	100.00	150.00	38
	Cubic yd	2.32	1.25	1.78	4.00	6

### By type of equipment used (including operator labor)

Bulldozer:	Under 100 horsepower	Hour	\$ 77.50	\$ 40.00	\$ 80.00	\$100.00	22	
		100–150 horsepower	Hour	97.36	70.00	100.00	130.00	42
		Cubic yd	2.07	--	1.90	--	3	
Over 150 horsepower	Hour	108.33	80.00	110.00	150.00	45		
	Cubic yd	1.77	--	1.90	--	3		
Scraper:	Small (less than 10 cu yd)	Hour	73.44	30.00	72.50	125.00	16	
		Medium (10–15 cu yd)	Hour	104.09	60.00	100.00	150.00	34
			Cubic yd	2.12	1.60	2.15	2.60	4
Large (over 15 cu yd)	Hour	130.33	70.00	125.00	175.00	15		
	Motor grader:	Under 100 hp	Hour	76.18	30.00	80.00	100.00	17
	100 hp or larger	Hour	83.82	50.00	80.00	125.00	17	
Track-type loader:	Under 100 hp	Hour	81.00	60.00	80.00	95.00	15	
		100 hp or larger	Hour	102.60	75.00	100.00	150.00	25
Skid loader	Hour	57.23	25.00	57.50	85.00	46		
Back hoe	Hour	67.87	35.00	65.00	100.00	54		
Track hoe	Hour	107.64	70.00	102.50	150.00	36		
Trencher	Hour	83.33	--	65.00	--	3		
	Linear ft	1.14	.60	1.00	2.10	24		
Tiling machine	Hour	55.00	--	60.00	--	3		
	Linear ft	1.17	.85	1.00	1.75	9		
Tree shear	Hour	57.00	45.00	57.50	75.00	10		

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