

1980 Custom Rates for Farm Services in Missouri

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The custom rates reported in this guide were revised based on a statewide survey conducted in December 1980. Questionnaires were sent to farmers, agri-business firms, aerial applicators, and land improvement contractors known to be performing custom services.

Rate data from the questionnaires were tabulated according to the most common rate reported, a simple average of all rates, and the range of the rates reported, for the custom service being performed.

BASIS FOR CHARGES. In general rates are reported on the basis of acres or yield. In some cases, however, rates were reported on an hourly basis.

Hourly rates are often difficult to interpret because they depend on the size of equipment used. Whenever acres per hour were reported along with the hourly charges, these rates were converted to dollars per acre.

Earth moving charges are reported per hour by size of equipment used. However, contractor estimates for performing various jobs are also reported by cubic yard or other appropriate quantity units.

RATES MAY NOT COVER COSTS. The rates in this guide are the "going rates" charged in 1980. There is no assurance that the average or most common rate reported will cover the cost of performing the service. In some cases the reported rates are less than the amount needed to cover operating, labor and fixed machinery costs. The farmer who performs custom services is able to charge a rate below total cost because any income over cash expenses goes toward paying the fixed cost of a machine he already owns. The full-time custom operator, however, must charge a rate to cover all costs (including a normal profit). A custom operator should, therefore, carefully estimate his costs to determine if they are, or will be covered by the "going rate."*

RATES VARY WIDELY. The range in rates charged varied widely for a great many custom jobs. Rates can vary for several reasons: (1) competition for custom work in an area; (2) field conditions including size, shape, and topography; (3) crop conditions and yields; (4) differences in type and size of equipment; (5) quality of work performed; (6) distance to job; and (7) speed at which operators adjust rates to current costs.

* See UMC Guide 303, "Estimating Custom Work Costs"

CUSTOM JOB PERFORMED	Basis of Charge	Most Common Rate	Average Rate	Range in Rates		Number Reporting
				Low	High	
Plowing, moldboard	Normal soil	Acre	\$ 8.00	\$ 9.05	\$ 5.00 - \$15.00	113
	Heavy soil	Acre	10.00	10.69	6.00 - 16.50	71
Plowing, chisel plow:	Normal soil	Acre	6.00	7.42	3.00 - 13.00	73
	Heavy soil	Acre	10.00	9.13	4.50 - 20.00	45
Plowing, disk plow		Acre	8.00	7.54	3.00 - 15.00	39
Disk only		Acre	5.00	5.19	2.50 - 15.00	110
Harrow only		Acre	2.00	3.23	1.00 - 6.50	28
Disk with harrow attached		Acre	6.00	5.79	3.00 - 12.50	54
Rotary hoe		Acre	3.00	3.22	1.00 - 6.00	39
Cultivate rows		Acre	4.00	4.28	1.50 - 8.00	66
Cultipack		Acre	5.00	4.94	2.00 - 8.00	25
Cut stalks		Acre ¹	4.00	5.33	3.00 - 15.00	20

¹\$5.00 reported an equal number of times.

CUSTOM JOB PERFORMED	Basis of Charge	Most Common Rate	Average Rate	Range in Rates		Number Reporting
				Low	High	
PLANTING (MATERIALS NOT INCLUDED):						
Corn: Planting only	Acre	\$ 5.00	\$ 5.33	\$ 2.00 -	\$10.00	70
Planting + fertilizing	Acre	6.00	6.50	3.50 -	12.50	35
Planting + fertilizing + weed or insect chemical	Acre	6.00	7.84	3.50 -	15.00	40
No-till planting	Acre	10.00	8.11	4.00 -	15.00	27
Soybeans: Plant only	Acre	5.00	5.95	2.00 -	10.00	80
Small grain: Drill only	Acre	5.00	5.07	3.00 -	10.50	69
Drill + fertilize	Acre	6.00	7.00	3.50 -	14.00	17
Drill + fertilize + other seed	Acre	5.00	7.82	4.00 -	15.00	15

FERTILIZER & CHEMICAL APPLICATION (MATERIALS NOT INCLUDED):

● **RATES REPORTED BY FARMERS:**

Fert. Application: (Include labor & equipment)	anhydrous ammonia	Acre	5.00	5.40	2.00 -	10.00	46
	spreading dry fert.	Acre	2.50	2.48	1.00 -	7.50	66
	applying liquid fert.	Acre	3.50	3.72	2.50 -	6.00	9
	combination liquid fert. + chemicals	Acre	3.00	3.20	2.75 -	3.75	5
	combined dry fertilizer application + seeding	Acre	3.50	3.57	2.00 -	8.00	31
Spraying Crops:	applying chemicals with truck	Acre	2.50 ²	3.13	2.00 -	4.50	16
	tractor-mounted or pulled sprayer	Acre	3.00	3.21	1.50 -	7.00	62
	highboy sprayer	Acre	3.00 ³	4.47	3.00 -	8.00	9
	flotation sprayer	Acre	3.00	3.15	3.00 -	3.50	5

● **RATES REPORTED BY AGRI-BUSINESS FIRMS:**

Complete Custom Application Service:							
	Anhydrous ammonia	Acre	5.00	5.18	1.50 -	9.00	36
	Dry fertilizer	Acre	3.00	2.57	1.50 -	6.00	207
	Liquid fertilizer	Acre	3.00	3.01	2.00 -	4.00	136
	Comb. Liq. fert. + chemicals	Acre	3.00	3.18	2.00 -	5.00	133
Partial Application Services (rental of equip.)							
	Anhydrous ammonia	Acre	.50	1.70	.20 -	7.50	9
		Ton	5.00	7.95	5.00 -	20.00	30
	Dry fertilizer	Acre	.50	.84	.20 -	4.00	55
		Ton	3.00	3.93	1.00 -	8.00	41
	Liquid fertilizer	Acre	1.00	1.92	.75 -	3.50	6
	Comb. liq. fert. + chemicals	Acre	1.00	1.71	.75 -	3.25	6
Spraying Crops:	applying chemicals with truck	Acre	3.00	3.18	2.00 -	4.00	107
	tractor-mounted or pulled sprayer	Acre	3.50	3.44	.50 -	7.00	18
	highboy sprayer	Acre	4.00	4.35	2.50 -	8.00	15
	flotation sprayer	Acre	3.00	3.19	2.00 -	4.00	43

● **RATES REPORTED BY AERIAL APPLICATORS:**

Spraying crops	Acre	3.00	3.26	2.25 -	4.00	32
Spraying brush	Acre	5.00	7.08	2.25 -	15.00	9
Spraying brush + chemicals	Acre	20.00	19.61	10.00 -	25.00	7
Crop dusting	Acre	3.00	3.57	2.50 -	6.00	7
Fertilizer spreading	Acre	6.00	5.14	2.50 -	6.00	7
	Cwt.	2.50 ⁴	3.07	2.50 -	4.00	14
Seeding	Acre	5.00	4.05	2.50 -	6.00	16
	Cwt.	2.50	3.04	2.50 -	4.00	7
Defoliation of cotton	Acre	3.00	2.95	2.00 -	3.75	14

HARVESTING GRAIN, SEED, AND COTTON:

Combining small grains	Acre	20.00	16.93	10.00 -	25.00	230
	Bu.	.35 ⁵	.50	.45 -	1.00	8
Combining grass & other seed crops	Acre	20.00 ⁶	17.84	12.00 -	30.00	53
Combining soybeans: WITHOUT flex. cutter bar	Acre	20.00	17.73	.00 -	25.00	84
	Bu.	.40	.54	.40 -	.65	4
WITH flex. cutter bar	Acre	20.00	19.52	7.00 -	30.00	175
	Bu.	.55	.63	.45 -	1.00	13

²\$3.50 reported an equal number of times.

³\$3.50 & \$5.00 reported an equal number of times.

⁴\$3.00 reported an equal number of times.

⁵\$.35 & \$.50 reported an equal number of times.

⁶Combine for one-half of crop is also a common charge.

CUSTOM JOBS PERFORMED	Basis of Charge	Most Common Rate	Average Rate	Range in Rates		Number Reporting
				Low	High	
HARVESTING GRAIN, SEED & COTTON (CON'T.):						
Combining grain sorghum: straight charge	Acre	20.00	17.92	7.00 -	26.00	117
Combining corn: straight charge	Acre	20.00	19.47	8.00 -	30.00	172
	Bu.	.25	.24	.14 -	.45	11
combination charge	[Bu. + Acre]	[.05 18.00]	[.08 16.12]	[.02 - 8.00 -	.27 20.00]	21
Picking corn (with picker)	Acre	\$20.00	\$17.24	\$10.00 -	\$25.00	17
Corn: pick, haul, and crib	Acre	18.00 ⁷	22.50	18.00 -	26.00	4
Picking cotton (by machine)	Cwt.	4.00	3.65	3.00 -	4.00	5
Grain hauling (field to farm)	Bu.	.10	.10	.01 -	.30	130

HARVESTING HAY:

Mowing Hay	Acre	5.00	4.48	1.50 -	10.00	43
	Bale	.10	.13	.05 -	.25	13
Hay conditioning (crushing or crimping)	Acre	7.00	5.53	1.00 -	10.00	16
	Bale	.25	.20	.10 -	.25	7
Mowing and conditioning	Acre	6.00	6.77	3.50 -	12.00	62
	Bale	.15	.19	.10 -	.30	20
Mow, condition, windrow (self-propelled)	Acre	5.00	6.94	4.00 -	12.50	18
Raking hay	Acre	2.00	2.84	1.00 -	6.00	44
	Bale	.10	.10	.02 -	.25	45
Baling hay: Square bale, wire tie	Bale	.30	.32	.17 -	.60	25
Square bale, twine tie	Bale	.25	.30	.15 -	.75	113
Small round, AC, bales	Bale	.20	.31	.20 -	.60	18
Hauling and storing bales	Bale	.30	.30	.15 -	1.00	51
Complete hay harvest (mow, rake, bale, haul and store)	Bale	.75	.78	.15 -	1.00	41

LARGE PACKAGE MACHINES:

Large round bales: under 2000 lb.	Bale	6.00	5.74	2.50 -	16.00	141
over 2000 lb.	Bale	5.00	6.36	4.50 -	9.00	16
Moving large bales	Bale	2.00 ⁸	2.44	.50 -	5.00	40
Haystacking machine: under 2 tons	Stack	8.00	8.50	7.50 -	10.00	5
two to four tons	Stack	20.00	24.30	20.00 -	30.00	5
Moving stacks	Stack	5.00 ⁹	5.67	2.00 -	10.00	3

HARVESTING SILAGE:

Corn silage: field chop only	Acre	35.00	27.06	12.00 -	50.00	16
	Ton	3.00	3.15	1.00 -	6.00	12
Sorghum silage: field chop only	Acre	14.00	22.17	14.00 -	30.00	3
	Ton	3.00	3.58	2.00 -	6.00	9
Small grain or grass: field chop only	Ton	None	3.30	2.25 -	4.00	5
Corn or sorghum silage (chop, haul & fill):						
tower silo	Ton	None	4.39	3.50 -	5.50	5
horizontal silo	Acre	40.00	55.07	40.00 -	90.00	7
	Ton	5.00	5.03	2.50 -	8.00	9
Small grain & grass silage (chop, haul, & fill):						
tower silo	Ton	None	5.08	4.25 -	6.00	3
horizontal silo	Ton	None	5.17	4.50 -	6.00	3

PROCESSING GRAINS, FEED, AND SEEDS:

(RATES REPORTED BY AGRI-BUSINESS FIRMS):

Grind and mix grains: at farm (1-2 tons)	Ton	2.50	7.67	2.50 -	15.00	6
at farm (over 2 tons)	Ton	5.00	8.50	5.00 -	15.00	5
at elevator (1-2 tons)	Ton	6.00	6.36	3.00 -	20.00	101
at elevator (over 2 T.)	Cwt.	.25	.36	.25 -	.50	4
	Ton	8.00	7.16	3.00 -	22.00	96
Reclean grass seed	Cwt.	4.00	4.60	.60 -	9.00	33
Reclean clover seed	Cwt.	5.00	3.94	.60 -	8.00	38
Reclean soybeans or small grain	Bu.	.50	.49	.03 -	1.00	64

GRAIN DRYING:

Charge for each 1% moisture removed	1% moist.	.03	.04	.01 -	.12	57
Shrinkage rate used in computing number of dry bushels of corn	% Gr. Wt.	1.50	1.41	.94 -	2.67	64

⁷\$18.00, \$22.00, & \$26.00 reported an equal number of times.

⁸\$ 1.00 reported an equal number of times.

⁹\$2.00 & 10.00 reported an equal number of times.

CUSTOM JOB PERFORMED	Basis of Charge	Most Common Rate	Average Rate	Range in Rates		Number Reporting
				Low	High	
MISCELLANEOUS FARM JOBS:						
Fence building & repairing	Hour	\$ 4.00	\$ 5.85	\$ 3.20 -	\$16.00	25
Fence building: 4-barb wires, set posts	Hour	4.00	5.18	3.50 -	9.35	10
	Rod	4.50 ¹⁰	5.45	2.00 -	16.50	10
Woven, 2-barb wires, set posts	Hour	4.00	5.09	3.50 -	9.35	9
	Rod	4.00	7.03	2.25 -	21.00	9
Post hole digging	Hour	25.00	17.50	5.00 -	25.00	4
	Hole	.50	.98	.12 -	5.00	18
Post driving	Post	.25	.38	.10 -	7.00	13
Saw lumber from logs	100 Bd. Ft.	10.00	8.79	5.00 -	12.00	7
Saw firewood: 2 ft. lengths with chainsaw	Hour	8.00	8.40	3.00 -	15.00	15
Cutting brush with brush hog	Hour	20.00	18.96	7.50 -	40.00	26
Mowing weeds	Acre	4.00	4.78	1.50 -	10.00	17
	Hour	20.00	19.50	7.00 -	50.00	18
Loading manure: Dry	Hour	5.00 ¹¹	16.25	3.50 -	40.00	6
Loading & spreading manure: Dry	Hour	None	20.25	3.50 -	40.00	6
Pumping lagoons with traveling gun	Hour	None	45.00	40.00 -	50.00	2
Cleaning septic tanks	Tank	25.00	30.00	25.00 -	40.00	3

WATER MANAGEMENT AND EARTH MOVING:

ESTIMATED JOB COSTS:

Building terraces: Conventional	Lin. Ft.	.40	.41	.10 -	1.25	42
	Cu. Yd.	.60	.81	.45 -	1.50	11
Parallel	Lin. Ft.	.60	.64	.18 -	2.00	44
	Cu. Yd.	.70	.88	.60 -	1.50	11
Diversion	Lin. Ft.	.65	.60	.22 -	1.50	26
	Cu. Yd.	.60	.69	.34 -	1.50	26
Building ponds & lakes	Cu. Yd.	.60	.77	.40 -	1.50	75
Ditch construction	Cu. Yd.	.50	.75	.45 -	1.50	27
Land leveling	Cu. Yd.	.60	.85	.60 -	1.75	20
Land clearing	Acre	200.00	273.00	125.00 -	625.00	32
	Hour	50.00	47.17	25.00 -	80.00	51

EQUIPMENT CHARGES:

Small bulldozer (under 100 h.p.)	Hour	40.00	40.06	25.00 -	52.00	24
Medium bulldozer (100-150 h.p.)	Hour	50.00	47.67	30.00 -	60.00	83
Large bulldozer (Over 150 h.p.)	Hour	60.00	59.91	42.50 -	80.00	47
Motor grader	Hour	40.00	39.29	22.00 -	55.00	47
Dragline	Hour	None	47.14	30.00 -	65.00	14
Small scoop (10 yds. or less)	Hour	50.00	44.29	10.00 -	75.00	38
Large scoop (over 10 yds.)	Hour	60.00	59.41	8.00 -	120.00	43
Tiling (trenching, laying, backfilling)	Ft.	.45	.54	.25 -	1.20	22
Tile NOT furnished	Hour	None	41.00	30.00 -	55.00	5
Trenching (Ln. ft., per ft. of depth, or per hour)	Ft.	.40 ¹²	.40	.10 -	.90	13
	Hour	40.00	38.39	27.50 -	50.00	9

- ¹⁰ \$2.00 reported an equal number of times.
¹¹ \$12.00 reported an equal number of times.
¹² \$.30 reported an equal number of times.