## 2016 Custom Rates for Farm Services in Missouri

The rates reported in this guide are based on a statewide survey conducted by mail in the winter of 2017. Farmers, agribusiness firms, aerial applicators and land improvement contractors responded to questions on the rates they were charging or paying in 2016 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 in your area 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.

Custom rates cover the cost of machinery, fuel, labor and, occasionally, a product such as lime or bale wrap. The USDA reports that machinery values and labor costs have increased by about 10 percent since our last custom rate survey in 2012. However, diesel prices have decreased by almost 50 percent. Our University of Missouri custom rate survey responses
indicate that Missouri farmers were paying more for almost every activity in 2016, relative to 2012.

## Explanation of the rates in this guide

Rates in this guide reflect each respondent's judgment of a "normal" job. Operators may add charges if they consider 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.
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 rate may not accurately reflect rates in your area. Possible explanations of the wide ranges are the type or size of equipment used, the mix of labor and equipment used, or different income needs of full-time custom operators compared to local farmers supplementing their income.
The "Average rate" column indicates the basis of the charge for all of the rates in that row. The "Mid" rate had an equal number of responses higher and lower.

| Tillage operations | Average | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | rate | Low | Mid | High |  |
| Plowing |  |  |  |  |  |
| Moldboard plow: | \$21.88/acre | \$10.00 | \$19.00 | \$45.00 | 13 |
|  | 28.17 / acre | 12.00 | 25.00 | 60.00 | 10 |
| Chisel plow: | 17.17 / acre | 8.00 | 15.00 | 40.00 | 19 |
|  | 21.70/acre | 10.00 | 18.64 | 60.00 | 14 |
| Disk Chisel | 16.30 / acre | 12.00 | 14.00 | 30.00 | 11 |
| Plowing or cutting disk (heavy disk) | 14.20 / acre | 8.00 | 15.00 | 25.00 | 13 |
| V-rip or subsoil | 19.86 / acre | 12.00 | 19.00 | 40.00 | 20 |
| Other tillage |  |  |  |  |  |
| Tandem disk (finishing disk) | \$14.15/acre | \$8.00 | \$14.00 | \$25.00 | 27 |
| Vertical tillage tool | 14.96 / acre | 7.50 | 14.00 | 30.00 | 17 |
| Harrow only | 10.33 / acre | 3.00 | 9.40 | 20.00 | 15 |
| One-pass field prep (multiple attachments) | 17.34 / acre | 7.00 | 15.00 | 30.00 | 10 |
| Mulch finisher | 15.32 / acre | 8.00 | 15.00 | 25.00 | 10 |
| Field cultivator | 13.23 / acre | 6.00 | 13.00 | 25.00 | 26 |
| Cultipack | 12.07 / acre | 7.50 | 12.50 | 20.00 | 11 |

[^0]| Planting operations |  | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Conventional planting |  |  |  |  |  |  |
| Corn or grain sorghum: | Plant only |  | \$15.16/acre | \$ 8.00 | \$15.00 | \$25.00 | 32 |
| Plant + apply fertilizer/chemicals |  | 18.49 / acre | 12.00 | 19.00 | 30.00 | 10 |
| Soybeans: | Plant 15- or 30-inch rows | 16.12 / acre | 8.00 | 15.00 | 25.00 | 32 |
|  | Drill 7- or 9-inch rows | 15.68 / acre | 8.00 | 15.00 | 30.00 | 18 |
| Small grains | Drill 7- or 9-inch rows | 15.80 / acre | 8.00 | 15.00 | 30.00 | 20 |
| Grass or clover | Drill 7- or 9-inch rows | 16.84 / acre | 7.00 | 15.00 | 35.00 | 13 |
| No-till planting |  |  |  |  |  |  |
| Corn or grain sorghum: | Plant only | \$16.12 / acre | \$10.00 | \$15.00 | \$25.00 | 38 |
|  | Plant + fertilize | 19.08 / acre | 12.00 | 16.00 | 30.00 | 11 |
| Soybeans: | Plant 15- or 30-inch rows | 16.36 / acre | 9.00 | 15.00 | 25.00 | 43 |
|  | Drill 7- or 9-inch rows | 17.20 / acre | 10.00 | 16.50 | 30.00 | 16 |
| Small grains | Drill 7- or 9-inch rows | 16.74 / acre | 10.00 | 15.00 | 25.00 | 23 |
| Grass or clover | Drill 7- or 9-inch rows | 17.38 / acre | 9.00 | 15.00 | 35.00 | 18 |


| Applying fertilizer and chemicals | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Deliver and spread fertilizer (not including cost of fertilizer) |  |  |  |  |  |
| Dry fertilizer on cropland: Single spread | \$5.68/acre | \$3.95 | \$5.50 | \$10.00 | 71 |
| Double spread | 7.91 / acre | 4.25 | 7.50 | 20.00 | 53 |
| Variable rate application | 8.11 / acre | 4.50 | 8.00 | 22.00 | 47 |
| Dry fertilizer on pasture (topdressing) | 6.18 / acre | 3.75 | 5.75 | 30.00 | 71 |
| Dry fertilizer + seed broadcast | 6.99 / acre | 4.50 | 6.00 | 30.00 | 59 |
| Spray liquid fertilizer | 6.86 / acre | 5.00 | 6.50 | 12.50 | 49 |
| Spray liquid fertilizer + other chemicals | 6.83 / acre | 5.00 | 6.50 | 12.00 | 47 |
| Inject liquid fertilizer (knifed in) | 12.46 / acre | 9.00 | 12.00 | 17.00 | 16 |
| Anhydrous ammonia | 13.33 / acre | 8.00 | 12.00 | 28.00 | 48 |
| Apply chemicals (not including cost of chemicals) |  |  |  |  |  |
| Spray with truck | \$6.56 / acre | \$4.00 | \$6.50 | \$10.00 | 35 |
| Spray with flotation sprayer | 6.50 / acre | 5.00 | 6.50 | 10.00 | 41 |
| Spray with self-propelled row crop sprayer | 6.43 / acre | 5.00 | 6.50 | 9.00 | 80 |
| Spray with tractor-mounted or pulled sprayer | 7.52 / acre | 4.00 | 7.50 | 12.00 | 15 |
| Lime |  |  |  |  |  |
| Deliver and spread: Including cost of lime | \$20.00 / ton | \$6.00 | \$20.00 | \$36.00 | 33 |
| Not including cost of lime | 10.65 /ton | 3.00 | 9.75 | 29.00 | 24 |
| Deliver only: Including cost of lime | 15.73 /ton | 9.00 | 14.00 | 27.00 | 16 |
| Not including cost of lime | 7.80/ton | 2.00 | 7.00 | 19.00 | 15 |
| Spread only | 6.74 /ton | 2.67 | 6.00 | 14.00 | 32 |
|  | 7.43 / acre | 5.00 | 8.00 | 10.00 | 7 |
| Aerial application to fields (by airplane) |  |  |  |  |  |
| Liquid chemicals, spraying: $\begin{array}{r}\text { Flat rate } \\ \text { Combination rate }\end{array}$ | \$10.37/acre | \$6.50 | \$10.00 | \$15.00 | 13 |
|  | 9.97 / acre |  | 10.00 |  | 9 |
|  | @3.06 gallon/acre | @3.00 gallon/acre |  |  |  |
| Dry chemicals, crop dusting | 11.75 / acre | 10.00 | 11.75 | 13.50 | 4 |
| Spread dry fertilizer | 0.14 / pound | 0.07 | 0.15 | 0.20 | 8 |
| Seed fields | 10.71 / acre | 9.00 | 10.00 | 14.00 | 7 |
|  | 0.15 / pound | 0.09 | 0.15 | 0.20 | 5 |


| Harvesting and hauling grain, seed and silage | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Combining |  |  |  |  |  |
| Corn | \$30.30 / acre | \$22.00 | \$30.00 | \$42.50 | 55 |
| Soybeans | 30.00 / acre | 22.00 | 30.00 | 40.00 | 61 |
| Grain sorghum | 28.88 / acre | 25.00 | 28.50 | 35.00 | 17 |
| Small grains | 29.31 / acre | 22.50 | 30.00 | 40.00 | 29 |
| Clover or alfalfa seed | 48\% of crop | 40\% | 50\% | 50\% | 5 |
| Fescue or other grass seeds | 49\% of crop | 40\% | 50\% | 50\% | 8 |
| Hauling grain or seed |  |  |  |  |  |
| Field to farm storage with farm vehicle/wagon | \$0.13 / bushel | \$0.05 | \$0.10 | \$0.30 | 28 |
| Bin to market with large grain truck over 20 miles | 0.24 / bushel | 0.10 | 0.22 | 0.60 | 50 |
|  | 3.45 / loaded mile | 1.90 | 3.50 | 4.50 | 15 |
| Making corn or grain sorghum silage |  |  |  |  |  |
| Insufficient responses from Missouri survey to report resuls |  |  |  |  |  |
| lowa: silage chopping | \$7.35/ton | \$4.50 | \$7.75 | \$10.00 | 8 |
| chop, haul, fill silo | 9.65/ton | 6.00 | 9.40 | 15.00 | 6 |
| Kansas: silage base | 7.80/ton |  |  |  |  |


| Processing grain and seed |  | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Grain drying |  |  |  |  |  |  |
| Charge for each 1\% moisture removed |  |  | \$0.073/bushel | \$0.025 | \$0.04 | \$0.22 | 18 |
| with a shrinkage rate of |  | 1.58\% of gross wt | 1.0\% | 1.5\% | 3.0\% | 18 |
| Charge for each $1 \%$ moisture removed with no shrinkage rate |  | \$0.06 / bushel | \$0.03 | \$0.06 | \$0.10 | 10 |
| Grinding and mixing grains | at elevator | \$14.53/ton | \$5.00 | \$15.00 | \$20.00 | 19 |
|  | at farm | 17.67 /ton | 14.00 | 14.00 | 25.00 | 3 |
| Cleaning and bagging |  |  |  |  |  |  |
| Soybeans: | Clean | \$1.22 / bushel | \$0.65 | \$1.20 | \$1.85 | 6 |
|  | Clean and bag | 1.92 / bushel | 1.15 | 2.02 | 2.50 | 6 |
| Small grains: | Clean | 1.12 / bushel | 0.65 | 1.20 | 1.40 | 5 |
|  | Clean and bag | 1.88 / bushel | 1.15 | 2.00 | 2.50 | 5 |
| Clover seed | Clean and bag | 13.33/100 lb rough wt | 10.00 | 15.00 | 15.00 | 3 |
| Bagging only |  |  |  |  |  |  |
| Grain or seed, not including cost of bag |  | \$1.11/100 pounds | \$0.35 | \$1.00 | \$2.00 | 8 |


| Harvesting and hauling hay | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Cutting hay with disk cutter or sickle bar | \$11.30/acre | \$6.00 | \$10.00 | \$25.00 | 15 |
| Cutting and conditioning | 13.69 / acre | 6.00 | 13.25 | 20.00 | 18 |
| Raking hay | 6.65 / acre | 2.50 | 5.00 | 20.00 | 23 |
| Hay tedding | 6.87 / acre | 3.00 | 6.00 | 20.00 | 15 |
| Square bales (small, 50-100 lb) |  |  |  |  |  |
| Baling only | \$0.83 /square bale | \$ 0.35 | \$0.75 | \$1.50 | 23 |
| Cut, rake and bale | 1.66 / square bale | 1.00 | 1.80 | 2.10 | 14 |
|  | or 58\% of crop | 22\% | 63\% | 80\% | 6 |
| Complete harvest (cut, rake, bale, haul, stack) | \$2.71/square bale | \$1.50 | \$2.75 | \$4.00 | 8 |
|  | or 67\% of crop | 60\% | 67\% | 75\% | 4 |
| Haul and stack square bales (field to barn) | \$0.85/square bale | \$0.15 | \$1.00 | \$1.25 | 7 |
| Haul square bales over 20 miles | 4.21 / loaded mile | 2.00 | 3.00 | 9.00 | 8 |
| Round bales |  |  |  |  |  |
| Baling only: Small bales (750-1,000 lb) | \$9.33/round bale | \$8.50 | \$9.50 | \$10.00 | 6 |
| Medium bales (1,000-1,500 lb) | 11.67 / round bale | 5.00 | 10.00 | 25.00 | 23 |
| Large bales ( $1,500+\mathrm{lb}$ ) | 12.20 / round bale | 8.50 | 12.00 | 25.00 | 23 |
| Cut, rake and bale: Small bales (750-1,000 lb) | 18.90 / round bale | 9.00 | 19.00 | 25.00 | 11 |
|  | or 49\% of crop | 30\% | 50\% | 66\% | 5 |
| Medium bales (1,000-1,500 lb) | \$19.69 / round bale | \$15.00 | \$18.50 | \$25.00 | 16 |
|  | or 63\% of crop | 50\% | 66\% | 80\% | 8 |
| Large bales (1,500+ lb) | \$22.31/round bale | \$15.00 | \$23.00 | \$27.50 | 13 |
|  | or 55\% of crop | 50\% | 50\% | 66\% | 3 |
| Cut, rake, bale and net wrap: Small bales (750-1,000 lb) | \$18.43/round bale | \$14.00 | \$19.00 | \$20.00 | 7 |
|  | or 50\% of crop |  |  |  | 2 |
| Medium bales (1,000-1,500 lb) | \$21.48/round bale | \$16.00 | \$20.00 | \$35.00 | 20 |
|  | or 60\% of crop | 50\% | 60\% | 67\% | 9 |
| Large bales (1,500+ lb) | \$22.83 /round bale | \$12.00 | \$25.00 | \$30.00 | 15 |
|  | or 58\% of crop | 50\% | 50\% | 67\% | 6 |
| Bale and net wrap: Small bales (750-1,000 lb) | \$10.13/round bale | \$8.50 | \$9.50 | \$13.00 | 4 |
| Medium bales (1,000-1,500 lb) | 12.39 / round bale | 10.00 | 12.00 | 23.00 | 18 |
|  | or 64\% of crop | 60\% |  | 67\% | 3 |
| Large bales (1,500+lb) | \$12.37 / round bale | \$8.50 | \$12.00 | \$17.00 | 15 |
| Wrap bales in plastic, including cost of plastic | 7.00 /round bale | 2.50 | 7.00 | 10.00 | 8 |
| Fill plastic tube with bales, including cost of plastic | 9.43 /round bale | 7.50 | 8.50 | 12.00 | 7 |
| Move round bales on farm or local, flat rate | 3.96 / round bale | 1.00 | 5.00 | 6.00 | 13 |
| Haul round bales over 20 miles | 4.08 / loaded mile | 2.00 | 3.75 | 10.00 | 20 |


| Other field work and hauling | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Mow pasture or CRP land | \$15.29/acre | \$ 8.00 | \$15.00 | \$30.00 | 24 |
|  | 70.97 / hour | 10.00 | 75.00 | 150.00 | 32 |
| Cut brush (brush hog) | 23.92 / acre | 8.00 | 20.00 | 60.00 | 13 |
|  | 77.05 / hour | 15.00 | 75.00 | 150.00 | 39 |
| Chop stalks | 16.41 / acre | 8.50 | 15.00 | 30.00 | 11 |
|  | 61.20 / hour | 10.00 | 73.50 | 100.00 | 10 |
| Farm jobs with tractor and loader: | 66.00 / hour | 30.00 | 72.50 | 100.00 | 20 |
|  | 87.00 / hour | 60.00 | 85.00 | 135.00 | 14 |
| Hauling livestock, long distance: |  |  |  |  |  |
| With gooseneck trailer or farm truck | 2.92 / loaded mile | 1.75 | 3.00 | 5.00 | 23 |
| With large livestock truck | 3.99 / loaded mile | 3.50 | 4.00 | 4.50 | 9 |


| Fence work | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Inspection and minor repairs | \$27.00 / hour | \$10.00 | \$22.50 | \$60.00 | 8 |
| Fence removal |  |  |  |  |  |
| By hand and tractor | \$43.50/hour | \$10.00 | \$32.50 | \$100.00 | 10 |
| With large equipment, no salvage | 113.33 / hour | 55.00 | 105.00 | 190.00 | 21 |
| Fence building, easy terrain |  |  |  |  |  |
| Barbed wire, set posts | \$32.86 / hour | \$10.00 | \$20.00 | \$75.00 | 7 |
|  | 1,431.17 / quarter mile | 900.00 | 1,161.00 | 2,640.00 | 6 |
| Combination barbed and woven, set posts | 53.00 / hour | 15.00 | 40.00 | 100.00 | 5 |
|  | 1,534.17 / quarter mile | 1,000.00 | 1,412.50 | 2,800.00 | 6 |
| Fence building, rough terrain |  |  |  |  |  |
| Barbed wire, set posts | \$32.00/hour | \$10.00 | \$20.00 | \$75.00 | 5 |
|  | 1,714.57 / quarter mile | 1,050.00 | 1,500.00 | 3,036.00 | 7 |
| Combination barbed and woven wire, set posts | 42.50 / hour | 15.00 | 32.50 | 90.00 | 4 |
|  | 1,902.40 / quarter mile | 1,200.00 | 1,500.00 | 3,200.00 | 5 |
| Dig holes and set posts | 56.67 / hour | 15.00 | 60.00 | 100.00 | 15 |
| Drive posts: $\begin{array}{r}\text { Metal T-posts } \\ \text { Wooden posts }\end{array}$ | 52.92 / hour | 10.00 | 52.50 | 125.00 | 12 |
|  | 64.29 / hour | 20.00 | 75.00 | 100.00 | 7 |


| Small equipment jobs |  | Average rate | Range in rates |  |  | Number reporting |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Low | Mid | High |  |
| Field work (for small areas such as wildlife plots) |  |  |  |  |  |  |
| Plowing |  |  | \$78.13/hour | \$30.00 | \$62.50 | \$180.00 | 8 |
| Tillage or soil preparation |  | 80.45/hour | 30.00 | 75.00 | 150.00 | 11 |
| Planting rows or drilling |  | 76.82 / hour | 30.00 | 50.00 | 150.00 | 11 |
| Broadcast seeding |  | 15.69 / acre | 3.00 | 10.00 | 50.00 | 10 |
|  |  | 62.14 / hour | 20.00 | 60.00 | 120.00 | 7 |
| Spraying |  | 10.19 / acre | 5.00 | 6.50 | 36.50 | 17 |
|  |  | 95.00 / hour | 10.00 | 65.00 | 200.00 | 7 |
| Miscellaneous |  |  |  |  |  |  |
| Saw and split downed trees into firewood |  | \$16.80/hour | \$9.00 | \$15.00 | \$25.00 | 5 |
|  |  | 90.00 / cord | 70.00 | 80.00 | 120.00 | 3 |
| Farm jobs with tractor and loader: | 50-100 hp | 66.00 / hour | 30.00 | 72.50 | 100.00 | 20 |
|  | $100+\mathrm{hp}$ | 87.00 / hour | 60.00 | 85.00 | 135.00 | 14 |



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