

2015 WCO SURVEY

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2016 Wisconsin Dells Symposium

Motivation

- A. Exchange ideas
- B. Better understand machine costs and efficiencies
- C. Identify trends and health of the industry

This report was gathered anonymously by the Wisconsin Custom Operator Board of Directors. This data may be outdated, and members are advised that this survey was not intended to determine the industry average of fees charged by custom operators. The survey was intended to improve the quality and consistency of services our members provide to clients and to raise industry standards among our members.

DISCLAIMER

Rate survey committee



We'd like your feedback.

Method

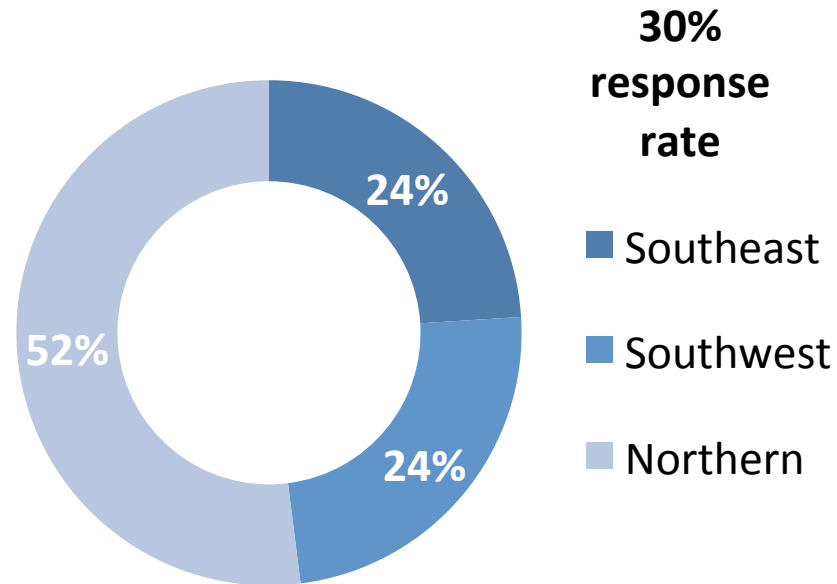
A. Online survey organized into five focus areas

1. General information
2. Rates for services
3. Employees & employee management
4. Client relations and marketing
5. Safety, incident reduction program participation & accidents

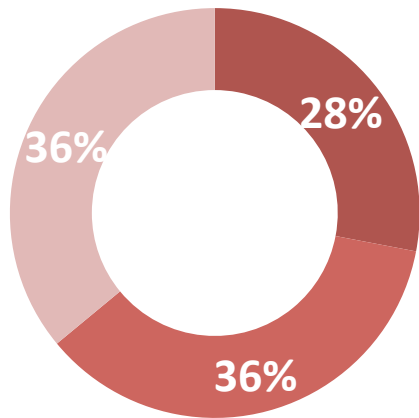
B. Data held strictly anonymous

C. Rate and wage data for the 2014 year

Region

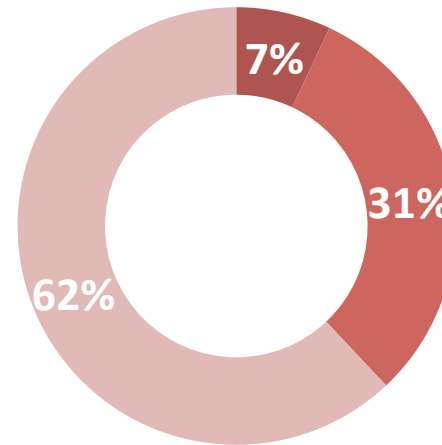


Service area



Miles

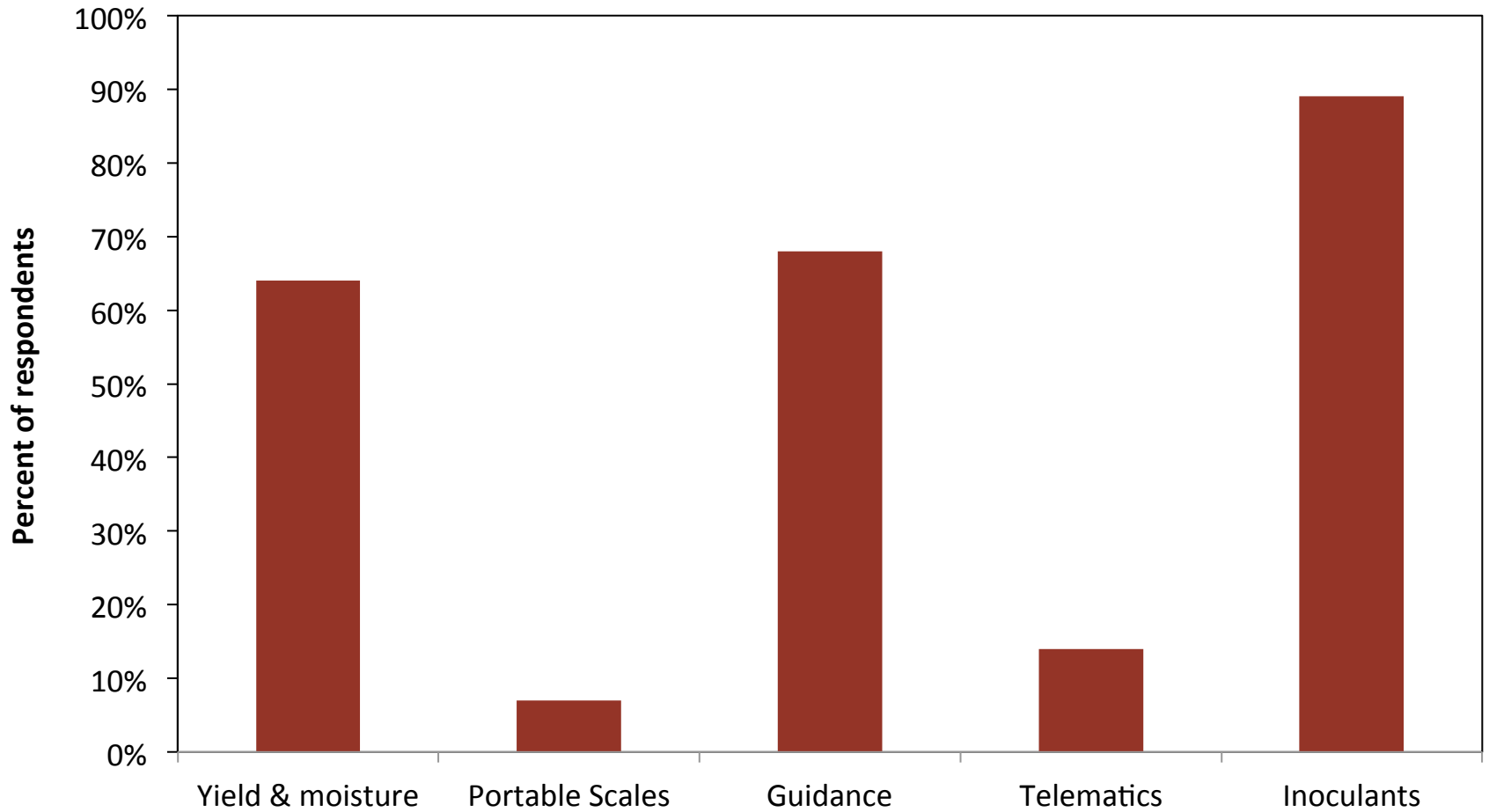
- 0 - 25
- 25 - 50
- 50 - 150



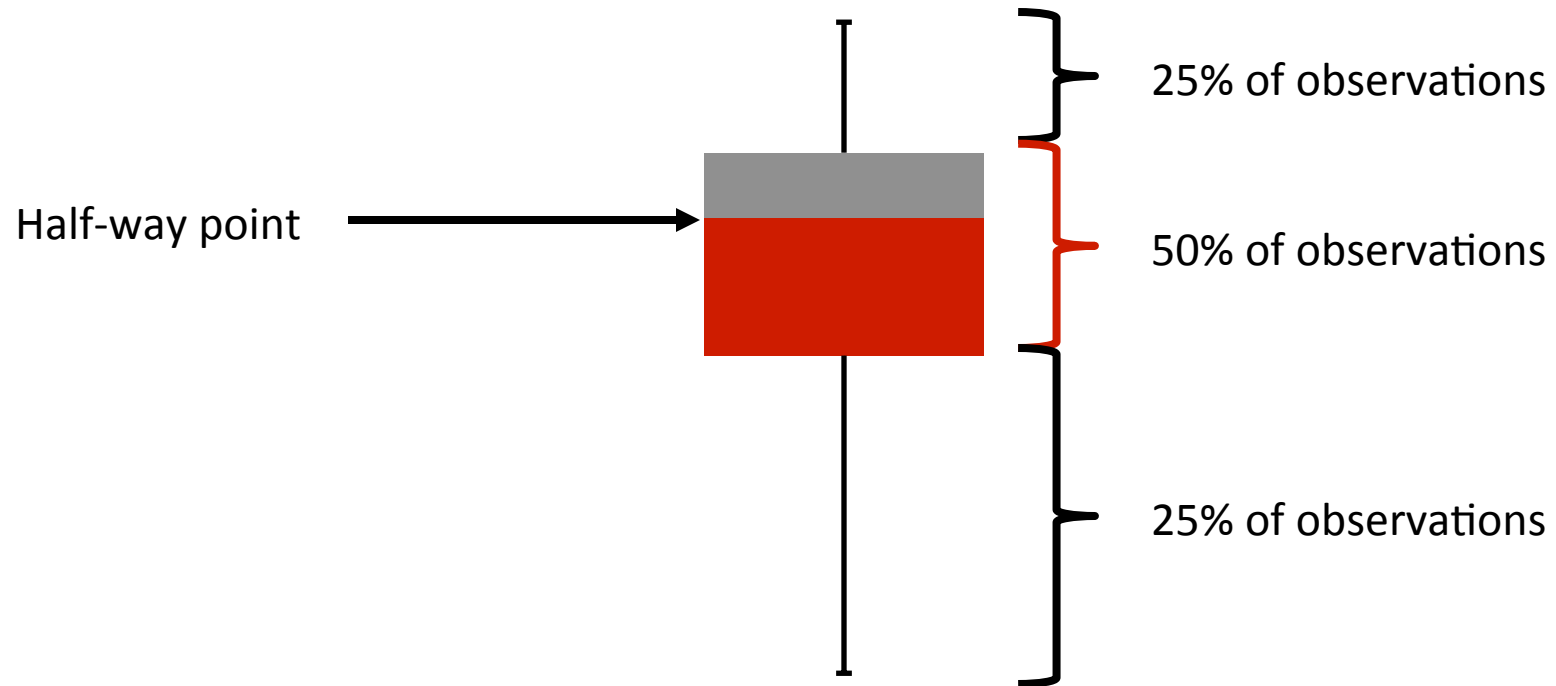
Acres

- 500 - 1500
- 1500 - 3500
- > 3500

Technologies utilized



Box-plot refresher

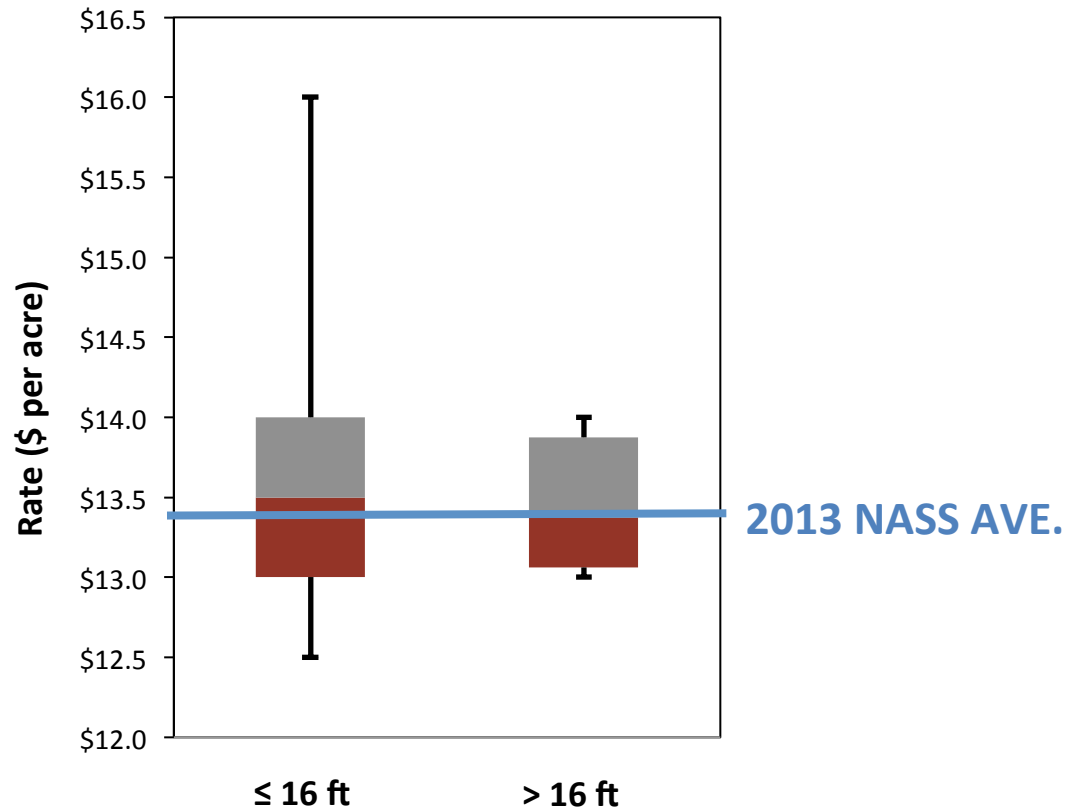


Where's my data

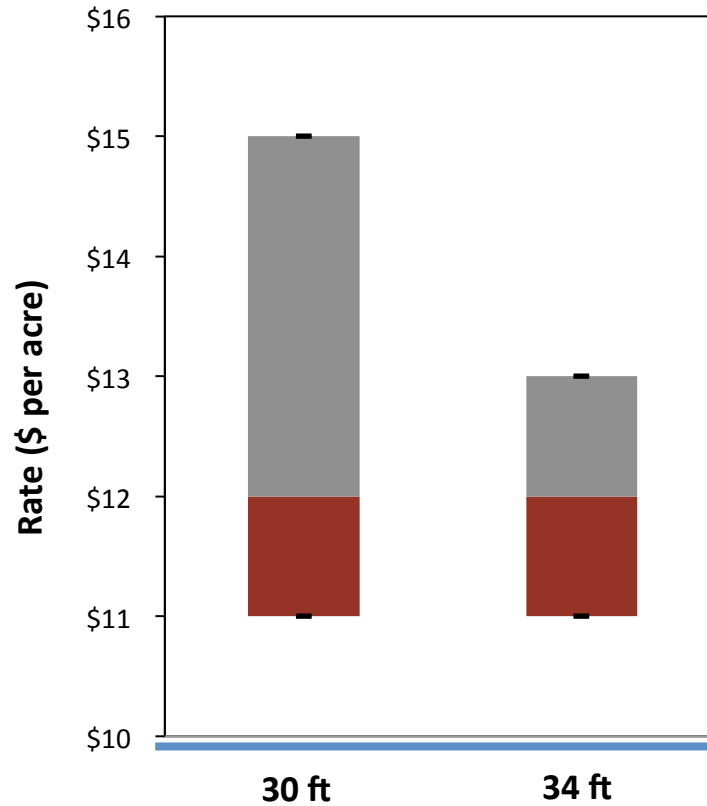
Your data could have been omitted because ...

- A. it was uniquely identifiable,
- B. it was determined to be an outlier,
- C. its units didn't match the prevailing response, or
- D. there were too few responses to aggregate.

Mowing and conditioning

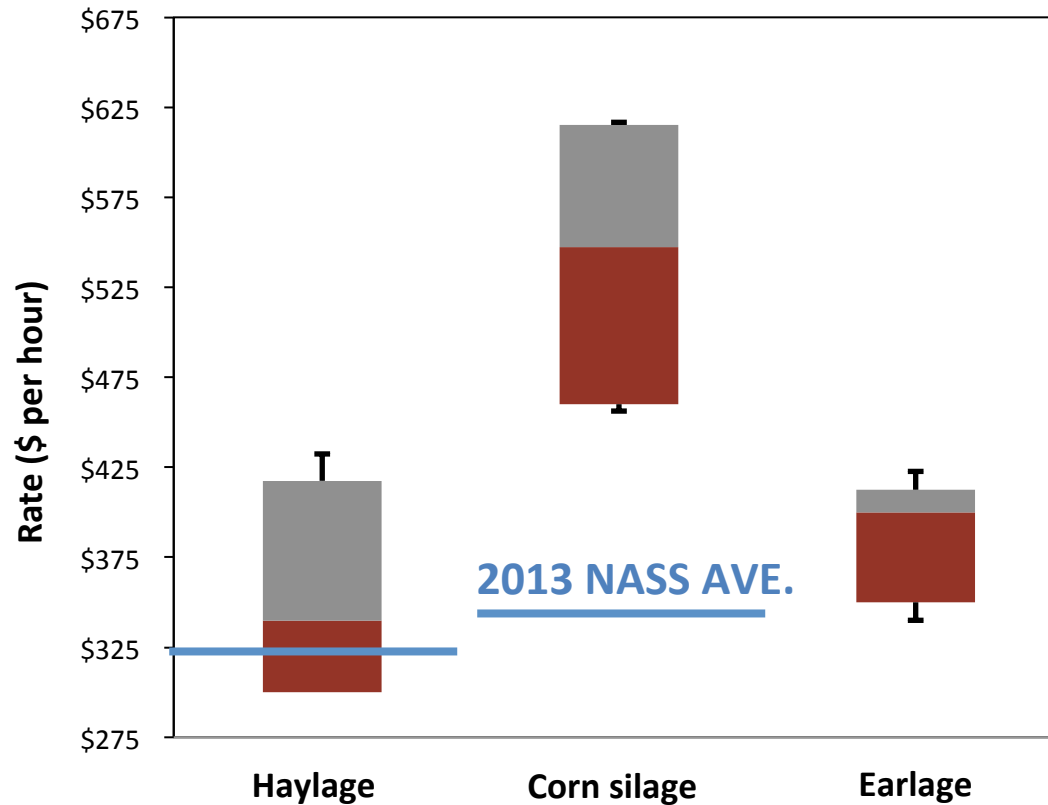


Merging

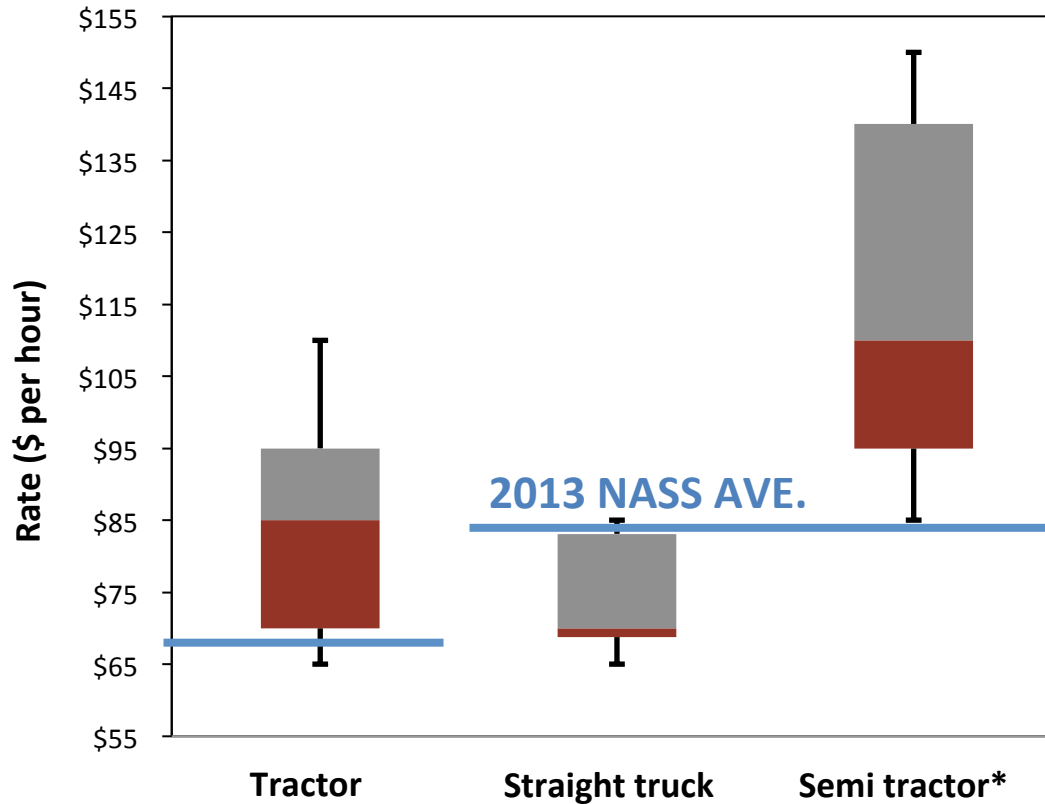


2013 NASS AVE.

Harvesting

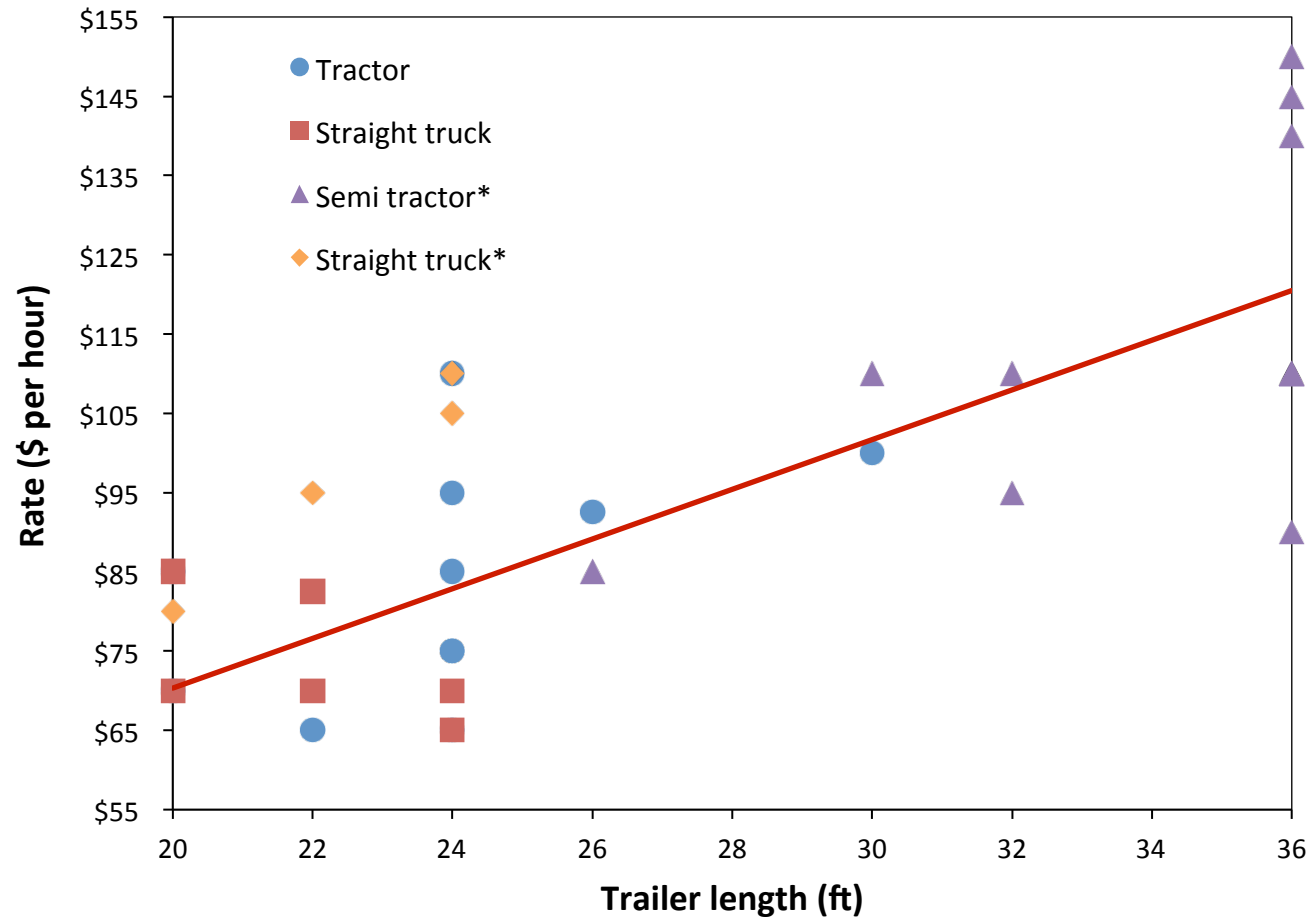


Transportation



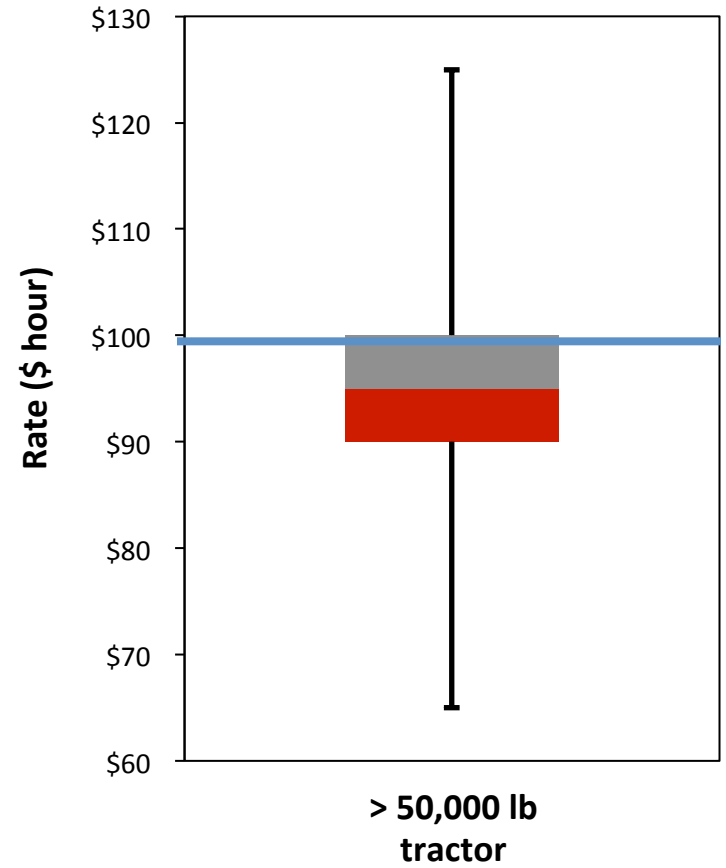
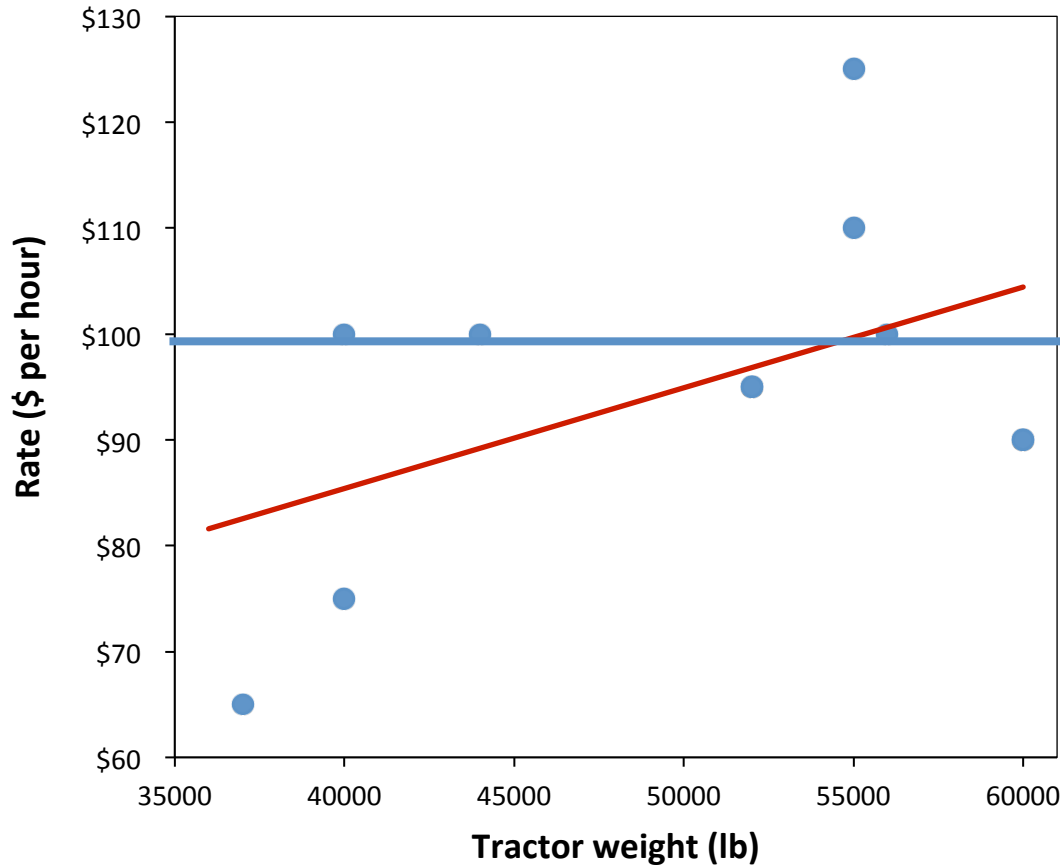
* Fuel included in rate

Transportation

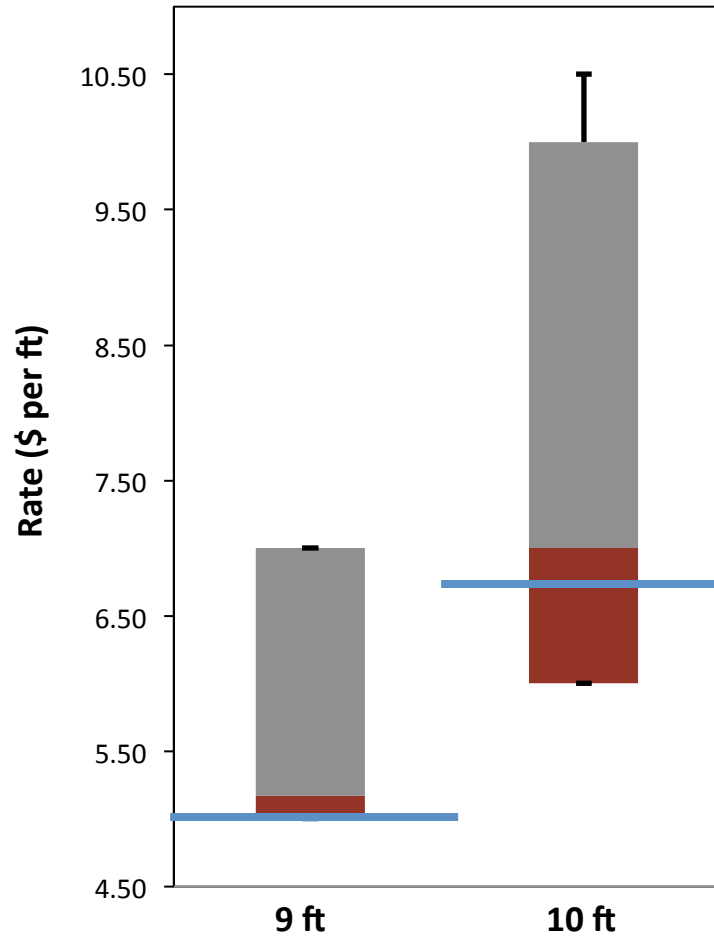


* Fuel included in rate

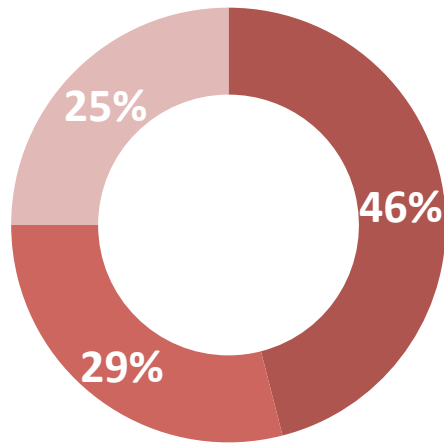
Packing



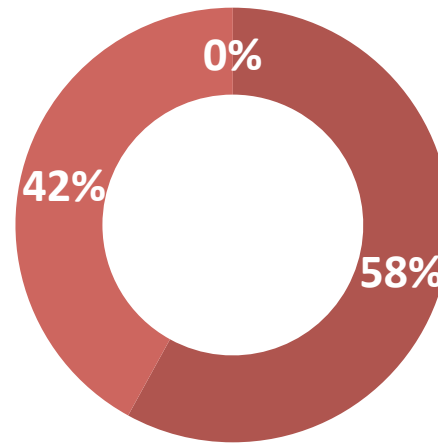
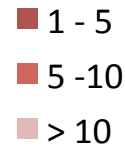
Bagging



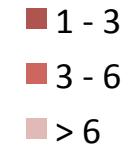
Employee pay rates



Full-time

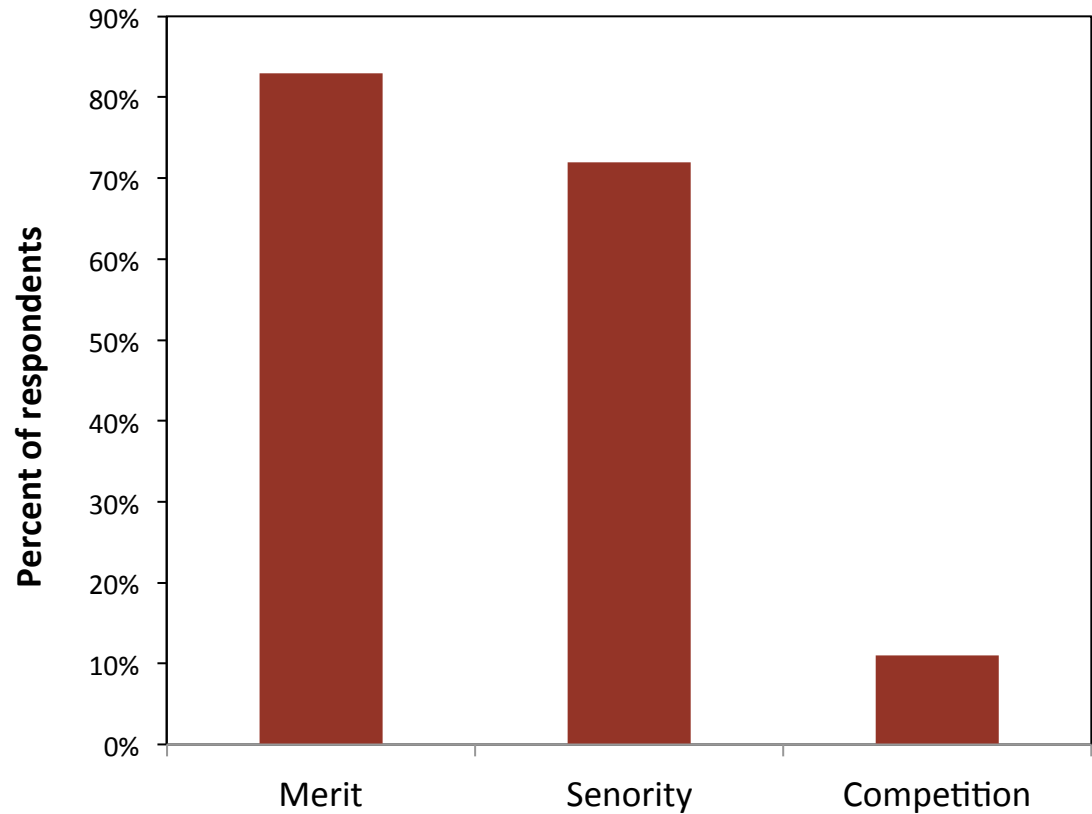
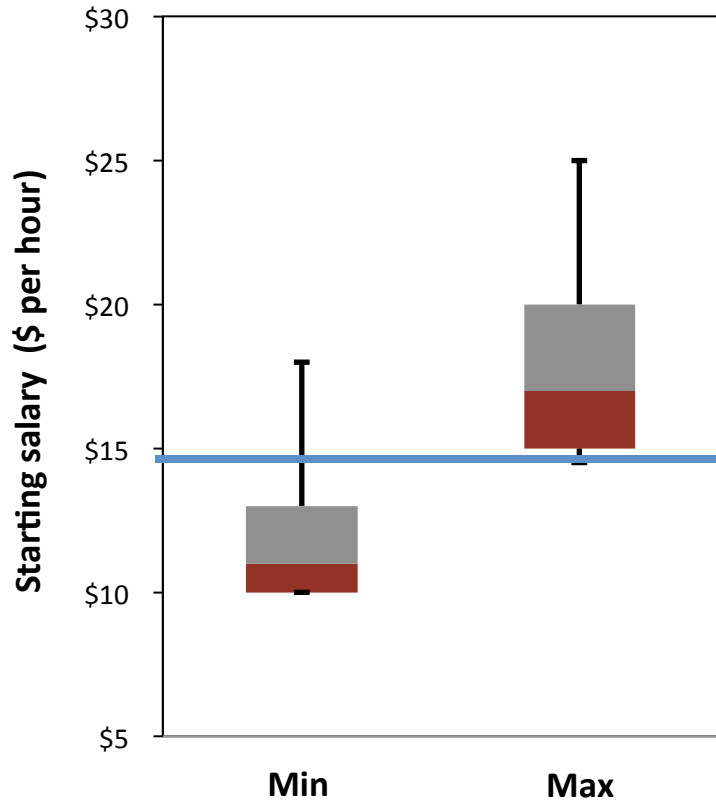


Part-time

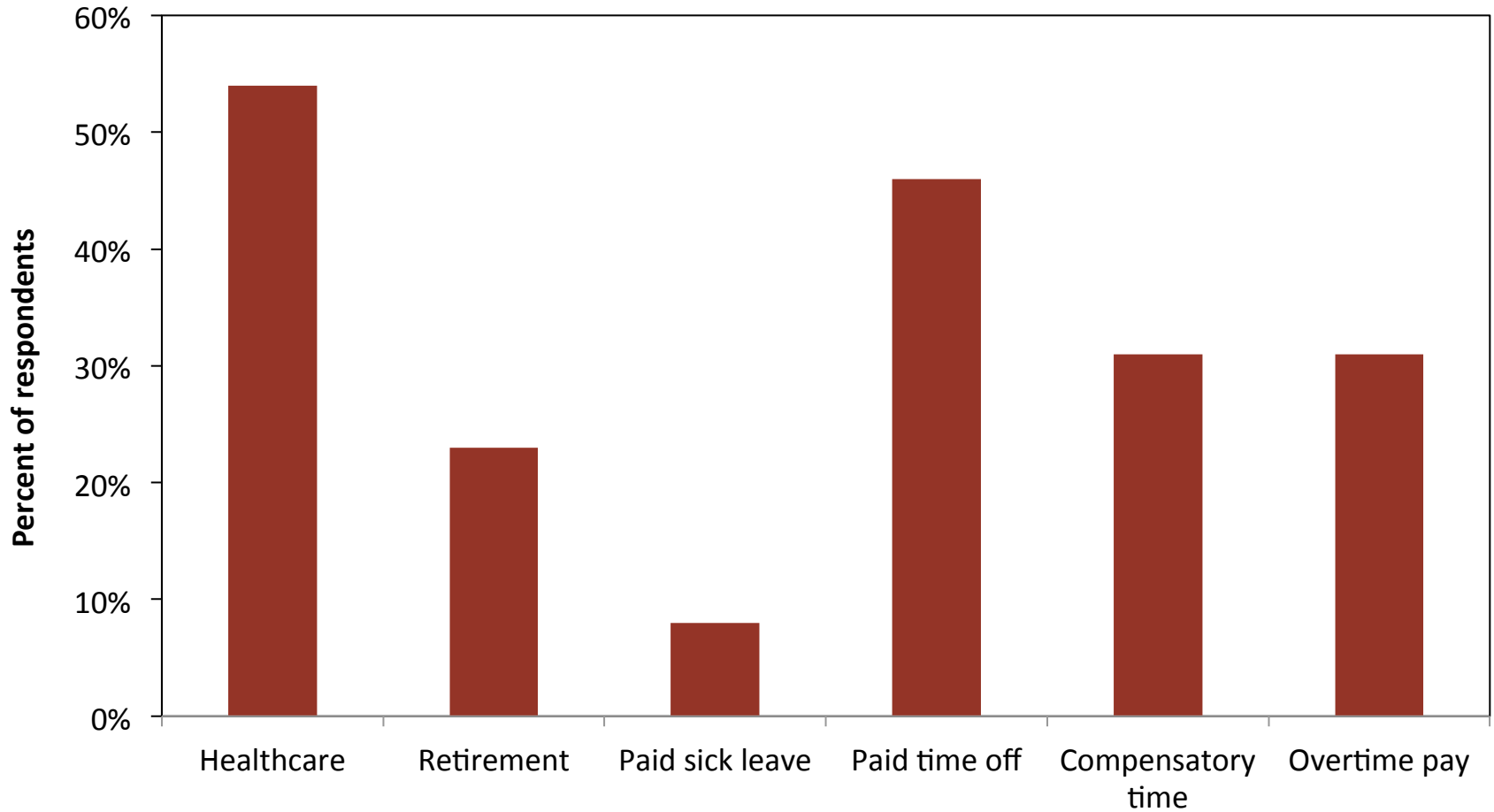


- 64% pay on an hourly basis
- 82% base raises on merit
- Recruitment via word of mouth and referrals

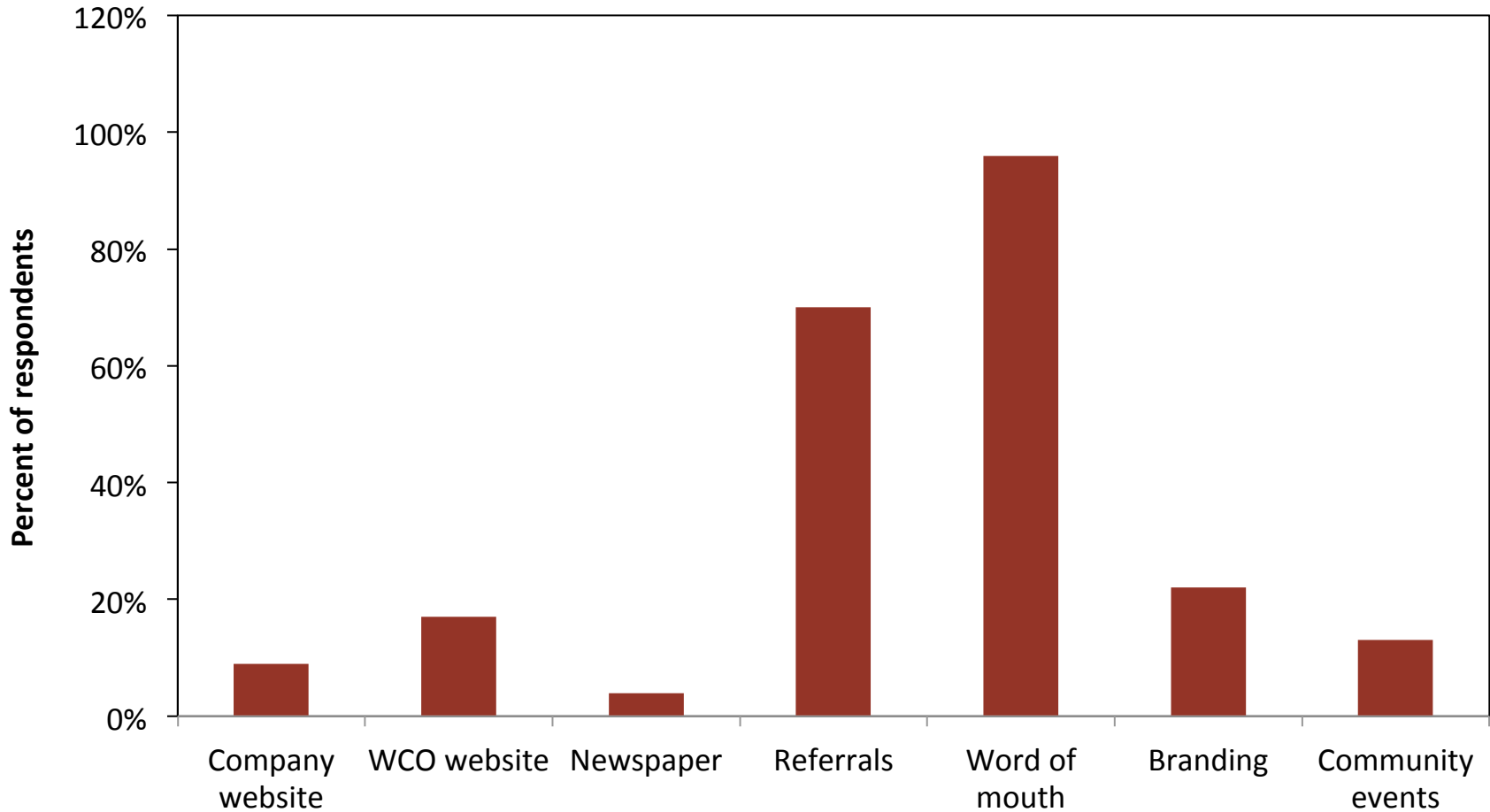
Employee data



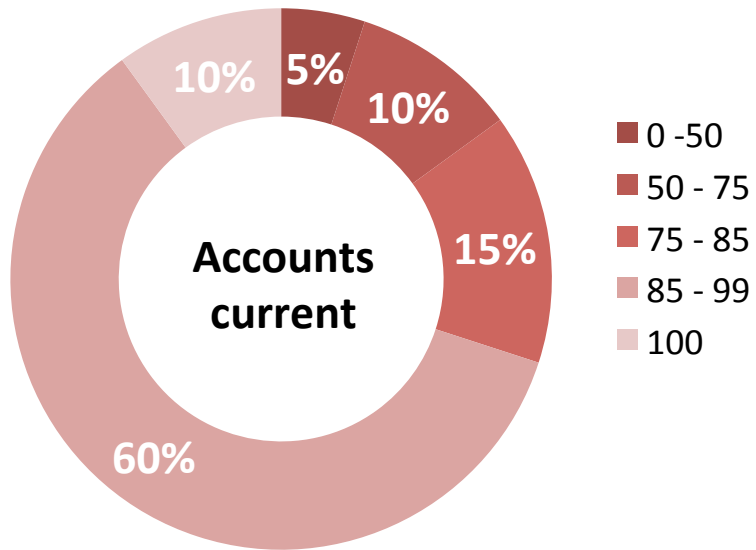
Employee benefits



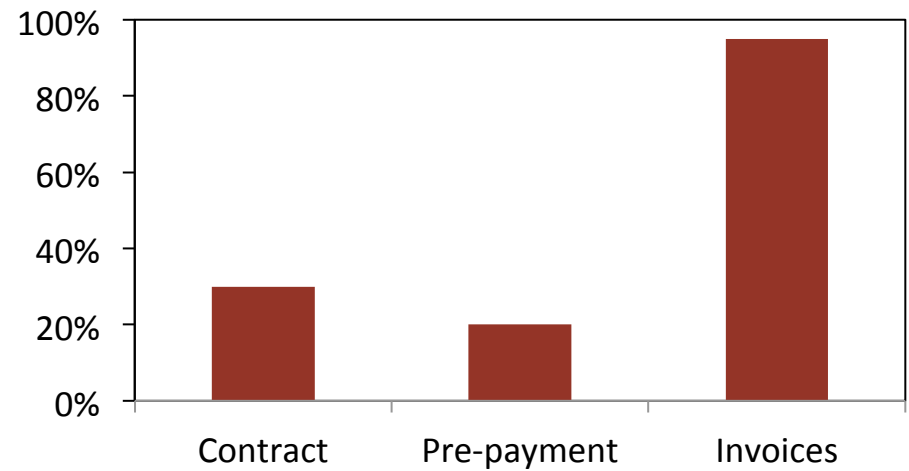
Client recruitment



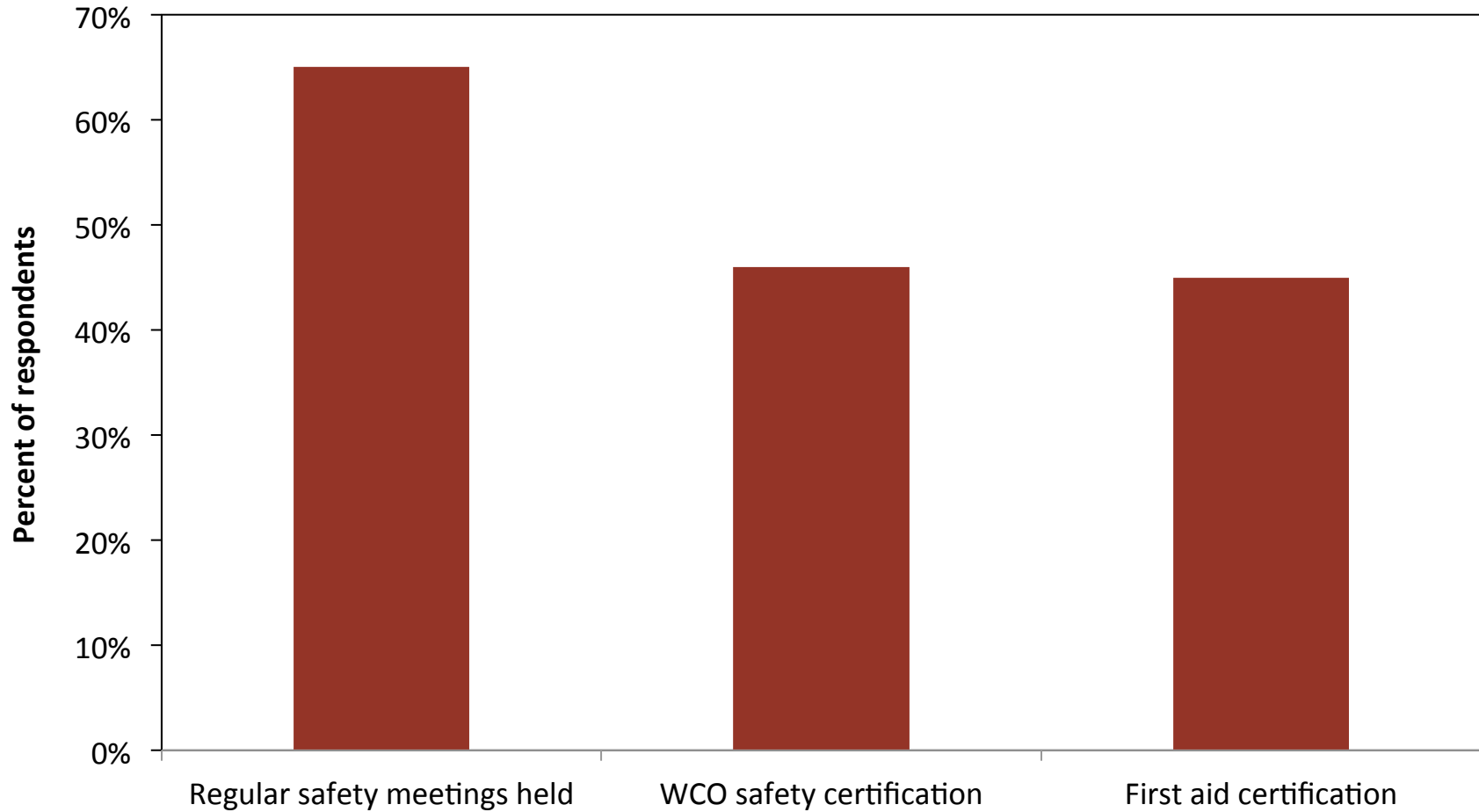
Account status



Collection methods



Safety



Summary

- A. NASS data agrees well with WCO for wage, packing bagging, merging and some transport operations but reports a lower rate for merging and corn silage harvest

- B. NASS data has better agreement with WCO on a per acre basis
 - No penalty for gains in efficiency and machine size

Next year

- A. Better harvester and transport data will yield more precise conclusions
 - 1. Width harvested
 - 2. Speed
- B. Would members have a good ton/h estimate?
- C. Add fields for high and low rates?
- D. Change focus area to baling, tillage or manure?