

2018 WCO SURVEY

Special Projects Committee
2019 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 This data may be outdated, and members are advised that this survey was not intended to determine the industry average of fees charged by custom operators.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

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

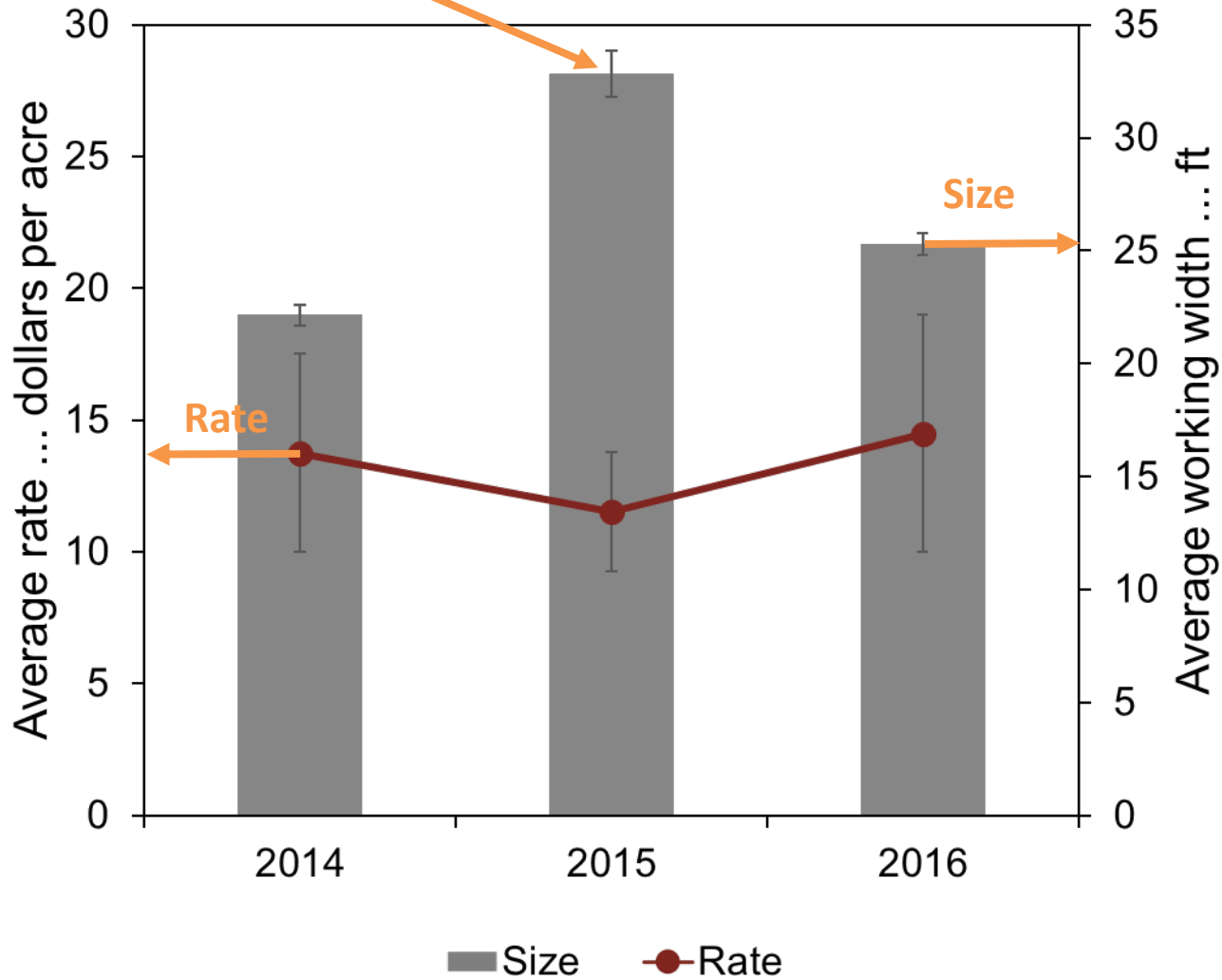
C. Rate and wage data for the 2018 year

Where's my data

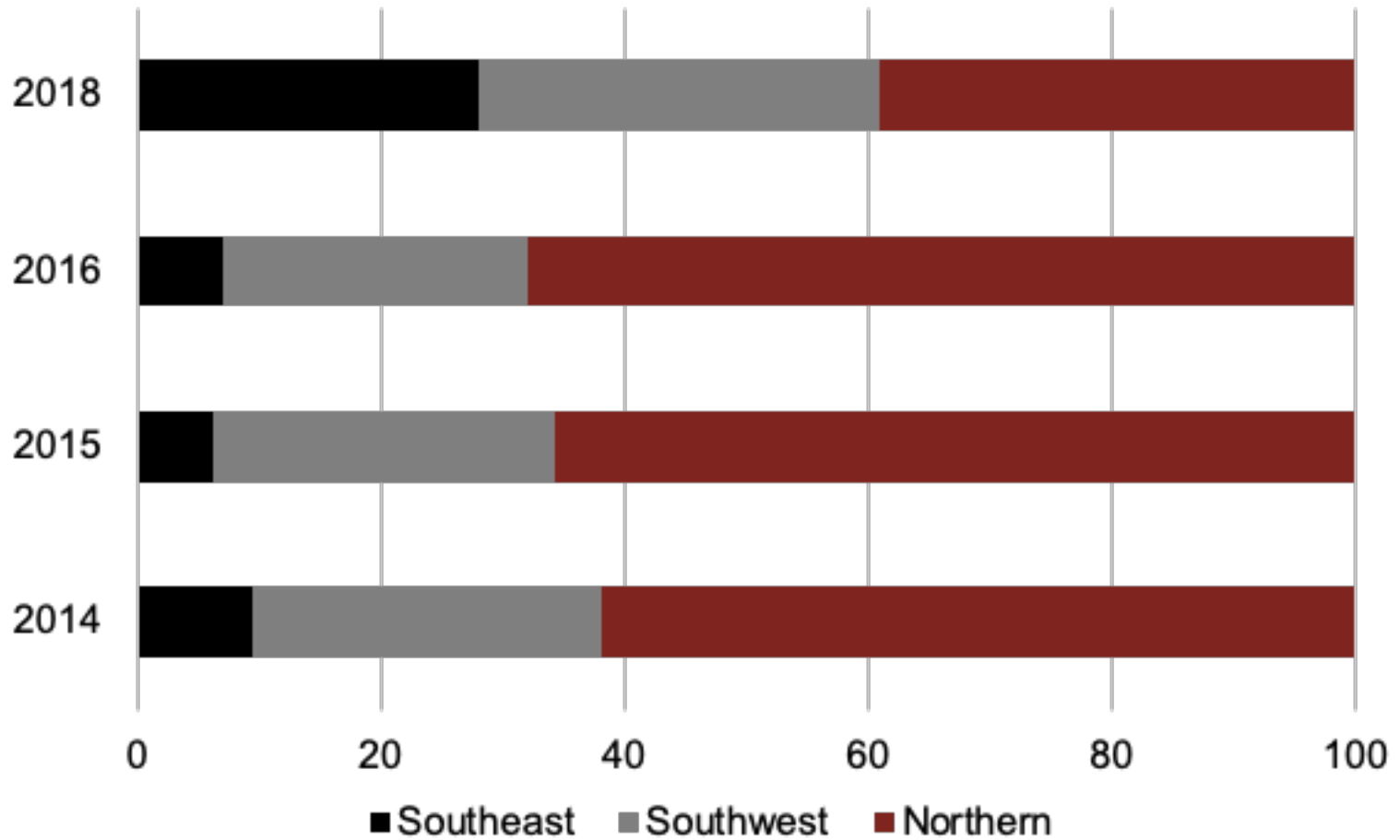
Your data could have been omitted because ...

- 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.

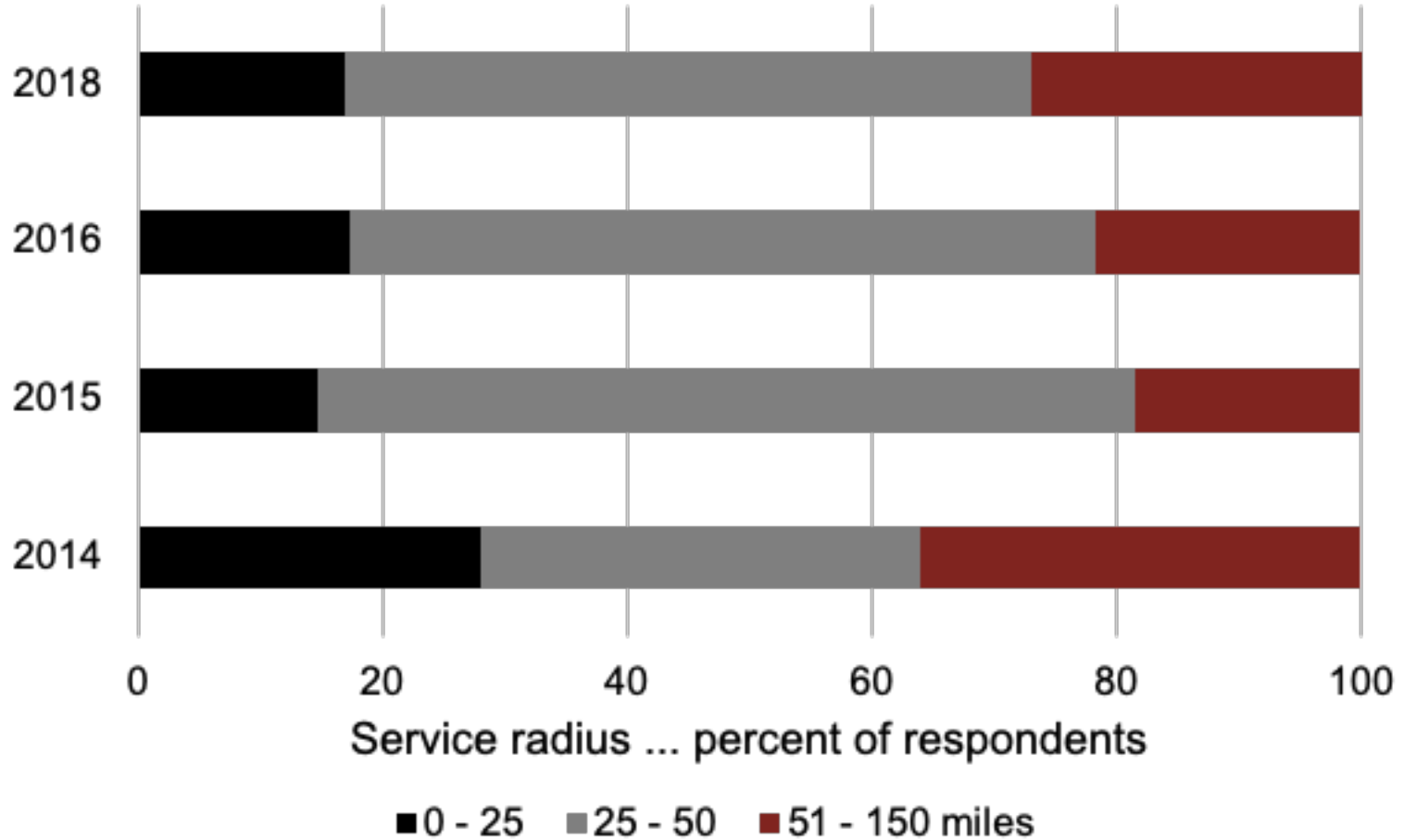
± 1 standard deviation



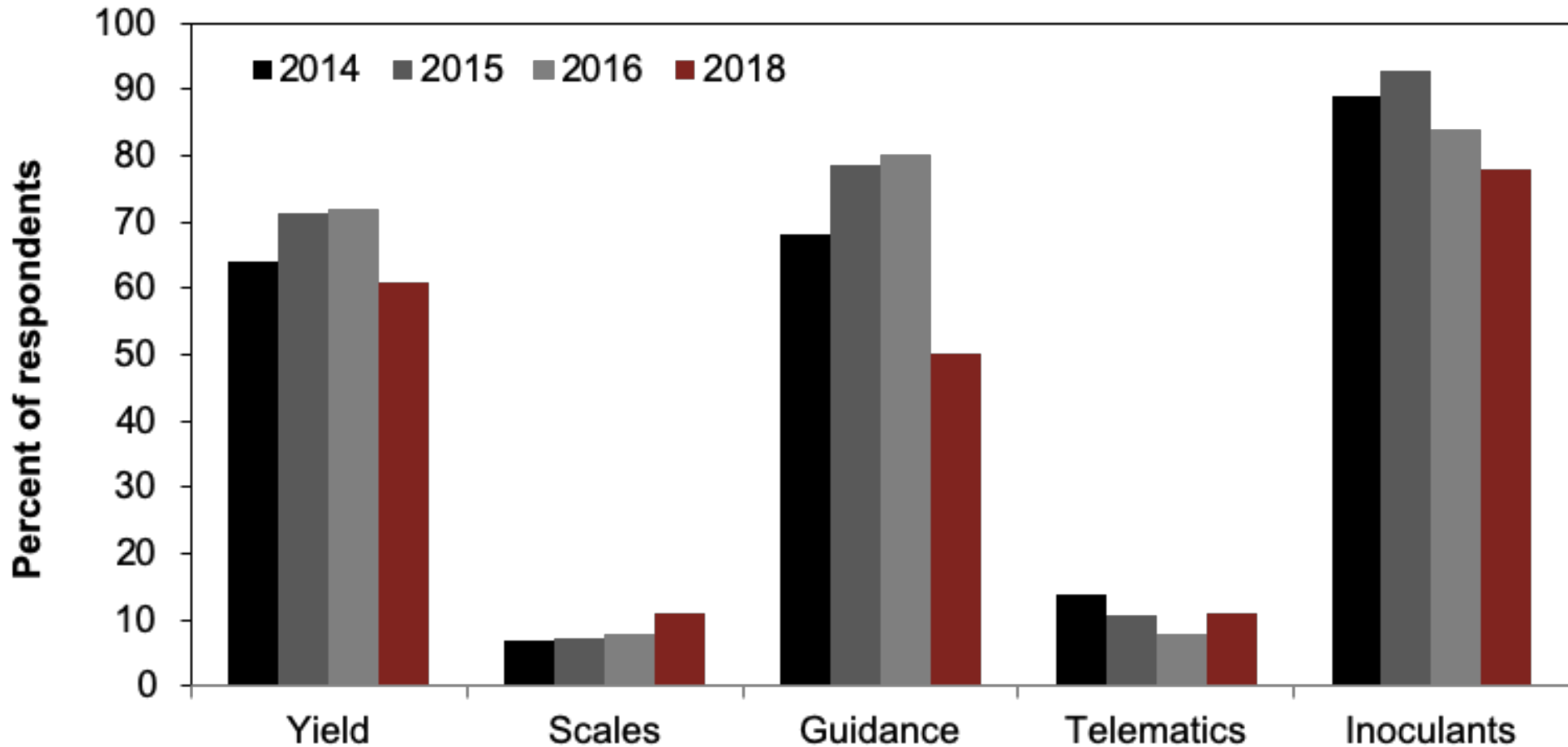
Region



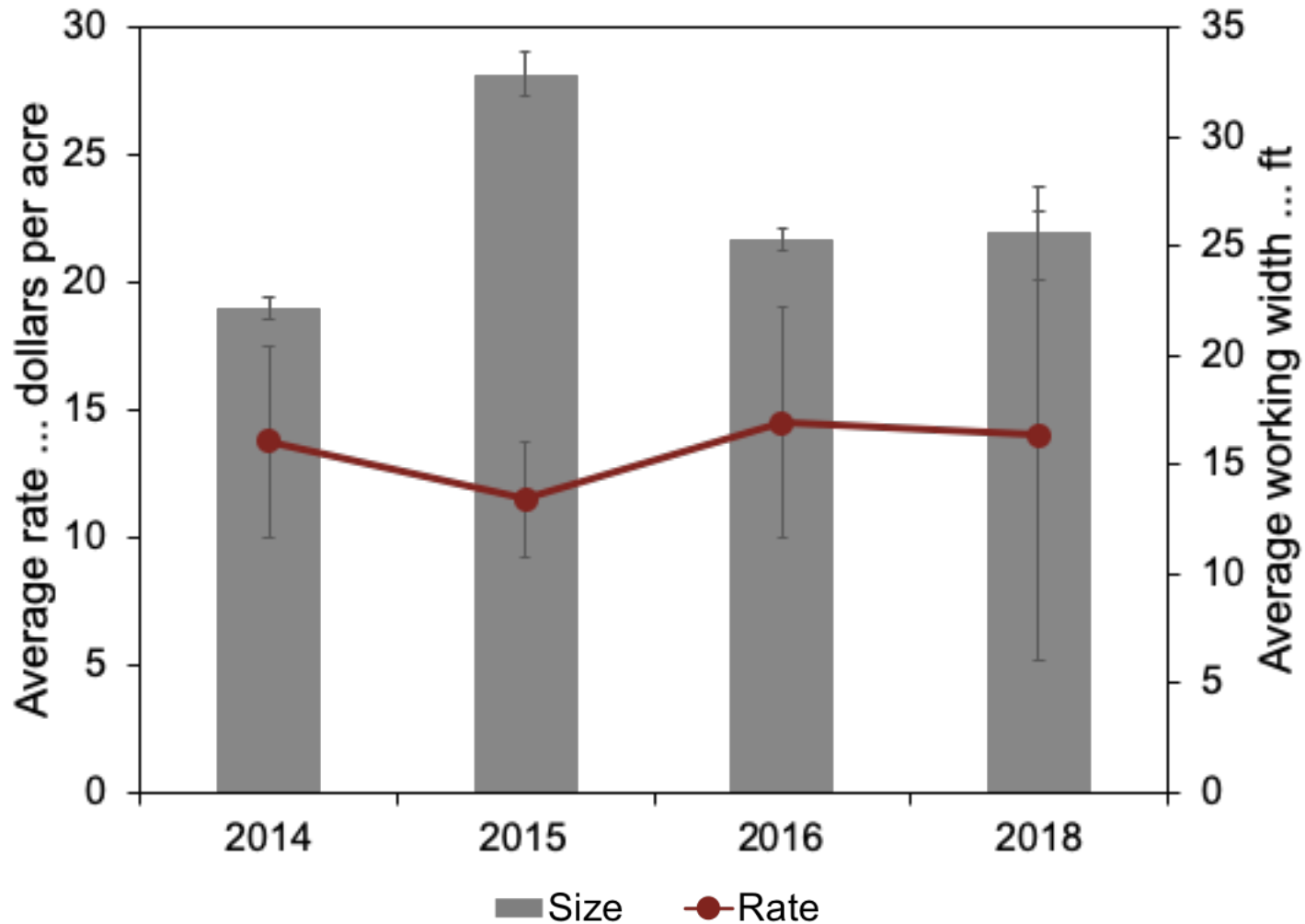
Service area



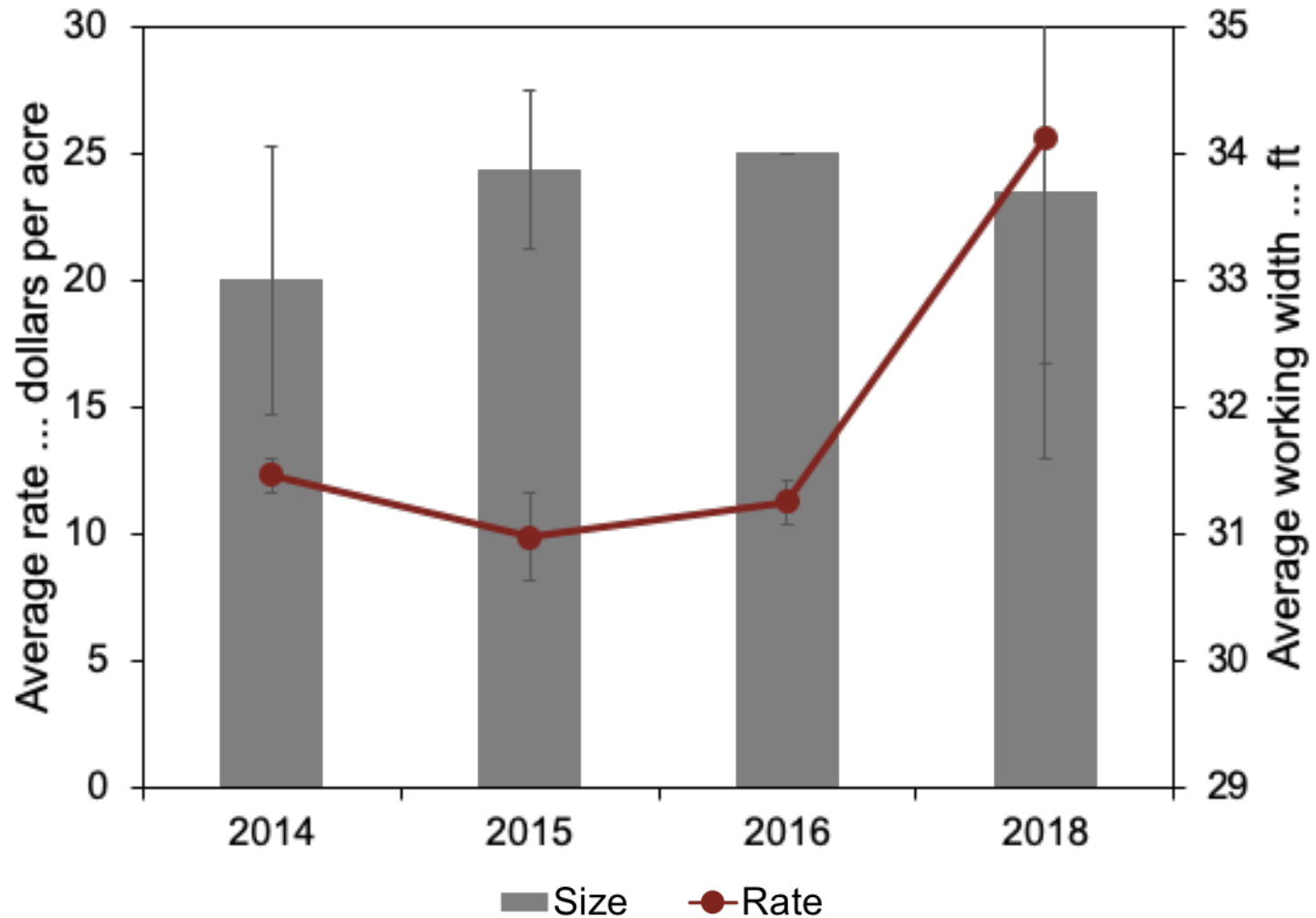
Technology adoption



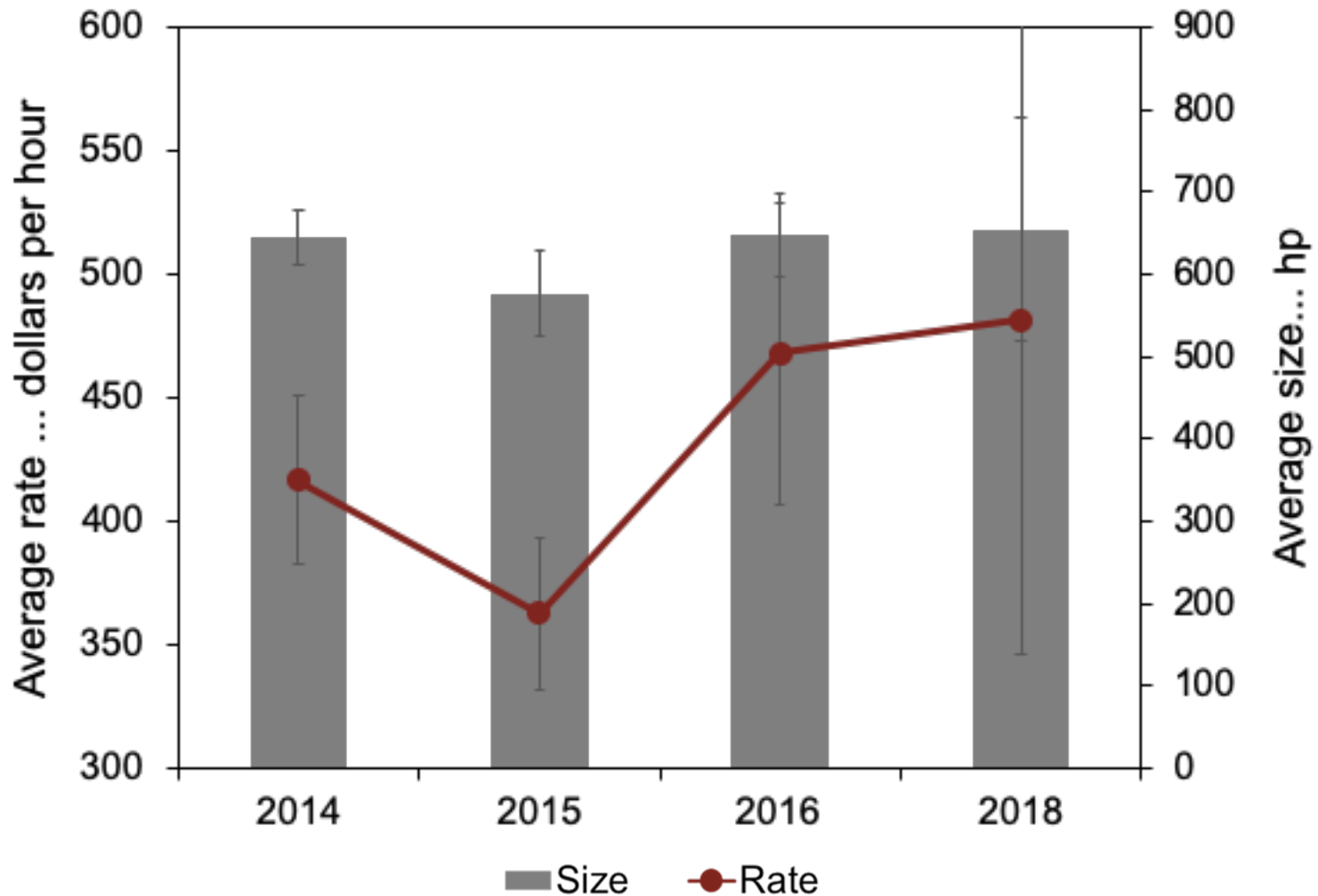
Mowing and conditioning



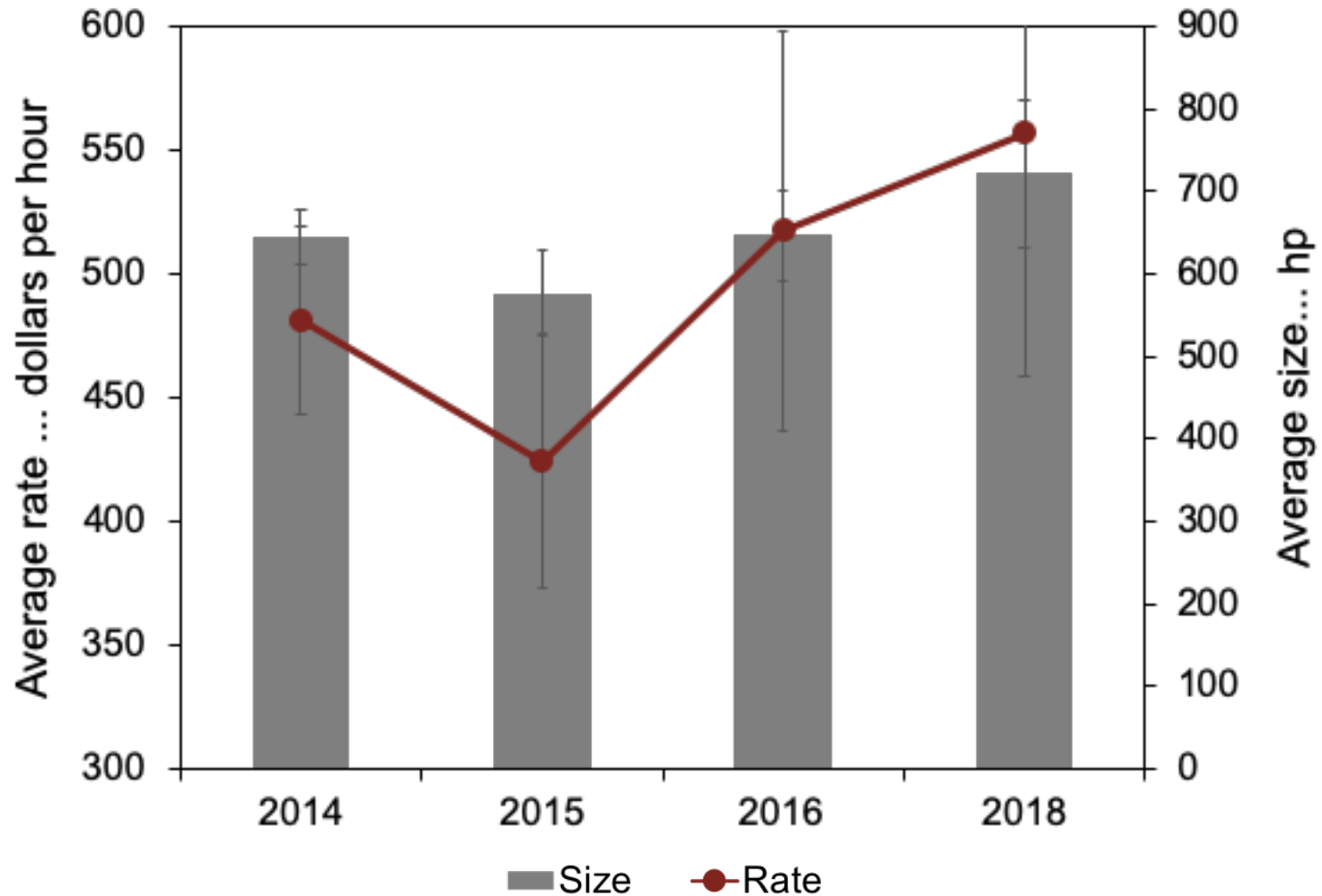
Merging



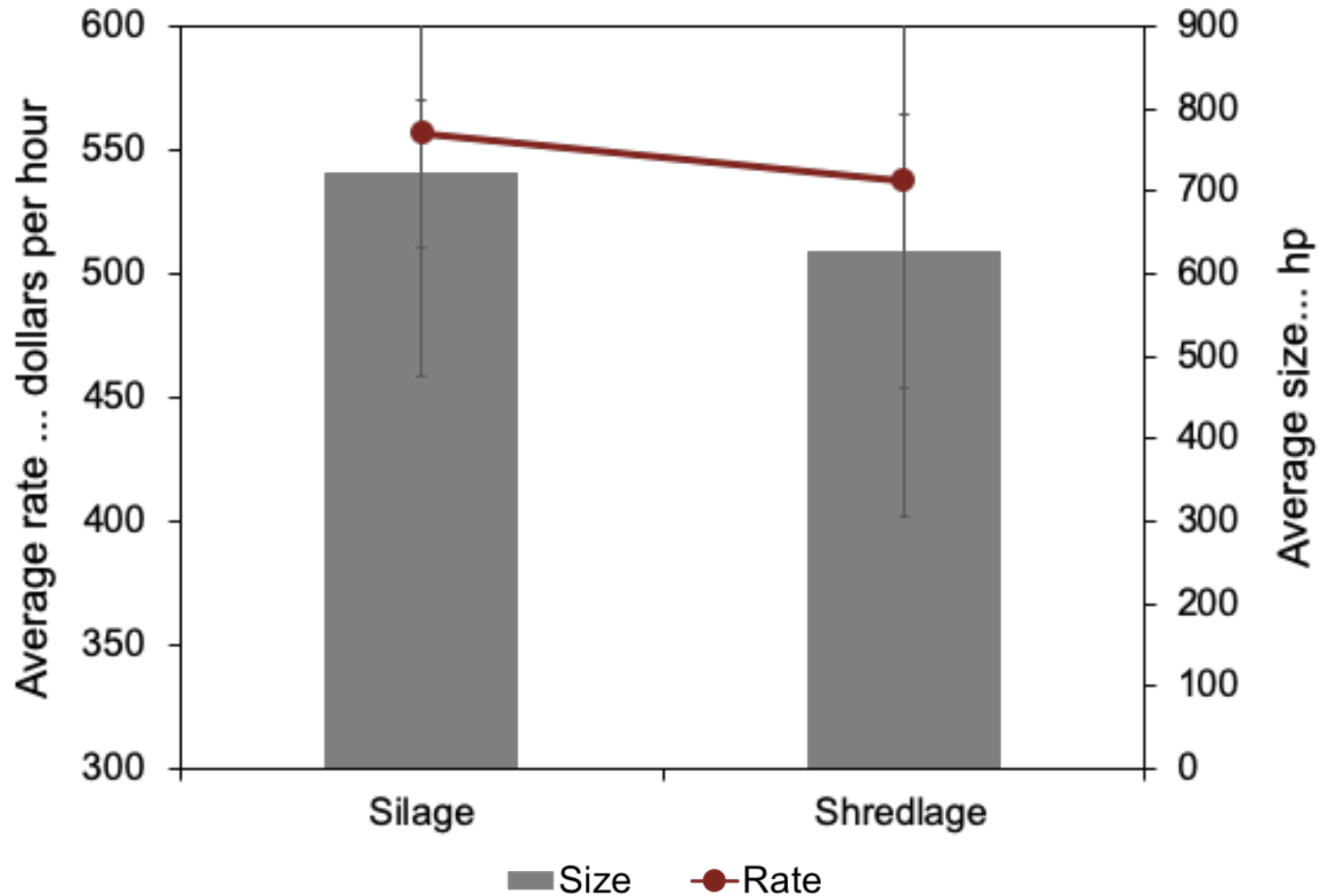
Haylage



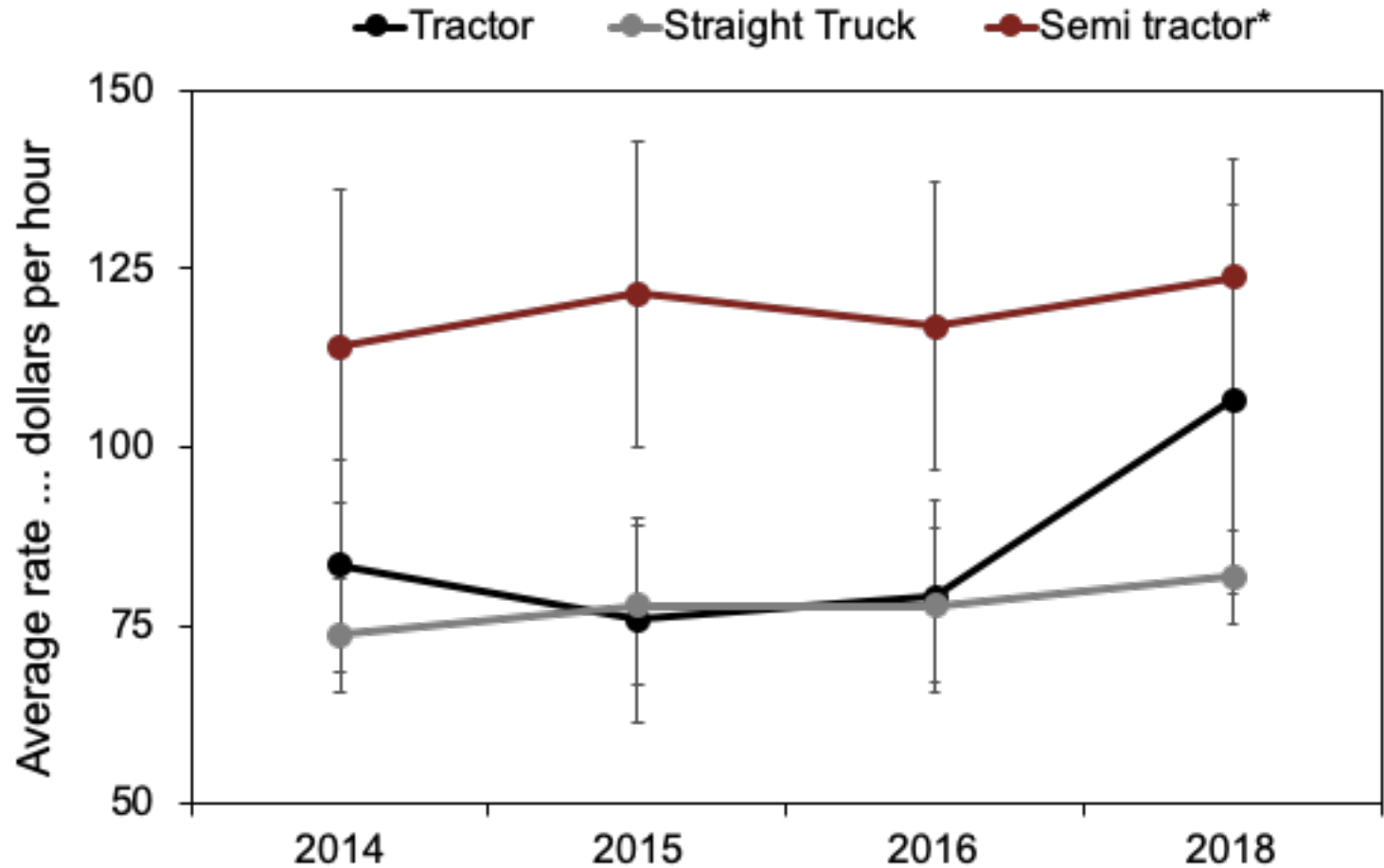
Corn silage



Shredlage*

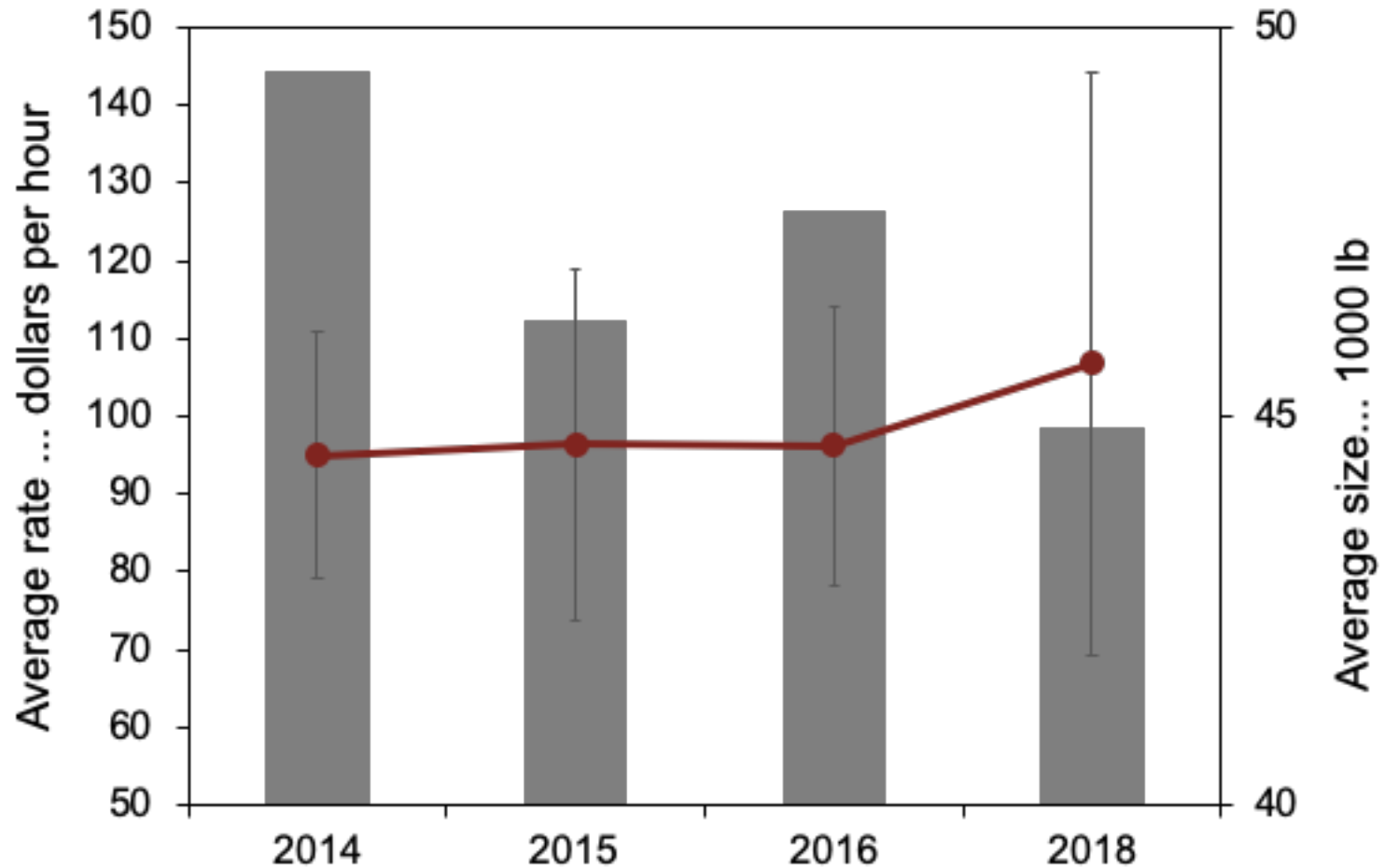


Transportation

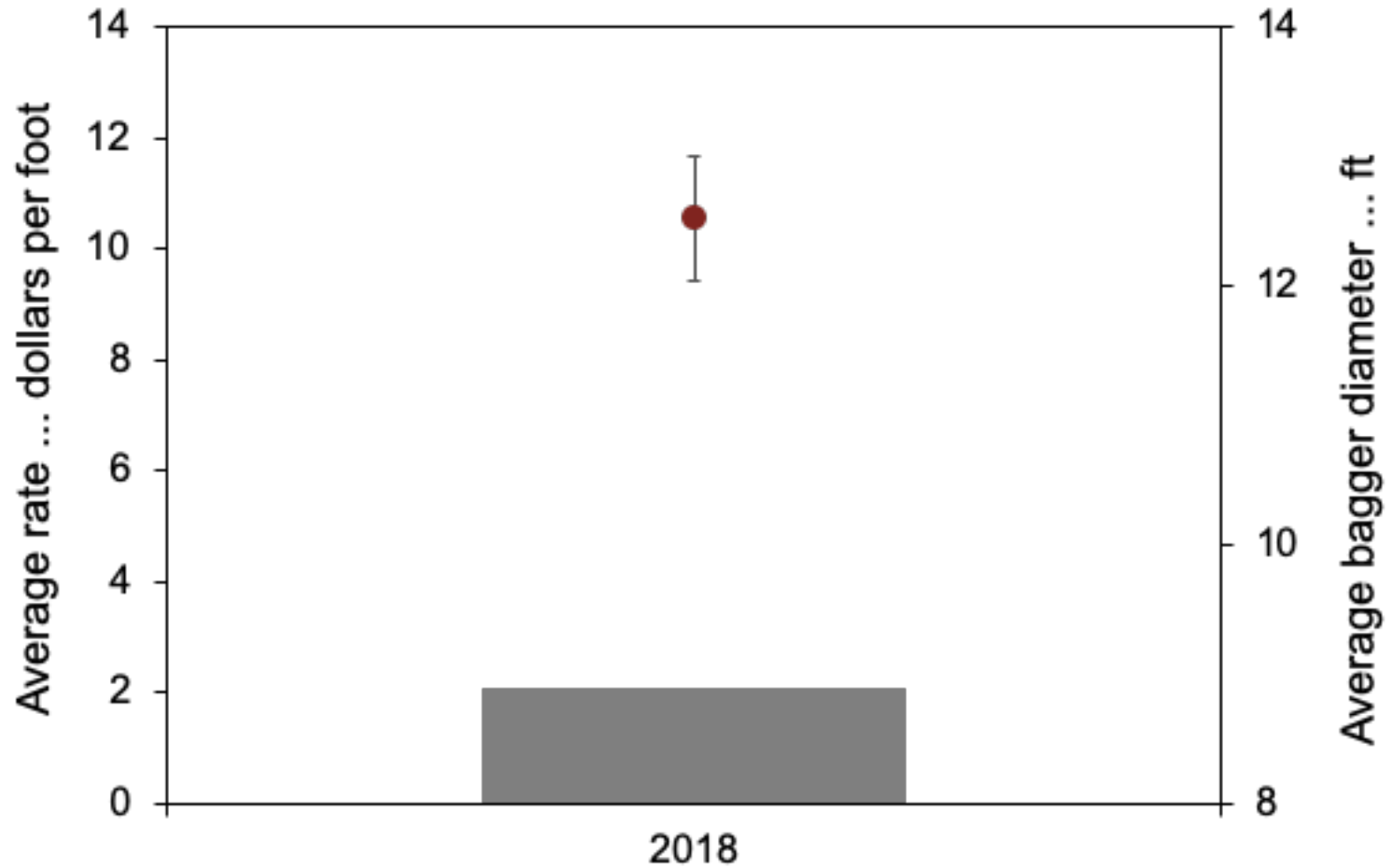


* Fuel included in rate for semi tractor

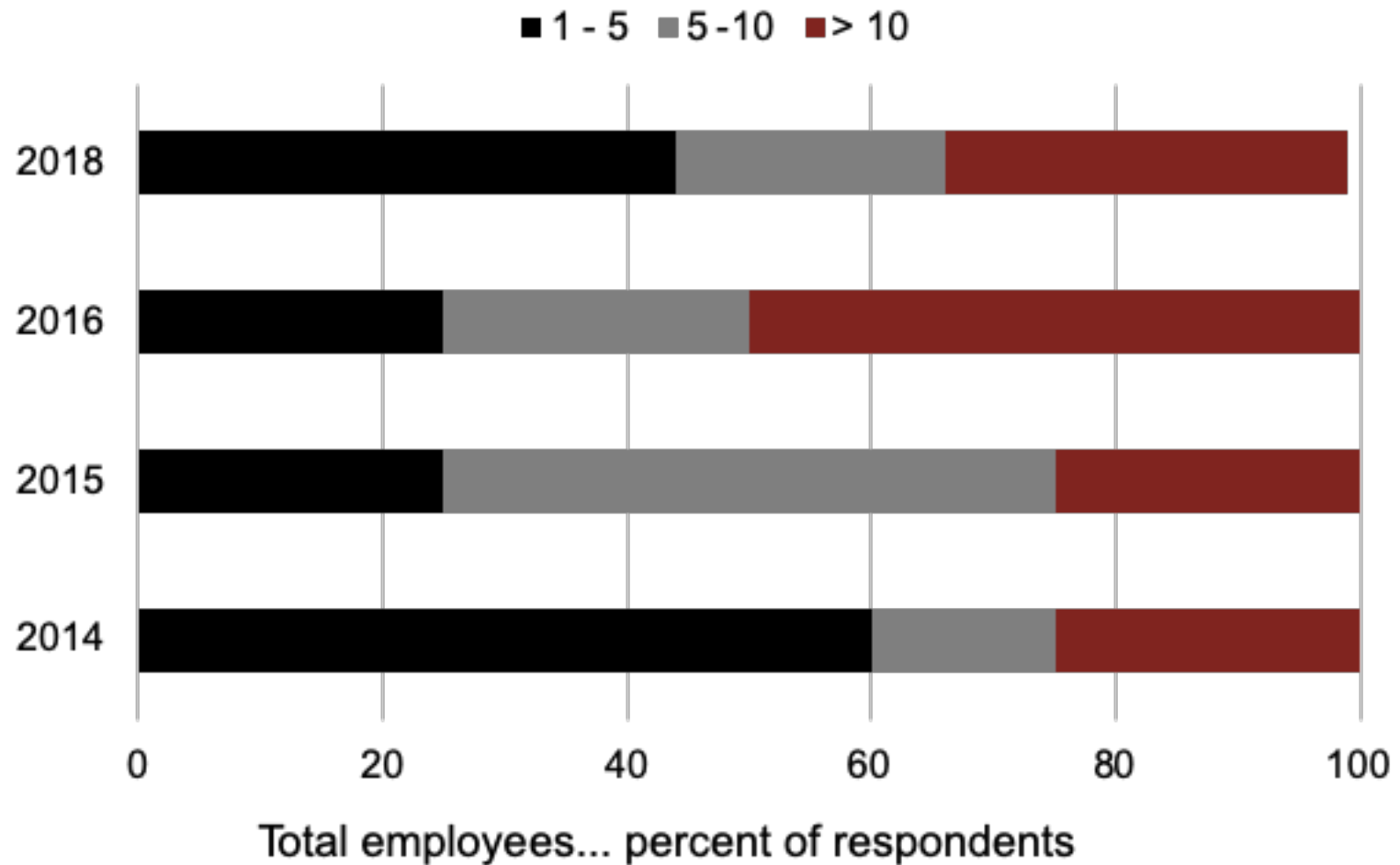
Packing



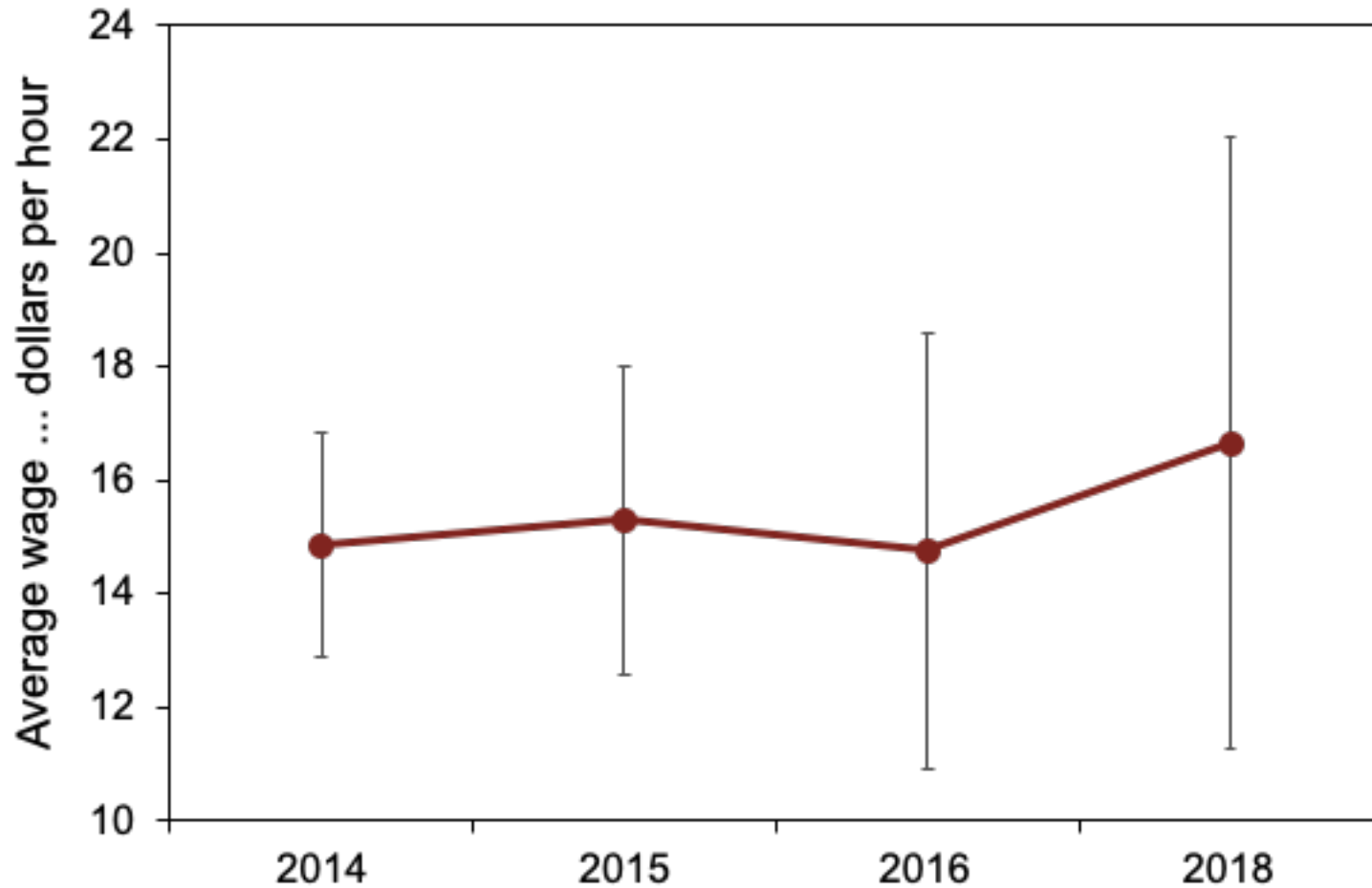
Bagging



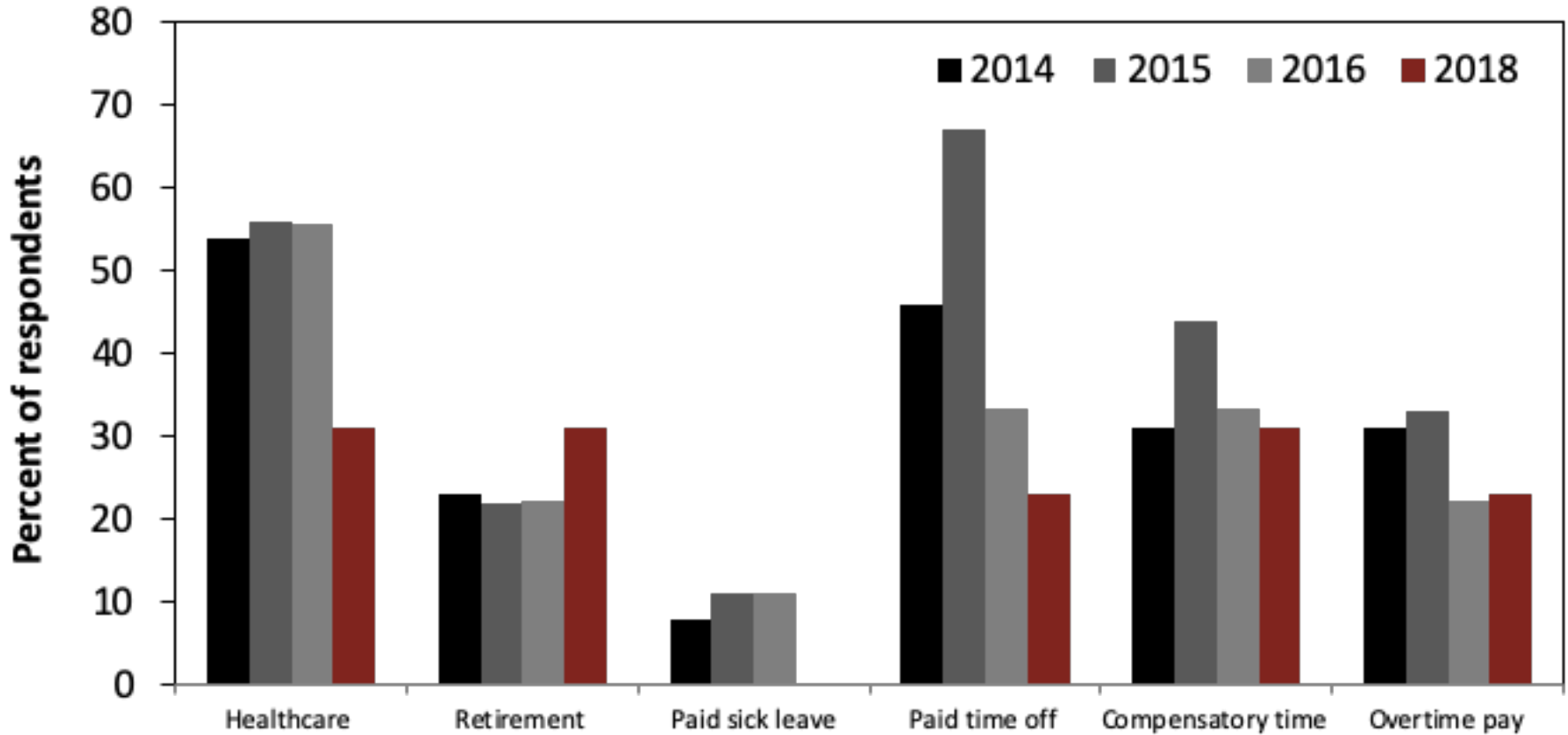
Employees



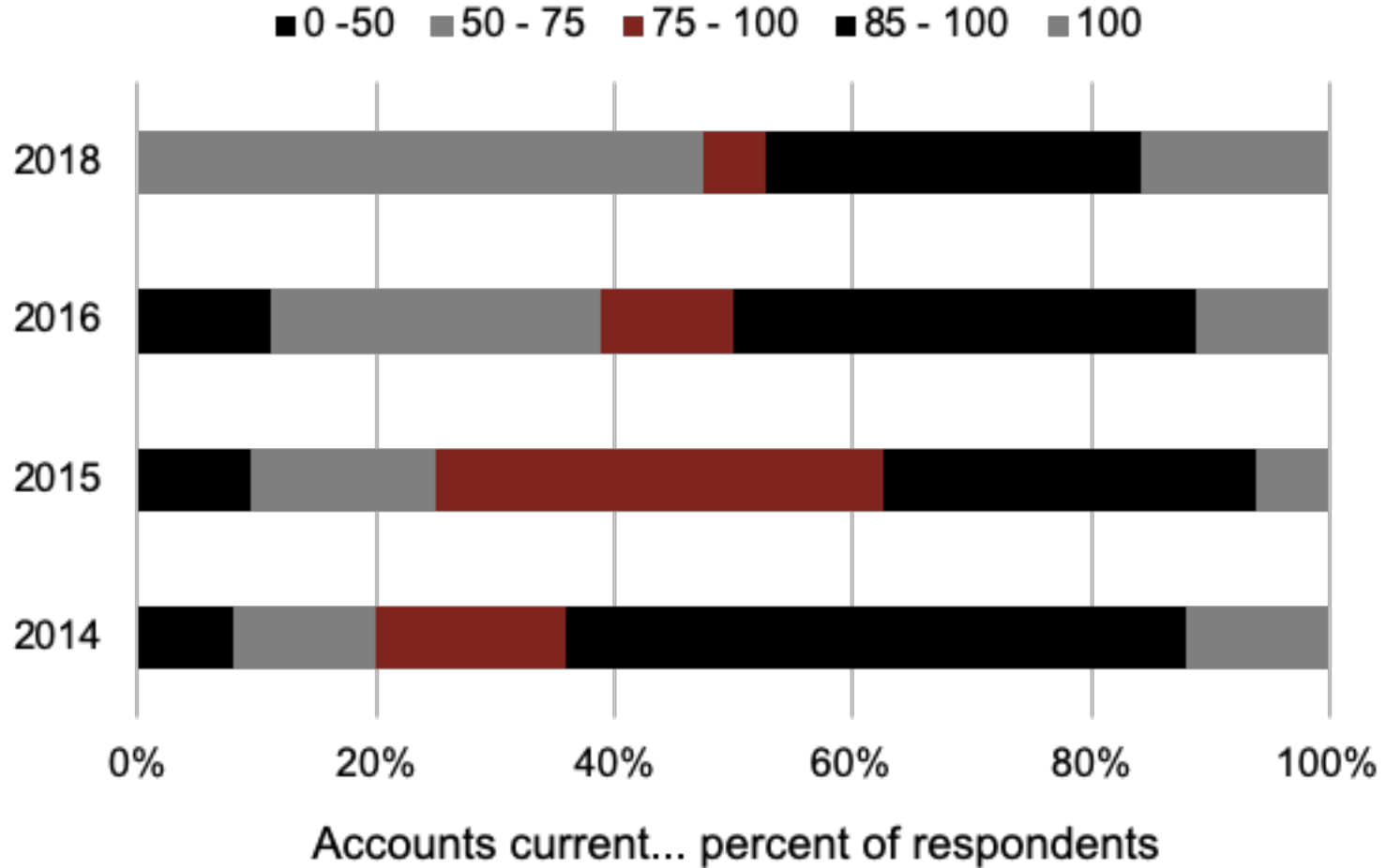
Employee data



Employee benefits



Account status



Summary

- A. The Southeast region had a higher response rate than previous survey years
- B. Data was much more variable in 2018
- C. With that in mind it's difficult to say if rates are truly higher or if higher rates are an artifact of this year's data
- D. Shredlage did not seem to cost the producer more than corn silage, however, there is a confounding effect of harvester size
- E. This is the first year that we've been able to compile bagging rates

Summary

- E. Rates are predominantly reported on a per hour basis with the exception of mowing and merging
- F. There was an error in the previously reported transportation rate data
- G. The trend of increasing firm size was not supported by this year's data
- H. The proportion of firms reporting that over 50% of accounts current is down this year; overall there appears to be a downward trend