EFFECT OF MANAGEMENT PRACTICES ON INCOME

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Mortality of 15% is about average, however, the higher mortality in some of the smaller flocks was an important factor affecting their profit.

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Percent Culled is rather high. The percent to cull must be determined by the cost of raising replacement pullets, the price received for cull hens, the price of eggs and how much increased production can be received from the new pullets. Less than 70 percent culling has not proven profitable over a number of years. Extremely high culling such as 17% percent can probably not be profitable except under unusual price relationships. The percent culled should be determined more by the egg production than by the price of cull hens. It is also important to remember that egg quality drops with increased age of birds especially after birds have gone through a complete molt.

Hours of Labor Per Hen is an important factor. Producers with over 1.5 hours of labor per hen should find ways to make more efficient use of labor.

For those desiring a more comprehensive and detailed analysis of the 1950 study, ask for a copy of the original 1950 Poultry Management report compiled by A. D. Reed, Extension Economist in Farm Management and Lloyd P. Sharp, Farm Advisor.

1950
POULTRY MANAGEMENT STUDY

ESSENTIALS OF POULTRY SUCCESS ARE

- BUY QUALITY STOCK
- FOLLOW RECOMMENDED PRACTICES IN FEEDING AND MANAGEMENT
- KEEP COST RECORDS

University of California
Agricultural Extension Service
Room 7, Post Office Building
Riverside, California
Poultry Management Studies Point the Way to Greater Profits
by Lloyd P. Sharp
Farm Advisor

Are you making money in the poultry business? If not—why not?

The 1950 Riverside County Poultry Management Study participated in by 25 poultry cooperators which was conducted by the Agricultural Extension Service showed an average farm income of $2.42 per bird or a management income of $.53 per bird. The management income, however, varied from a high of $2.77 per bird to a low of $2.42. The low flock in the study failed to cover the costs of production by $2.42. By studying and comparing cost records and management practices in this study one can readily determine the reason for the high and low income flocks.

Farm Income is total income minus cash and depreciation costs.

Management Income is farm income minus family labor and interest on investment. It is the amount received by the operator for the management of his enterprise.

Buying Good Quality Stock with a known ancestry record will pay off in the long run in higher egg production, more economical utilization of feed and lower mortality.

Poultry Diseases and Pests can best be controlled by following a recommended sanitation and vaccination program.

High Quality Feed is essential to good results, but expensive feeds may not always be the best.

Poultrymen wishing to cooperate in a study of this kind should contact the Agricultural Extension Service, Room 7, Post Office Building, Riverside.
<table>
<thead>
<tr>
<th>Farm Income Per Hen</th>
<th>Average Management Income per Hen</th>
<th>Averge Net Cost Per Doz. Eggs</th>
<th>Eggs Per Hen</th>
<th>Hours Labor Per Hen</th>
<th>Calling Percent</th>
<th>Mortality Percent</th>
<th>Fall Eggs Per Hen</th>
<th>EGG REASONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2.86</td>
<td>53.2</td>
<td>$33.68</td>
<td>1.3</td>
<td>92.6</td>
<td>10.8</td>
<td>85</td>
<td>287</td>
<td><strong>High</strong> QTY**</td>
</tr>
<tr>
<td>$2.68</td>
<td>44.5</td>
<td>$33.68</td>
<td>1.7</td>
<td>97.0</td>
<td>15</td>
<td>69</td>
<td>217</td>
<td><strong>Low</strong> QTY**</td>
</tr>
<tr>
<td>$2.42</td>
<td>44.1</td>
<td>$33.68</td>
<td>1.6</td>
<td>105</td>
<td>11</td>
<td>74</td>
<td>220</td>
<td><strong>Middle</strong> QTY</td>
</tr>
<tr>
<td>$2.22</td>
<td>42.9</td>
<td>$33.68</td>
<td>1.7</td>
<td>92</td>
<td>17</td>
<td>65</td>
<td>206</td>
<td><strong>Low</strong> QTY**</td>
</tr>
</tbody>
</table>

- **Comparison of Productive and Income Factors of High and Low Income Groups, Also Cage vs. Floor**

- **High Income Groups**
  - **High QTY**
  - **Medium QTY**
  - **Low QTY**

- **Low Income Groups**
  - **High QTY**
  - **Medium QTY**
  - **Low QTY**

- **Egg Reasons**
  - Analyze reasons for differences in egg production.

- **Factors**
  - Management practices
  - Feed costs
  - Labour costs

**Summary**

- The 1975 Reisert County Poultry Management Study reported on 52 poultry cooperatives in the state of Iowa. The study was conducted by the Agribusiness Education Department at the University of Iowa, with assistance from the Iowa Poultry Association.

**Questions**

- Are you making money in the poultry business?
- To create better reports.

**Poultry Management Studies Join the**

- Farm Advisor
- Egg P. Sharp
- By
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