EIGHTH ANNUAL SUMMARY

of the

SAN JOAQUIN COUNTY

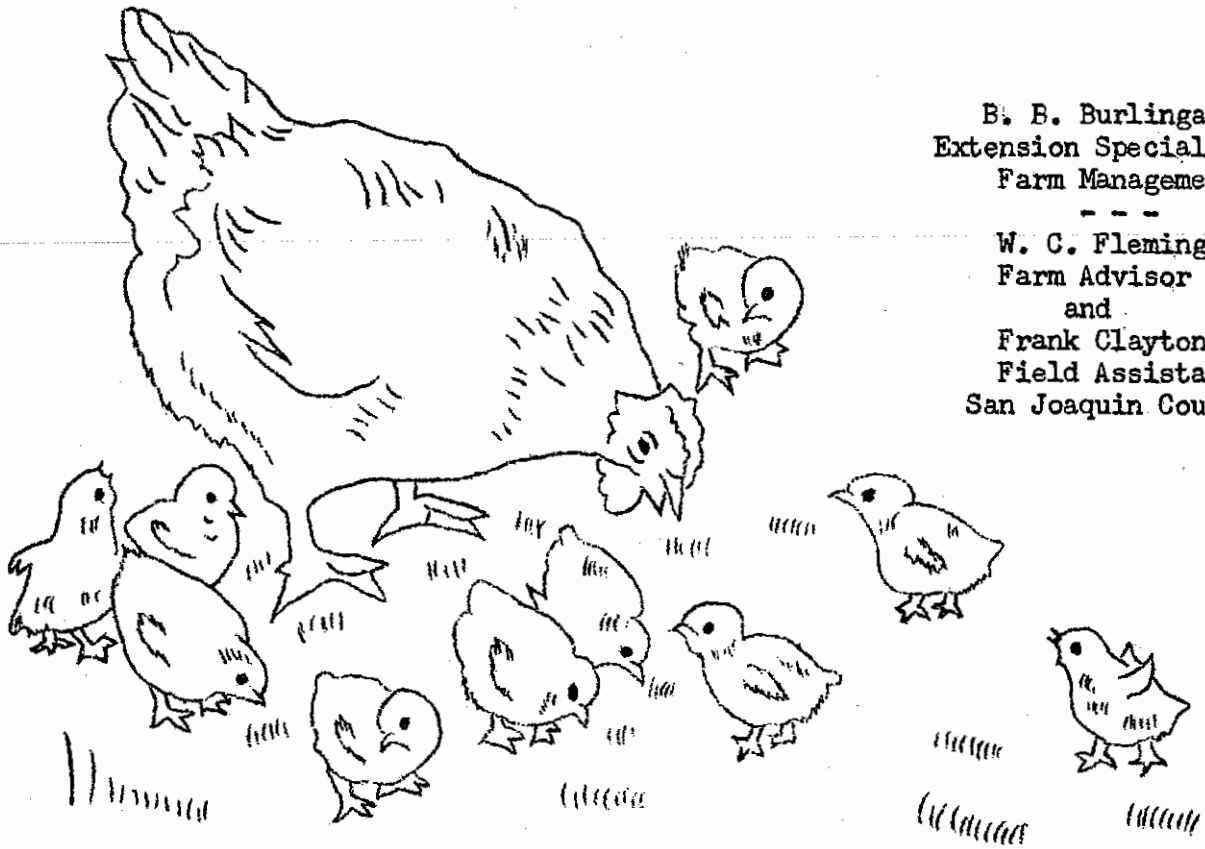
POULTRY MANAGEMENT STUDY

for the year

January 1, 1954 - - - - - - - - - - - December 31, 1954

Compiled by

AGRICULTURAL EXTENSION SERVICE
UNIVERSITY OF CALIFORNIA
SAN JOAQUIN COUNTY



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INTRODUCTION

A summary of the results of the Poultry Management Study conducted in San Joaquin County for the year ending December 31, 1954, is presented in this report. Four local poultrymen cooperated in the 1947 record year, 7 in 1948, 10 in 1949, 8 in 1950, 7 in 1951, 8 in 1952, 7 in 1953, and 6 in 1954. Eight poultrymen will participate in the 1955 study.

The purpose of the study is to develop local information on the most profitable management practices in poultry egg production in San Joaquin County under current conditions. Also, it is designed to help individual cooperators in analyzing their poultry business by comparing their costs and practices with others. Such analysis often leads to changes in practices which result in greater net income.

The averages shown in this report should not be considered representative of the industry in the county because of the relatively small number of flocks involved. Also, cooperators in the study are believed to be more efficient producers on the average than the average for the county, as indicated by the relatively high average production per hen of 187 eggs in 1947, 210 in 1948, 198 in 1949, 200 in 1950, 202 in 1951, 204 in 1952, 215 in 1953, and 228 in 1954.

As will be noted in the tables which follow the 1948, 1951, and 1953 record years showed relatively high profits on the average for those participating in the study although there was considerable variation between individual flocks. The profit for 1954 was much lower than for other years. The average management income for 1954 compares favorably with that of studies conducted in other California counties. An analysis of these tables will give an indication why some flocks were more profitable than others and, at the same time, point to some of the more important management practices which lead to profitable production.

We wish to express our appreciation for the cooperation of those who kept the records that made this study possible. The study is open to all poultrymen in the county who wish to keep the necessary records on the forms provided and at the end of the year they will receive an analysis of their business.

POULTRY EGG OUTLOOK - May, 1955

Egg prices received by cooperators in this management study during 1954 averaged 39 cents, which is nearly 13 cents below a year earlier. Prices received for eggs to date this year have been only a little higher than last year.

Beginning in late summer, egg production is expected to decrease due to a sharp drop in replacement pullets. (It is estimated that twenty-eight per cent less chicks for replacement purposes were raised this year). Therefore, prospects are good for a substantial seasonal egg price rise this fall.

Feed costs during 1955 are expected to be slightly lower than last year. This is mainly due to a lowering of the government support price on feed grains. Therefore, egg producers using efficient management methods should obtain a considerably better management income than last year.

FACTORS AFFECTING POULTRY FARM INCOME

Poultry management studies are useful for evaluating different flock management methods and adjusting the methods used to reduce production costs and increase returns. Practices which management studies show important to the income on poultry farms producing market eggs include:

LOW FEED COSTS PER HEN:

A feeding method which meets both the nutritional needs of birds and keeps costs as low as possible is very important to efficient egg production. Methods which aid in meeting these goals include:

Use of lower priced grains, such as good quality barley and milo
Purchase of grain feeds at harvest season
Bulk storage facilities for grain

FULL USE OF HOUSING AND EQUIPMENT:

Brooding sufficient pullets for replacement of approximately three-fourths of the flock each year will aid in full use of facilities. This can usually be done by brooding pullets in two or more periods - early spring, late spring, and in the fall.

RAISING SUFFICIENT REPLACEMENT PULLETS:

The raising of a sufficient number of pullets for replacement of older hens is an important factor for egg production. Replacement pullets that come into production as older hens are culled will aid in maintaining satisfactory production of high quality eggs. This can usually be accomplished by brooding chicks in both spring and fall months.

PREVENTION OF MORTALITY:

Several management factors within the control of a poultryman can be used to decrease mortality. These include:

1. Maintaining a high percentage of pullets
2. Close culling throughout the year
3. Vaccination of young stock for fowl pox
4. Purchase of only day old chicks for replacement purposes
5. Obtaining laboratory diagnosis as guide to treatment of disease
6. The adoption of other vaccination programs as conditions warrant

EGG PRODUCTION PER HEN:

High egg production per hen usually lowers the cost of eggs produced and increases profits. The use of well-bred stock and a high per cent of pullets will aid in securing satisfactory production.

HIGH QUALITY EGGS:

Factors increasing egg quality include:

1. High per cent of pullets
2. Producing a high percentage of clean eggs
3. Frequent gatherings and rapid cooling of eggs

SIZE OF FLOCK:

The size of the flock often affects profit. Factors involved include:

1. Flocks of full-time poultrymen should be large enough to furnish full-time employment and to utilize available equipment.
2. Flocks of part-time operators should be adjusted to available time.

TABLE 1 - INCOME, COSTS AND EARNINGS PER HEN FOR INDIVIDUAL FLOCKS - 1954

Ranch No. & size 1/	Income per hen					Cash and depreciation costs per hen						Farm income per hen	Non cash costs per hen		Management income per hen
	Egg sales	Poultry sales	Misc.	Change stock inv.	Total	Feed	Hired labor	Chix	Misc.	Depreciation	Total		Family labor	Interest	
10 L	8.39	.59	.07	.34	9.39	5.02	.82	.63	.21	.16	6.84	2.55	.37	.27	1.91
18 L	7.58	.68	.07	-.17	8.16	4.56	--	.45	.31	.33	5.65	2.51	.87	.26	1.38
4 M	7.54	.58	.10	.65	8.87	5.09	.05	.61	.48	.21	6.44	2.43	1.06	.26	1.11
12 L	8.35	.60	.09	--	9.04	4.06	.70	.65	1.18	.22	6.81	2.23	.85	.29	1.09
3 L	6.89	.23	.04	.10	7.26	3.65	.89	.33	.29	.21	5.37	1.89	.59	.26	1.04
20 L	6.88	.82	--	-.54	7.16	5.10	1.12	.46	.54	.26	7.48	-.32	.24	.23	-.79
Av.1954	7.54	.56	.06	-.04	8.12	4.41	.74	.50	.57	.23	6.45	1.67	.61	.26	.80
Av.1953	9.43	.39	.07	.11	10.00	4.54	.57	.36	.48	.16	6.11	3.89	.63	.23	3.03
Av.1952	8.15	.48	.14	.57	9.34	5.11	.51	.58	.41	.16	6.77	2.57	.62	.24	1.71
Av.1951	9.46	.65	.20	.64	10.95	5.09	.56	.55	.35	.19	6.74	4.21	.66	.26	3.29
Av.1950	7.47	.62	.18	.63	8.90	4.77	.47	.53	.40	.18	6.35	2.55	.87	.25	1.43
Av.1949	7.61	.55	.16	.30	8.62	4.45	.61	.47	.35	.18	6.06	2.56	.76	.24	1.56
Av.1948	9.53	.65	.13	.94	11.25	5.10	.48	.62	.34	.17	6.71	4.54	1.07	.25	3.22
Av.1947	8.46	.44	.23	.24	9.37	4.45	.76	.32	.29	.13	5.95	3.42	.67	.25	2.50
8 yr.Av.	8.46	.54	.15	.42	9.57	4.74	.59	.49	.40	.17	6.39	3.18	.74	.25	2.19

1/ Flock size based on average number of hens; S = under 750; M = 750-1500; L = over 1500

Table 1: In this table, as well as in Tables 2 and 3, individual flocks in this year's study are arranged in order of decreasing management income per hen, as shown in the extreme right column. An analysis of this table, along with costs and management factors shown in Tables 2 and 3, will indicate why some flocks were much more profitable than others. Management income per hen this year ranged from $1.91 for No. 10 to a loss of 79 cents for No. 20. Although all but one of the flocks in the study showed a management income of more than $1 per hen, the average for all flocks was only 80 cents, due to the net loss of flock No. 20. The three least profitable flocks in the study were also the largest and, therefore, had greater influence on the average.

The 1954 record year was the least profitable of all eight years of this study, due mainly to the lower average prices received for eggs. Total feed costs were only slightly lower than the previous year. Egg production, on the other hand, as shown in Table 3, was the highest in any of the eight years of the study. Even though profit was considerably reduced in 1954, co-operators in this study fared better than the average of those in similar studies conducted in other counties, as shown in Table 4. The main factor accounting for the better profits shown by flocks in this study was the lower average feed cost, as compared to the other studies.

TABLE 2 - FLOCK STATISTICS AND MANAGEMENT - 1954

Ranch Number	Laying Flock: Per cent died	Laying Flock: Per cent culled	Laying Flock: Per cent added	Price per culled hen	Cost per Cwt.: Mash	Cost per Cwt.: Grain	Cost per Cwt.: Average	Lbs. per hen	Per cent mash	Kind of mash	Egg feed ratio	Hours labor per hen	Cost per chick	Per cent chick Mortality
10	9	96	106	.66	3.65	2.31	3.34	137	77	Home Mix	9.8	1.2	40.4	14
18	7	110	124	.60	4.05	2.88	3.58	125	60	Com'l.	10.5	.9	43.4	3
4	15	101	88	.56	4.67	2.60	3.81	133	58	Com'l.	9.4	1.1	34.5	0
12	20	109	124	.54	3.73	2.53	3.09	130	46	Home Mix	12.2	1.2	34.9	8
3	24	57	86	.41	3.41	2.65	3.05	118	52	Home Mix	12.3	1.5	33.9	8
20	17	144	147	.57	4.50	2.72	3.97	126	70	Com'l.	8.9	1.4	32.8	2
Av.1954	19	102	116	.55	3.94	2.62	3.40	127	59	---	10.7	1.3	35.7	6
Av.1953	19	53	85	.65	4.09	3.19	3.75	119	62	---	13.5	1.2	35.8	7
Av.1952	22	67	100	.65	4.68	3.56	4.17	120	54	---	11.1	1.2	37.8	11
Av.1951	23	53	116	.95	4.37	3.14	3.87	127	59	---	13.6	1.3	37.0	7
Av.1950	21	70	108	.83	3.93	2.80	3.53	130	64	---	12.0	1.5	35.6	16
Av.1949	19	60	105	.78	3.94	2.80	3.62	122	72	---	12.0	1.5	34.0	12
Av.1948	16	60	101	.95	4.25	3.21	3.75	135	52	---	14.2	1.8	33.9	10
Av.1947	16	52	75	.84	4.79	3.41	4.07	101	48	---	12.9	1.7	32.4	22
8 Yr.Av.	19	65	101	.78	4.25	3.09	3.72	123	59	---	12.5	1.4	35.3	11

Table 2: Some of the important management factors for flocks in this year's study are compared in the above table. Feed is the most important cost item in poultry egg production, since it accounts for approximately two-thirds to three-quarters of the total cash and depreciation costs. The average price paid for mash and grain, therefore, materially influences net earnings. It will be noted that prices paid for mash for this year's flocks ranged from $3.41 for No. 3 to $4.67 for No. 4. The former was home-mixed, while the latter was a commercial mix. The average price for both grain and mash ranged from $3.05 for No. 3 to $3.97 for No. 20. The egg-feed ratio is the amount of feed in pounds which can be purchased for the average price per dozen received for wholesale eggs. The lower the ratio, therefore, the less favorable the relationship between egg prices and feed costs. It will be noted in the above table that the egg-feed ratio in 1954 was the least favorable of the eight years of the study.

TABLE 3 - EGG PRODUCTION AND SALES FACTORS - 1954

Ranch Number	Eggs per hen	Percent of eggs sold			Per cent of market eggs sold			Per cent fall eggs	Fall eggs /fall hen	%Pullet added July Oct.	% of flock 6-18 months	Price wholesale eggs	Value per Dozen		
		Wholesale	Retail	Hatching	Large	Medium	Small						Price all eggs	Net cost	Mgt. income
10	219	74	3	23	--	--	--	34	68	57	74	32.7	46.3	35.7	10.6
18	240	100	--	--	65	21	14	42	80	86	52	37.6	37.6	30.8	6.8
4	251	99	1	--	60	19	21	41	86	89	100	35.7	35.4	30.2	5.2
12	231	67	33	--	46	36	18	39	74	58	52	37.6	41.6	36.2	5.4
3	223	100	--	--	57	26	17	32	67	55	54	37.5	37.5	31.8	5.7
20	222	98	2	--	51	28	21	34	72	87	56	35.5	35.5	39.6	-4.1
Av.1954	228	88	9	3	54	28	18	36	73	68	58	36.5	39.0	34.9	4.1
Av.1953	215	89	9	2	55	30	15	34	66	50	69	50.8	52.8	35.8	17.0
Av.1952	204	91	7	2	60	24	16	38	65	73	81	46.4	47.6	37.6	10.0
Av.1951	202	89	8	3	56	28	16	40	65	66	84	52.6	53.8	35.1	18.7
Av.1950	200	88	8	4	55	27	18	38	66	79	83	42.4	44.2	35.7	8.5
Av.1949	198	87	8	5	50	32	18	36	64	67	74	43.5	45.8	36.4	9.4
Av.1948	210	90	5	5	59	26	15	36	66	72	67	53.2	54.3	36.0	18.3
Av.1947	187	95	0	5	57	29	14	30	52	67	61	52.7	53.2	37.5	15.7
8 Yr.Av.	206	90	7	4	56	28	16	36	65	68	72	47.3	48.8	36.1	12.7

Table 3: Some of the principal factors affecting egg prices and net cost per dozen are compared in the above table for flocks in this year's study. Egg sizes and the proportion of total eggs sold during the fall months are important factors affecting average annual wholesale prices received by producers. No. 10 flock sold a substantial proportion of hatching eggs, resulting in this flock having the highest average price of all eggs. Flock No. 12 sold about one-third eggs retail, which resulted in this flock having the second highest average egg price. The net cost of production, however, for these two flocks is somewhat higher than flocks where practically all eggs were sold wholesale, except for No. 20. On the average, the net cost of production in 1954 was about one cent less than in 1953, but the average price received was approximately 14 cents less than the previous year. During the eight years of this study, it will be noted that the net cost of production per dozen fell within a rather narrow range of from about 35 cents to 37.5 cents, the average over the eight years being 36.1 cents per dozen.

TABLE 4 - POULTRY MANAGEMENT STUDY COMPARISONS FOR 1954

Record Year Ending	Alameda	Napa	Placer	Sonoma	Santa Cruz	San Joaquin	Butte	Sacramento
	December 31						January 31	February 28
Number of Records	22	7	7	27	12	6	12	31
Average Number of Hens	2,638	1,493	2,469	2,293	1,932	4,157	1,017	5,124
Eggs per Hen	208	212	221	228	218	228	235	203
Per Cent Mortality	22	25	14	13	17	19	17	11
Per Cent Culled	98	91	99	96	87	102	106	93
Cost Mash	4.38	4.31	4.21	4.30	4.76	3.94	4.36	3.91
Cost Grain	3.01	2.86	3.01	3.13	2.86	2.62	3.03	2.93
Average	3.94	3.82	3.91	3.79	3.99	3.40	4.13	3.49
Pounds Feed per Hen	134	132	137	135	143	127	129	120
Per Cent Mash	68	66	74	56	59	59	83	57
Hours Labor per Hen	1.0	1.6	.9	1.2	1.4	1.3	1.7	1.2
Average Price Eggs	42.0	39.1	37.7	40.7	42.8	39.0	37.6	34.1
Net Cost per Dozen	41.6	42.0	34.3	38.3	41.9	34.9	39.7	38.7
Management Income	.4	-2.9	3.4	2.4	.9	4.1	-2.1	-4.6
Income per Hen								
Egg Sales	7.52	6.94	7.45	8.05	7.87	7.54	7.57	5.92
Poultry Sales	.53	.44	.52	.57	.61	.56	.63	.45
Miscellaneous	.06	--	.09	.04	.12	.06	.04	.04
Inventory Change	-.04	.05	.61	.43	.32	-.04	.09	.07
Total	8.07	7.43	8.67	9.09	8.92	8.12	8.33	6.48
Expense per Hen								
Feed	5.31	5.08	5.42	5.15	5.73	4.41	5.39	4.23
Hired Labor	.46	.56	.64	.60	.38	.50	.55	.46
Chicks	.45	.42	.51	.62	.69	.57	.55	.78
Miscellaneous	.32	.22	.24	.27	.27	.23	.31	.33
Depreciation	.14	.47	.14	.24	.11	.74	.24	.76
Total	6.68	6.75	6.95	6.88	7.18	6.45	7.04	6.56
Farm Income	1.39	.68	1.72	2.21	1.74	1.67	1.29	-.08
Family Labor	1.07	.99	.83	1.45	1.30	.61	1.49	.44
Interest	.25	.21	.22	.29	.28	.26	.23	.29
Management Income	.07	-.52	.67	.47	.16	.80	-.43	-.81