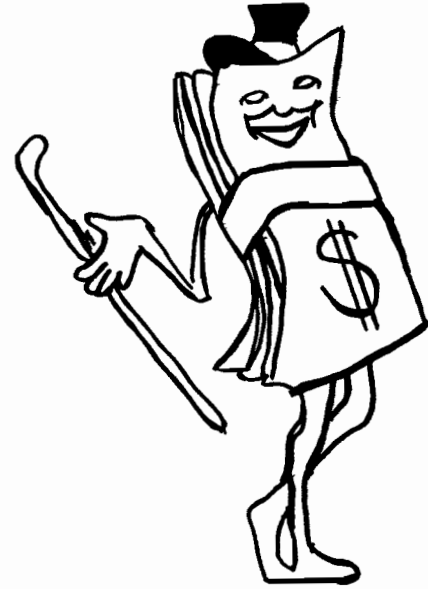


good management
makes
chicken \$ense



POULTRY MANAGEMENT

STUDY

1951

ALAMEDA

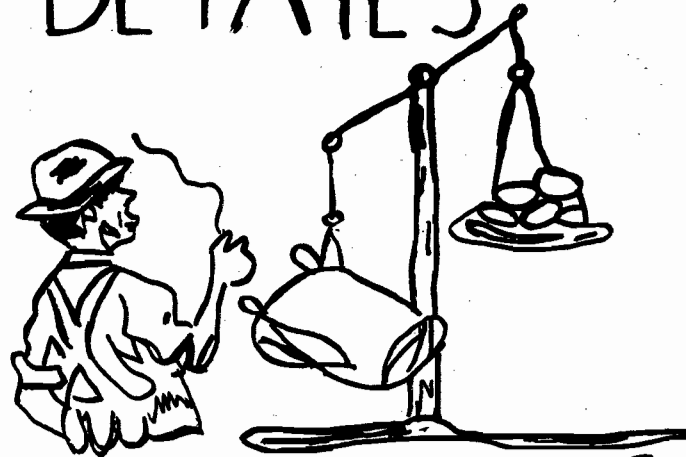
COUNTY

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Stanley Coates
Farm Advisor
Alameda County

YOUR MONEY COMES FROM YOUR ATTENTION TO SMALL DETAILS.



THESE FACTORS DETERMINE YOUR INCOME

<p>Egg Sales</p> <ol style="list-style-type: none">1. Number of2. Price of3. Size of Eggs Sold.	<p>Poultry Sales</p> <ol style="list-style-type: none">1. Percent & Price of Cull Hens sold.2. Broiler Sales.	<p>Feed Costs</p> <ol style="list-style-type: none">1. Pounds Feed Fed2. Percent Mash3. Cost per 100 lbs.	<p>Chick Costs</p> <ol style="list-style-type: none">1. Type of Chick2. Price per chick	<p>Labor Costs</p> <ol style="list-style-type: none">1. Hired2. Family Labor per Hen
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INCOME - EXPENSES = NET INCOME

Ser. No.	Income				Cash and Depreciation Costs							Non-Cash Costs			Management Inc.	Ser. No.
	Egg Sales	Pty. Sales	Manure & Sacks	Change Stock Inv.	Total Income	Feed	Hired Labor	Chix	Misc.	Depreciation	Total Cost	Farm Income	Family Labor	Int.		
LARGE FLOCKS																
3	9.91	.81	.31	.25	11.48	6.14	.36	.16	.25	.27	7.18	4.30	.52	.33	3.45	3
8	11.01	.44	.42	.45	12.32	6.63	-	.72	.53	.24	8.12	4.20	.75	.25	3.20	8
17	8.62	1.10	.40	.45	10.57	5.66	.08	.56	.32	.14	6.76	3.81	1.03	.23	2.55	17
4	8.92	.41	.31	.83	10.47	5.47	-	.43	.35	.31	6.56	3.71	.98	.35	2.58	4
15	10.25	.67	.41	-.38	10.95	6.15	.09	.46	.57	.18	7.45	3.50	1.41	.24	1.85	15
11	8.62	.36	.33	.63	9.94	5.42	-	.47	.40	.16	6.45	3.49	.60	.24	2.65	11
9	8.67	.75	.28	.79	10.49	6.19	.07	.47	.15	.21	7.09	3.40	1.25	.25	1.90	9
12	9.52	.39	.23	.29	10.43	5.20	.38	.45	.68	.35	7.06	3.37	.87	.27	2.23	12
14	6.21	1.19	.25	-.08	7.57	5.97	-	.13	.46	.25	6.81	.76	1.31	.30	-.85	14
MEDIUM FLOCKS																
13	9.74	.48	.06	.03	10.31	4.92	-	.12	.36	.18	5.58	4.73	1.19	.28	3.26	13
18	10.06	.85	.32	1.48	12.71	6.23	.17	.90	.57	.22	8.09	4.62	1.02	.24	3.36	18
22	9.63	.98	.39	1.70	12.70	6.60	-	.75	.47	.39	8.21	4.49	2.43	.49	1.51	22
6	9.55	.93	.50	1.30	12.28	6.70	-	.94	.48	.35	8.47	3.81	1.78	.37	1.66	6
10	9.81	.66	.31	.29	11.07	6.03	.04	.49	.70	.28	7.54	3.53	2.16	.29	1.08	10
2	10.88	1.98	.13	1.70	14.69	8.24	.02	4.27	.75	.19	13.47	1.22	2.07	.55	-1.40	2
SMALL FLOCKS																
16	10.26	4.93	.56	.72	16.47	9.61	.05	.62	1.00	.20	11.48	4.99	1.51	.30	3.18	16
1	11.15	.94	.49	.55	13.13	6.35	.25	.58	.53	.44	8.15	4.98	.97	.39	3.62	1
20	9.64	2.34	.49	1.47	13.94	8.18	-	1.26	.22	.13	9.79	4.15	2.78	.41	.96	20
21	10.47	2.50	.20	.57	13.74	8.35	-	.66	.70	.68	10.39	3.35	2.29	.84	.22	21
19	7.22	.31	.37	1.01	8.91	5.17	-	.53	.29	.23	6.22	2.69	2.20	.52	-.03	19
7	8.97	1.42	.44	1.38	12.21	7.17	.02	.94	.99	.59	9.71	2.50	3.12	.41	-1.03	7
23	10.08	1.08	.39	2.51	14.06	5.09	3.34	.67	2.04	.73	11.87	2.19	-	1.08	1.11	23
26	8.13	.27	.52	4.97	13.89	9.38	.25	1.17	1.93	.14	12.87	1.02	2.01	.91	-1.90	26
Av.	9.51	1.15	.35	.82	11.83	6.43	.22	.75	.58	.31	8.29	3.54	1.47	.39	1.68	Av.
Litter	9.31	.67	.37	.95	11.30	6.04	.01	.61	.48	.29	7.43	3.87	1.59	.33	1.95	Litter
Wire	10.11	.57	.29	.37	11.34	5.82	.13	.53	.54	.23	7.25	4.09	1.05	.26	2.78	Wire

Information: All data in table is based on the average hen.

Record No. 26 was omitted from averages because layers were on hand only 8 months of year.

Size of Flock: Large - over 2000, Medium - 1000 to 2000, Small - under 1000.

Chicks Bought per Hen: Records 2, 3, 13, 14, 16 had hatchery contacts or hatched own chicks.

Records 2, 7, 20 greatly expanded the size of their flock or purchased 3 to 6 months old pullets.

Egg Sales: Records 2, 3, 13, 16 sold hatching eggs or hatched from own eggs.

Labor: Record 23 had 100% hired labor.

Records 16, 20, 21 worked at a business other than poultry raising.

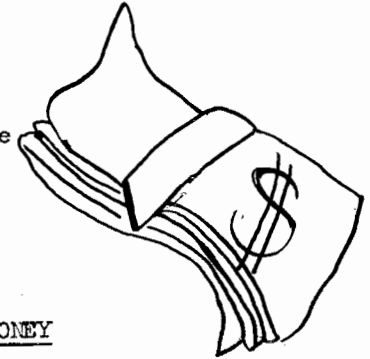
Housing Averages: Wire based on average flocks of 2321 hens - Litter based on average flock of 2173 hens.

does size of business affect poultry profits

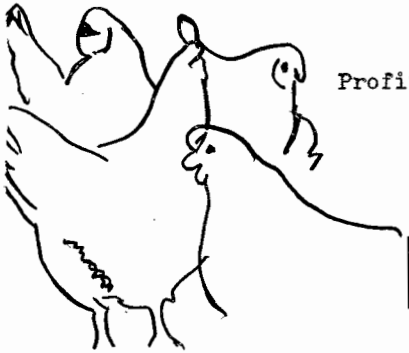
Profitable operations are found in all flock sizes

BUT

The larger flocks tend to have a higher management income than do the smaller flocks



MANY HENS + HIGH MANAGEMENT INCOME = MUCH MONEY



REMEMBER

IS HIGH INCOME NECESSARY?

- High Income + High Costs = Low Returns and
- Low Income + Low Costs = Low Returns but
- High Income + Low Costs = High Returns

WILL TYPE OF HOUSE DETERMINE INCOME?

1951 High Income Ranches had Wire, Litter or Both Types of Housing on them.

therefore

It Is Not the Type House
It Is the Management Used



THAT DETERMINES THE INCOME

HIGH RETURNS = GOOD MANAGEMENT

EGG PRODUCTION AND EGG SALES AFFECT POULTRY PROFITS

Ser. No.	Breed	Eggs per Hen	Percent of Market Eggs Sold			Fall Eggs per Layer	%Pullets added July Oct.	% of Laying Flock		Doz. Eggs Sold per hen	Value per Dozen			Type of House	Ser. No.
			Large	Med.	Small			6-18 mos.	over 18 mos.		Price	Cost	Farm Income		
<u>LARGE FLOCKS</u>															
3	WL	208	54	29	17	67	56	94	6	16.5	60.0	34.0	26.0	L&W	3
8	WL	229	72	22	6	78	100	84	16	18.0	61.1	37.8	23.3	Wire	8
17	WL	180	65	26	9	50	54	82	18	15.6	55.3	30.9	24.4	L&W	17
4	WL	217	64	24	12	72	28	69	31	16.8	53.2	31.1	22.1	Litter	4
15	WL	202	57	31	12	66	14	88	22	17.1	59.8	39.4	20.4	Wire	15
11	WL	194	65	22	13	62	34	64	36	16.1	53.6	31.9	21.7	Litter	11
9	WL&NH	197	64	29	7	57	68	76	24	15.4	56.5	34.4	22.1	L&W	9
12	WL	215	64	23	13	68	100	78	22	17.7	53.7	34.7	19.0	L&W	12
14	NH&WL	150	73	22	5	45	70	94	6	11.1	56.0	49.1	6.9	Litter	14
<u>MEDIUM FLOCKS</u>															
13	WL	193	64	25	11	57	33	73	27	16.7	58.1	29.9	28.2	Wire	13
18	WL	212	60	26	14	77	52	87	13	18.3	55.1	29.8	25.3	Wire	18
22	WL	197	58	33	9	71	73	90	10	16.8	57.2	30.6	26.6	Litter	22
6	WL	210	58	28	14	70	100	80	20	17.6	54.1	32.5	21.6	L&W	6
10	WL	216	66	26	8	70	100	67	33	17.2	57.1	36.6	20.5	L&W	10
2	NH	165	52	32	16	47	17	77	23	14.3	76.3	67.8	8.5	L&W	2
<u>SMALL FLOCKS</u>															
16	NH.RIR	204	58	27	15	67	54	65	35	16.8	61.0	31.3	29.7	L&W	16
1	WL	238	61	26	13	79	100	88	22	20.7	53.9	29.8	24.1	Wire	1
20	WL	195	79	16	5	72	71	84	16	16.1	60.1	34.3	25.8	Wire	20
21	WL&NH	209	60	25	15	75	87	79	21	17.9	58.4	39.7	18.7	Wire	21
19	WL	166	60	28	12	48	46	64	36	13.4	54.0	33.9	20.1	Wire	19
7	WL	201	71	22	7	77	0	51	49	15.5	57.8	41.7	16.1	Wire	7
23	NH	207	68	9	23	53	61	91	9	15.5	65.1	50.9	14.2	Litter	23
26	WL	175	58	31	11	50	33	100	0	14.5	56.3	49.2	7.1	Litter	26
Av.	-	200	63	25	12	65	60	78	22	16.4	58.0	36.9	21.1	-	Av.
Litter	-	207	62	27	11	69	67	74	26	16.9	55.0	32.5	22.5	Litter	Litter
Wire	-	210	63	25	12	69	60	80	20	17.6	57.6	34.3	23.3	Wire	Wire

Egg Sales: Records 2, 3, 19, 16 sold hatching eggs or hatched from own eggs.
Record 23 retained 70% of eggs.

Type of House: Wire houses include both multiple and individual cages.
Litter houses are mainly those with one or 2 roosting porches.

FALL MONTHS: September through December (the time of highest egg prices.)

DOES BREED-EGG PRODUCTION-AGE OF FLOCK DETERMINE INCOME TO YOU

BREED

White Leghorns predominate in the more profitable flocks,

BUT

Heavy breeds can be profitable where colored eggs and roaster hens bring premium prices.

EGG PRODUCTION

High profit flocks tend to have higher egg production per hen,

BUT

High egg production, though it is essential, does not guarantee a profitable operation. Eggs must be produced at a minimum cost. This can be done in both large and small flocks.

High profit flocks tend to have heavy fall egg production,

BUT

Egg size and number of pullets during the Fall are also important. Most profitable flocks contain a high percentage of Spring-hatched pullets.

High quality Fall egg production gives the high price essential to a satisfactory net income,

BECAUSE

Egg prices are highest the months of September, October and November.

AGE OF FLOCK

High-producing flocks usually have a high percent of pullets 6 to 18 months of age,

BUT

Disease control, adequate feed and water, and quality of stock also affect egg production.

Mortality, Culling, Labor, Feed, all affect Management Income

Ser. No.	Chicks					Laying Flock			Hours Labor Per Hen	Pounds Feed			Cost Per Cwt.			Ser. No.
	Cost Per Chick	Sexed Pullets	% Mortality	% Sold	Price Cull Hens	% Cull	% Mortality	Per Hen		Per Doz Eggs	% Mash	Mash	Grain	Av.		
					LARGE FLOCKS											
3	10.0¢	100	21	7	1.07	66	12	.9	147	8.9	55	4.61	3.57	4.15	3	
8	38.8	100	14	1	.79	54	14	.8	148	8.4	100	4.46	-	4.46	8	
17	33.2	100	31	4	.91	85	23	1.1	140	9.0	60	4.38	3.48	4.02	17	
4	34.0	100	8	1	.84	48	13	1.0	133	8.0	56	4.48	3.55	4.08	4	
15	35.3	100	19	7	.72	78	22	1.5	145	8.5	67	4.50	3.55	4.19	15	
11	36.7	100	9	3	.67	53	19	.6	130	8.1	61	4.56	3.52	4.16	11	
9	31.5	89	2	9	1.15	55	16	1.4	157	10.2	54	4.53	3.17	3.90	9	
12	39.3	100	5	-	.58	66	19	1.2	123	7.0	71	4.56	3.27	4.19	12	
14	10.0	0	21	42	.69	59	17	1.3	144	13.0	60	4.57	3.35	4.07	14	
MEDIUM FLOCKS																
13	12.8	100	13	2	1.00	45	26	1.2	121	7.2	51	4.57	3.41	4.01	13	
18	38.1	100	14	3	.68	109	12	1.2	153	8.3	51	4.60	3.46	4.03	18	
22	33.6	100	5	2	.92	103	19	2.4	157	9.4	62	4.59	3.44	4.16	22	
6	41.2	100	16	3	.94	91	22	1.8	156	8.8	67	4.50	3.76	4.25	6	
10	45.5	100	11	-	1.00	66	8	2.2	135	7.9	70	4.71	3.64	4.40	10	
2	\$1.62	Pul.	7	23	1.71	124	28	2.1	196	13.7	55	5.04	3.13	4.17	2	
SMALL FLOCKS																
16	11.7	9	5	59	1.45	125	26	1.6	215	12.8	66	4.74	3.59	4.35	16	
1	37.4	100	7	3	1.00	91	8	1.2	144	7.0	100	4.40	-	4.40	1	
20	20.8	34	26	48	1.02	120	21	2.8	178	11.1	92	4.60	4.55	4.60	20	
21	28.0	49	14	30	1.65	111	19	2.3	170	9.5	100	4.90	-	4.90	21	
19	34.5	100	8	2	.45	63	26	2.2	127	9.5	61	4.50	3.33	4.04	19	
7	44.3	100	11	1	1.05	134	15	3.2	166	10.7	85	4.43	3.42	4.26	7	
23	27.5	100	25	1	1.34	38	20	4.2	115	7.4	66	4.54	4.13	4.39	23	
26	33.1	100	11	5	.80	14	25	2.2	211	14.6	64	4.77	3.77	4.41	26	
Av.	37.6	81	13	13	.98	82	18	1.7	150	9.3	69	4.58	3.54	4.23	Av.	
Litter	38.2	100	10	2	.87	72	16	1.6	142	8.4	63	4.57	3.58	4.21	Litter	
Wire	32.9	100	11	3	.75	70	19	1.2	138	7.9	68	4.54	3.42	4.18	Wire	

Cost per Chick: Where hatchery contracts or hatchery agreements so specified prices are low.

Record No. 2 purchased pullets rather than chicks.

Chicks Sold: Records 2, 14, 16, 20, 21 sold cockerels or fryers.

Price Cull Hens: Heavy hens bring better prices than do Leghorns.

what other factors

affect your income

TYPE OF STOCK →

Sexed pullets are purchased by the majority of better operators. Straight-run chicks can be used successfully where a ready cockerel market is available (Especially in smaller flocks.)

LABOR PER HEN →

The operator or the hired help must spend at least 1/2 hour per hen per year and not more than 1 1/2 hours per hen per year.

PDS. FEED PER HEN →

By avoiding waste, the profitable flocks have lower feed consumption than do the poorer money makers. However, this figure is affected by percent stock replaced, breed, number of eggs and number of broilers sold.

PERCENT OF MASH →

Profits are not determined by the percent of mash fed. As long as the ration is balanced and palatable, mash may be 100% of the ration.

PRICE OF FEED →

Highest priced feeds are not always the best. Cheap feeds are not always the cheapest. The best ration plus the best results for the least money is the one to shoot for. Rations using grain feedings usually cost less initially.

BETTER MANAGEMENT MAKES 1951 A PROFITABLE YEAR

	1942	1943	1944	1945	1946	1947	1948	1949	1950	1951
No. Records	10	12	18	17	15	18	16	22	21	22
Ave. No. Hens	1112	968	783	940	1132	1212	1182	1283	1731	1891
Eggs per Hen	167	168	174	171	185	192	203	209	208	200
% Fall Eggs	27	26	26	25	28	32	34	40	39	39
Ave. Price Feed	2.20	2.41	3.16	3.04	3.44	4.26	4.43	3.96	3.65	4.23
Egg-Feed Ratio	14.7	17.5	13.0	14.3	12.7	12.8	12.5	12.8	11.6	13.2
Ave. Price per Doz.	33.0	41.7	41.5	46.4	44.7	55.4	56.2	51.4	44.5	58.0
Net Cost per Doz.	22.0	28.6	37.8	35.7	40.0	46.4	45.6	43.6	37.2	45.6
Mgt. Income per Doz.	11.0	13.1	3.7	10.7	4.7	9.0	10.6	7.8	7.3	12.4
Income per Hen										
Egg Sales	4.59	5.77	6.04	6.63	6.91	8.96	9.53	8.82	7.62	9.51
Poultry Sales	1.02	.63	1.11	1.43	1.24	1.53	1.09	1.24	.71	1.15
Misc. Income	.10	.10	.12	.14	.14	.24	.27	.28	.28	.35
Change Stock Inv.	.19	-.07	-.10	.20	.02	.23	.43	.50	.66	.82
TOTAL	5.90	6.43	7.17	8.40	8.31	10.96	11.32	10.84	9.27	11.83
Expenses										
Feed	2.75	2.47	3.89	3.70	4.33	5.62	5.74	5.77	4.94	6.43
Hired Labor	.07	.03	.03	.02	.10	.11	.07	.09	.08	.22
Chicks	.36	.36	.41	.92	.86	1.15	.78	.79	.58	.75
Misc.	.19	.23	.33	.28	.31	.40	.51	.56	.47	.58
Depreciation	.09	.09	.11	.13	.12	.14	.14	.21	.24	.31
TOTAL	3.46	3.18	4.77	5.05	5.72	7.42	7.24	7.42	6.31	8.29
Farm Income	2.44	3.25	2.40	3.35	2.59	3.54	4.08	3.42	2.96	3.54
Family Labor	.74	1.26	1.67	1.59	1.64	1.84	2.03	1.75	1.39	1.47
Interest	.17	.17	.19	.23	.22	.25	.26	.32	.31	.39
Management Income	1.53	1.82	.54	1.53	.73	1.45	1.79	1.35	1.26	1.68

YES A GOOD MANAGER DOES MAKE CHICKEN SENSE

IN 1951

1 Average man+His family+2,500 average in 7 hours on an efficient made \$8,850 with \$4,200 of that clear profit.
1951 Hens work per day poultry ranch

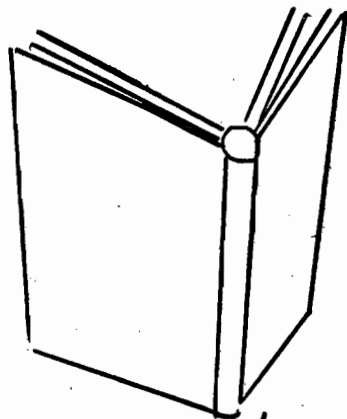
From January 1, 1942 to December 31, 1951 in Alameda County

This man+His family+2000 average hens (each of the ten years) made a total of \$63,248 with \$28,044 of that clear profit.

DO YOU FOLLOW THE SAME WISE MANAGEMENT PRACTICES THIS MAN DOES?

1. He purchases chicks only from the best sources.
2. He broods the majority of his stock in the Spring.
3. He maintains at least 2500 laying hens on his plant throughout the year.
4. He cuts labor time to a minimum through labor-saving devices and advanced planning.
5. He follows a vaccination program and has all disease outbreaks diagnosed immediately.
6. He feeds an economical ration that gives high egg production.
7. He receives high egg production during Fall months.
8. He produces and maintains high quality eggs through wise management and proper storage.
9. He markets his produce to the best advantage.
10. He maintains a high percentage of pullets in flock.
11. He keeps accurate records--compares them with other poultrymen.
12. He keeps up with new information in poultry business.

successful



poultrymen

keep accurate records

PLAN TO PARTICIPATE IN FUTURE ALAMEDA COUNTY POULTRY MANAGEMENT

STUDIES

UC COOPERATIVE EXTENSION