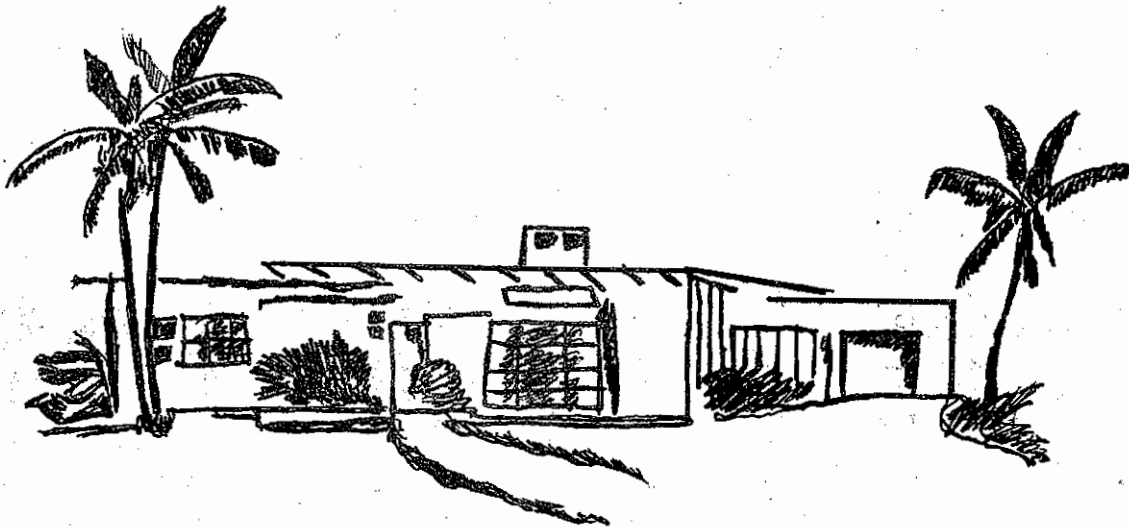
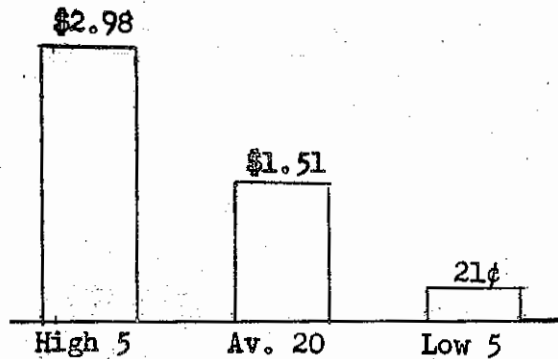


(POULTRY)
Los Angeles County

POULTRY MANAGEMENT SKILL AFFECTS FAMILY LIVING



FARM INCOME PER HOUR WORKED, 1950



University of California, College of Agriculture, United States Department
of Agriculture and County of Los Angeles cooperating, 511 East Aliso Street,
Los Angeles 12, California

THESE STUDIES HELP POULTRYMEN IMPROVE MANAGEMENT SKILLS

HOW CONDUCTED

Cooperators furnished simple complete monthly bookkeeping forms. (no cost).

Each month's business and management practices recorded and sent to us for summarizing.

Cooperators receive monthly analysis comparing management skills.

Yearly analysis similar to this one prepared for distribution.

BY WHOM

Agricultural Extension Service (Farm Advisor), at the request of the County Farm Bureau Poultry Department.

Service possible because of cooperation between United States Department of Agriculture, University of California, and County of Los Angeles.

WHO SHOULD TAKE PART IN STUDIES

Profitable to all poultrymen.

Should be a must for beginners.

Those having a hard time making a living.

APPRECIATION

This study made possible because of accurate records provided by 20 Los Angeles County poultrymen.

Assistance by Farm Advisor A. T. Dietz, Farm Management Specialist A. D. Reed, Statistician Ruth Lang, and office personnel.

Lynn D. Sanborn

Lynn D. Sanborn
Farm Advisor
Los Angeles County

TABLE OF CONTENTS

	<u>Page</u>
Los Angeles County Egg Production Should Be Increased . . .	1
Long-Time Trends - 22 Years Poultry Management History, Table 1	2 and 3
Main Profit Determining Factors, Table 2	4 and 5
Income and Expenses Per Hen, Table 3	6 and 7
Analysis of Egg Production and Sales, Table 4.	8 and 9
Flock Statistics and Production Factors, Table 5	10 and 11
Cost to Produce a Dozen Eggs, Table 6	12 and 13
Recent Management and Economic Trends, Table 7	14 and 15
Effect of Price of Feed on Production and Income, Table 8 .	16 and 17
Effect of High Egg Production on Management Practices and Income, Table 9	18
Effect of % Culling on Management Practices, Table 10.	18
Improved Management Skill Will Increase 1951-52 Income	19

DEFINITIONS

Investment Per Hen - Includes housing, equipment, the hen, land for poultry, and beginning inventory of feed, replacement stock, and miscellaneous supplies.

Value Operator's Labor - is hours operator and family work times \$1.00 per hour.

Management Income is total income less total expense.

Farm Income is management income plus the charge for operator's labor and 5% interest on the money invested in the business.

LOS ANGELES COUNTY EGG PRODUCTION SHOULD BE INCREASED

Because southern California is a deficit egg producing district, poultrymen are competing with outside areas and not with each other. In Los Angeles County poultrymen produce less than 30% of the eggs needed for the 4.2 million consumers.

We have an excellent high quality high price egg market. Good operators have made a comfortable living producing eggs for many years.

EFFICIENT POULTRYMEN ARE NEEDED

There is plenty of room in the county for properly financed new poultrymen who can attain the excellent management record of the average 1950 cooperators or better still the 5 high income group. The high five poultrymen earned an average of 25% net profit on their investment during 1950. You will want to carefully study this report to find out how some cooperators make money while others show a loss.

THE USE OF CAGES CAN HELP

The trend to housing layers in outside individual wire cages, starting just prior to World War II, has contributed to the much higher egg production and lower mortality in the county. This is largely due to cage operators being better able to locate and remove below average layers.

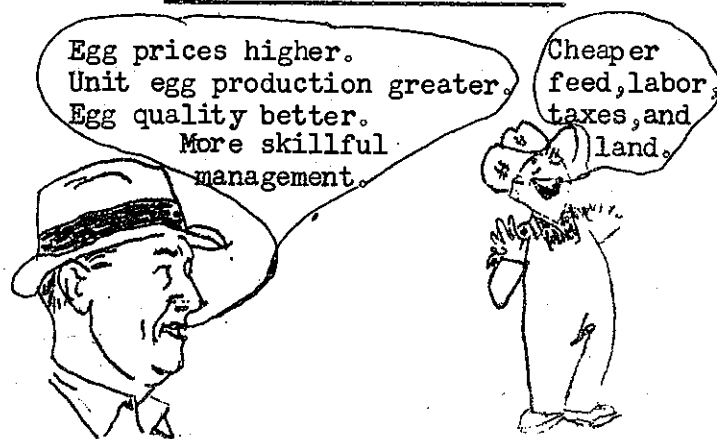
When population increases force poultrymen to move back from the cities, cage and wire housing equipment can be easily moved. Much of the investment for other types of housing is usually lost.

DON'T MULTIPLY LOW EFFICIENCY

Present operators who want to increase their income should first improve their management skill rather than increase the size of the flock. It's by far the most economical method. You don't have the increased costs of housing, growing more layers, and the additional labor More skill, less investment, less risk, and less labor

= more income. After management skill is at a high level, you have more money to make the increase.

KEEP AHEAD OF COMPETITION!



Los Angeles County
Rancher

Exporting States
Farmer

TOP LEVEL WAR ECONOMY MAY BE NEEDED

What if present political and war conditions forced us into an all-out war? How could we poultrymen best contribute towards winning that war and preserving the four freedoms at home and in the rest of the world?

Our country is great because of its high level of production efficiency and moral courage. We can make our best contribution by operating at top management skill.

High efficiency results in conservation of feed, labor, and materials. High producing birds require less feed to produce a dozen eggs. With labor saving devices and proper equipment arrangement, more birds can be handled with the same amount of labor. These same practices that would help the war economy also return greater income to poultrymen.

Because of the devaluated dollar and increased taxes, more money will be needed or families must learn to live on the shrinking dollar. Considerable moral courage will be needed to resist black market practices.

STUDY LONG-TIME TRENDS

Table I presents a long-time look at the egg production business in Los Angeles County. The information is divided into periods to show the effect of (1) inflation, crash, and depression; (2) pre-war, (3) war, (4) post-war, recovery and support price and economies on costs and income.

The stock market crash occurred in

1929, followed by depression; with yearly average farm income per hen dropping as low as 25 cents in 1933. By 1935 income was on the increase and the pre-war period average over \$1.00. In World War II it doubled and from 1947-50 increased another one-third. During and following World War II inflation greatly reduced the purchasing power of this increased income.

TABLE 1. TWENTY-TWO-YEAR LOS ANGELES COUNTY POULTRY MANAGEMENT HISTORY
Results in Poor, Medium, Good, and Excellent Periods

	Six-year average 1929-34	Six-year average 1935-40	Six-year average 1941-46	Four-year average 1947-50	22-year average 1929-50
Flock statistics					
Average number flocks	16	25	24	17	21
Average number hens per flock	1540	1309	1430	1158	1378
Eggs laid per hen	136	155	172	209	164
Per cent mortality and lost	37%	26%	22%	16%	26%
Per cent culled	45	55	75	86	63
Per cent pullets in flock	45	50	60	76	56
Dozen eggs sold per hen	11.3	13.2	14.5	17.9	13.9
Feed					
Feed cost per hen	\$1.94	\$1.99	\$3.50	\$6.59	\$3.23
Labor					
Hired labor cost per hen	\$.16	\$.15	\$.42	\$.35	\$.26
Value oper. and family labor	.56	.52	.92	1.61	.84
Total labor cost per hen	.72	.67	1.34	1.96	1.10
Total hours labor per hen	1.8	2.3	2.4	2.5	2.2
Prices					
*Average price per cull hen	\$.46	\$.39	\$.71	\$1.04	\$.62
Av. price per doz. market eggs	24.1¢	24.0¢	38.3¢	51.0¢	32.9¢
Av. price per cwt. mash & grain	\$1.93	\$1.85	\$2.89	\$4.41	\$2.62
Costs and Income					
Av. price per dozen all eggs sold	25.0¢	24.7¢	40.1¢	52.2¢	34.0¢
Net cost per dozen	25.7	21.5	33.4	45.6	30.3
Management income per dozen	-.7	3.2	6.7	6.6	3.7
**Net stock income per hen	\$.24	\$.18	\$.49	\$1.35	\$.49
Miscellaneous income per hen	.11	.11	.17	.23	.15
Egg income per hen	2.84	3.25	5.83	9.25	4.93
Total income per hen	3.19	3.54	6.49	10.83	5.57
Total expense per hen	3.25	3.12	5.52	9.68	5.00
Management income per hen	-.06	.42	.97	1.15	.57
#Farm income per hen	.78	1.14	2.09	3.13	1.66

* A greater percentage of colored and crosses being used in past four years.

** See page 6.

Amount of money left to spend.

TRENDS IN MANAGEMENT PRACTICES

Let's examine some long-time economic conditions and management practices. They have been converted to a percentage basis for easy comparison.

Notice in the following figures that average egg prices from 1929-34 to 1947-50 have increased only 109% while mash and grain prices have jumped 129%. The net result is that feed prices have increased 20% more than egg prices. From an economic standpoint, poultrymen should not be as well off now as during the 1929-34 period.

WHAT ABOUT IMPROVEMENT IN MANAGEMENT SKILLS?

Look at graph I and compare total income, total expense, and farm income.

GRAPH I. TRENDS IN ECONOMIC CONDITIONS AND MANAGEMENT PRACTICES

	1929-34 average	1947-50 average	Per cent increase
Av. price all eggs sold	25.0¢	52.2¢	109%
Av. pr. cwt. mash & grain	\$1.93	\$4.41	129
Eggs per hen	136	209	54
% culled	45	86	91
% pullets	45	76	69
% mortality	37	16	-57
Net stock income	24¢	\$1.35	463
Egg income per hen	\$2.84	\$9.25	226
Total income per hen	3.19	10.83	240
Total exp. per hen	3.25	9.68	198
Farm income per hen	.78	3.13	301

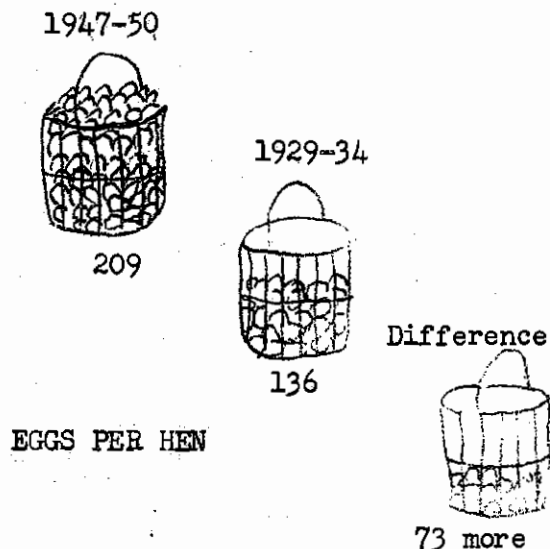
If management practices during 1929-34 had been as efficient as they are at present, poultrymen could have

made a comfortable living even during the depression period (1932-34) when 30% of Los Angeles County poultrymen were forced out of business. Note eggs per hen, % mortality, % culled, and % pullets in the flock during 1929-34 and 1947-50.

The producer through the use of management skills determines the level of income he provides for himself and family. Income can be excellent, good, fair, or poor depending on how skillfully he manages the ranch.

A producer can not blame anyone but himself, with very few exceptions, if he does not succeed. Some like to point their finger at the feedman, breeder, or hatcheryman if they have poor results. There is, however, sufficient technical and management information available, and producers can purchase chicks and feed from whom-ever they please. Sometimes, even with good management, people fail in the poultry business because of insufficient capital or too small a flock to support a family.

Ten years from now poultrymen will have to use more efficient management practices than are used today if they want to make a good living. The same trend will be needed 20 years from today, and so on. One can not rest on one's oars!

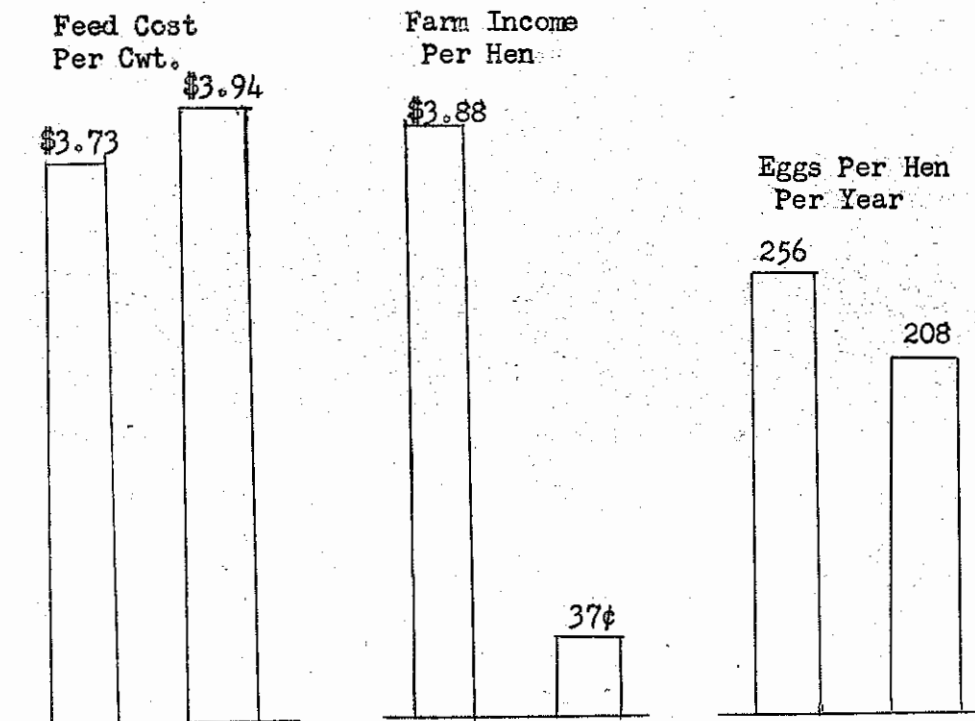


MAIN PROFIT DETERMINING FACTORS - 1950 COOPERATORS

MAJOR DIFFERENCE BETWEEN HIGH AND LOW INCOME GROUPS

In table 2, page 5, you can see why some poultrymen made more income in 1950 than others. Cooperators are listed by serial numbers (found at the left of the table) rather than by name so that their records are kept confidential. Records are arranged in descending order of management income per hen which shows the skill of the operator. All the remaining tables except Nos. 6 and 8 are similarly arranged.

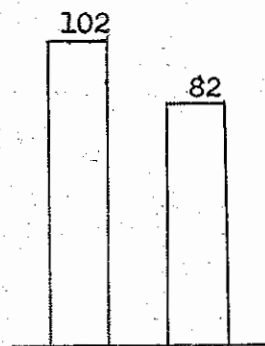
Note that while cooperator No. 225 was better than average in a number of factors, his main problems are price per dozen eggs, cost per cwt. for feed, and the abnormally high hours of labor per hen. These factors caused the highest net cost to produce a dozen eggs. No. 177 should work on reducing mortality and cost of feed, and poultryman No. 102 needs to give attention to mortality, price of eggs, and price of feed.



HIGH, LOW, AND CAGE-FLOOR COMPARISONS

Near the bottom of most of the tables average results of the five cooperators with the highest management income are compared with the five with the lowest. You may also be interested in the comparisons of cooperators housing birds in wire cages and on the floor.

% Culled



% Mortality

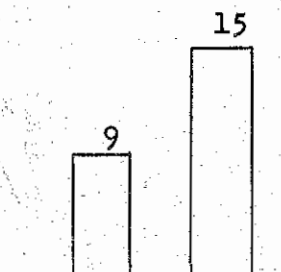


TABLE 2. MAIN PROFIT DETERMINING FACTORS

Serial number	Avg. number layers	% mortality and lost	No. eggs per hen	Avg. egg price per dozen	Net cost per dozen	Mgt. income per dozen	Feed-egg ratio	Av. cost per cwt.	Hours labor per hen	Value per hen				
										Total income	Total expense	Management income	Farm inc. per hr.##	Farm income
243*	B	9	271	39.8¢	26.3¢	13.5¢	9.1	3.62	1.9	15.54	12.20	3.34	4.42	5.30
241*	B	3	264	40.9	31.3	9.6	8.9	3.63	2.4	11.83	9.55	2.28	2.10	5.03
237*	D	11	254	40.2	30.7	9.5	9.0	3.61	1.0	9.51	7.37	2.14	3.47	3.47
227*	A	9	251	39.2	29.7	9.5	10.4	4.11	1.3	10.98	8.90	2.08	2.99	3.59
234*	C	11	246	40.9	34.3	6.6	9.8	3.96	1.2	8.75	7.38	1.37	2.53	3.04
215*	B	12	248	40.7	35.0	5.7	8.6	3.53	3.0	13.23	12.00	1.23	1.60	4.64
167**	C	14	218	40.9	35.2	5.7	10.6	4.32	1.7	8.53	7.47	1.06	1.71	2.91
230*	B	13	223	50.0	44.4	5.6	10.4	4.00	2.7	12.82	11.77	1.05	1.69	3.54
214*	B	11	240	42.7	38.0	4.7	10.0	4.23	1.7	9.75	8.78	.97	1.97	2.95
232*	B	10	239	39.7	35.4	4.3	9.2	3.65	1.9	9.33	8.47	.86	1.61	3.06
206***	D	13	233	41.2	38.3	2.9	9.0	3.71	1.1	8.56	7.99	.57	1.90	2.09
236*	A	14	243	40.6	41.4	-.8	9.9	4.00	2.0	9.77	9.94	-.17	1.19	2.38
216*	A	26	192	55.1	56.7	-1.6	9.7	4.30	1.3	8.99	9.25	-.26	1.17	1.52
170*	B	4	247	40.8	43.3	-2.5	10.3	4.01	2.9	10.30	10.81	-.51	1.01	2.42
102**	D	25	193	35.6	41.4	-5.8	12.4	4.36	1.6	5.54	6.47	-.93	0	-.01
96**	C	12	197	41.1	48.0	-6.9	8.5	3.50	3.1	7.45	8.59	-1.14	.38	.61
177***	B	31	223	40.0	48.1	-8.1	10.6	4.25	2.0	8.40	9.82	-1.42	.44	.87
87**	A	10	180	41.9	52.5	-10.6	11.2	4.36	2.9	6.60	8.22	-1.62	.48	1.40
226*	C	19	208	43.3	53.6	-10.3	9.3	3.90	1.8	8.91	10.68	-1.77	0	1.02
225*	A	15	259	38.3	67.0	-28.7	11.5	4.19	6.1	9.38	15.48	-6.10	.17	1.04
High 5	C	9	256	40.3	30.7	9.6	9.3	3.73	1.4	10.71	8.55	2.16	2.98	3.88
Low 5	B	15	208	41.3	51.9	-10.6	9.8	3.94	2.7	8.09	9.91	-1.82	.21	.37
Av. all	B	13	229	40.8	39.1	1.7	9.8	3.90	1.9	9.25	8.92	.33	1.51	2.27
Gages (14)	B	12	242	42.3	40.5	1.8	9.7	3.91	2.2	10.65	10.18	.47	1.85	2.93
Floor (4)	C	15	197	39.9	44.3	-4.4	10.7	4.14	2.3	7.11	7.77	-.66	.64	1.23

Farm income per hour of operator's and family labor.

* Cages; ** Floor; ***Cages and floor

Average number layers - A -under 1000; B- 1000 to 1500; C- 1500 to 2000; D- over 2000

INCOME AND EXPENSES PER HEN

Eighty-six per cent of the income is from eggs, 12% net stock income, and 2% miscellaneous. Feed and labor costs total 88% of total expense.

A Net Stock Income results if poultry sold and eaten in the home, plus any inventory value increase, exceeds poultry stock purchases plus any decreased inventory value. If the latter items exceed the former, there is a Net Stock Cost.

You will note that a large part of the total income obtained by cooperators No. 243 and 215 was from Net Stock Income. The closing inventories were much larger than at the beginning of the year. Both had much larger poultry sales than poultry purchases.

Cooperator No. 102 on the other hand had a Net Stock Loss because his inventory at the close of the year was enough less than at the beginning to offset a 6 cents greater sale of poultry than was purchased.

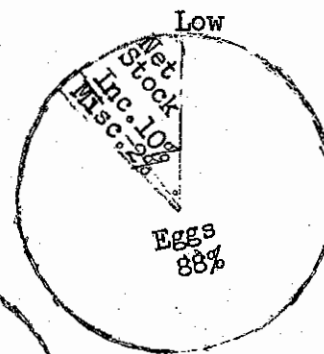
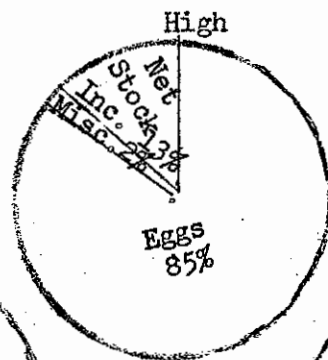
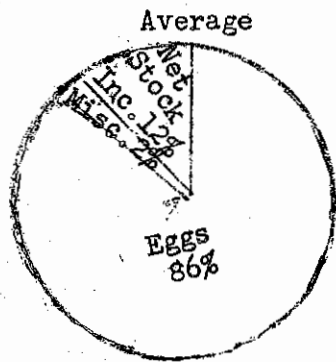
In the high and low comparisons the five high have \$2.62 higher income than the low five. It is made up of a 54 cent higher net stock income, 11 cent more miscellaneous income, and \$1.97 greater egg income.

Total expenses are \$1.36 per hen less for the high income group, largely due to the much lower labor cost.

With the high group obtaining considerably more income with less costs, they made \$3.51 more farm income than the low group.

INCOME

PER CENT INCOME AND EXPENSES PER HEN, 1950



EXPENSE

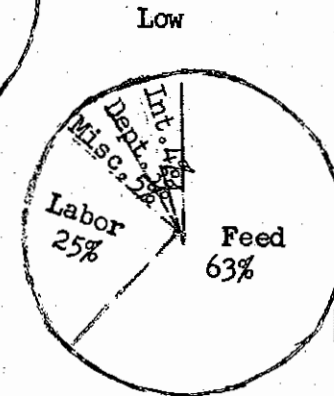
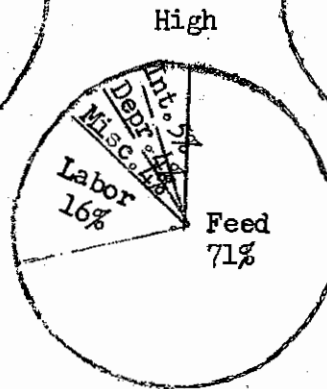
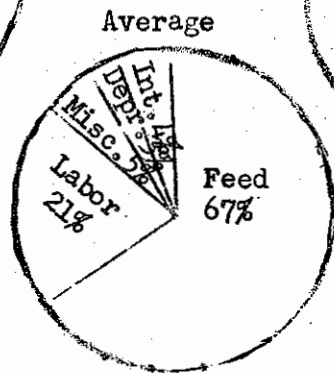


TABLE 3. INCOME AND EXPENSE PER HEN

Serial number	Net stock income			Income				Expense					Mgmt. income (net profit)	% mgmt. income earned on inv. (-loss)	
	Poultry sales	Change in stock inventory	Poultry stock bought	Net stock income	Misc.	Eggs	Total income	Feed	Labor	Misc.	Depreciation	Interest			Total expense
243*	\$3.38	\$3.83	\$1.77	\$5.44	\$.29	\$9.81	\$15.54	\$8.32	\$1.90	\$.61	\$.59	\$.78	\$12.20	\$3.34	21.5
241*	1.00	2.00	.89	2.11	.04	9.68	11.83	6.40	2.43	.19	.21	.32	9.55	2.28	35.3
237*	1.00	-.08	.50	.42	.12	8.97	9.51	5.34	.97	.33	.33	.40	7.37	2.14	26.7
227*	1.62	.21	.55	1.28	1.15	8.55	10.98	6.88	1.28	.28	.18	.28	8.90	2.08	37.6
234*	.65	.20	.82	.03	.17	8.55	8.75	5.00	1.22	.35	.36	.45	7.38	1.37	15.0
215*	3.88	1.88	1.40	4.36	.16	8.71	13.23	7.80	3.03	.53	.19	.45	12.00	1.23	13.8
167**	1.14	-.07	.28	.79	.11	7.63	8.53	5.31	1.68	.23	.08	.17	7.47	1.06	31.6
230*	4.34	.59	1.68	3.25	.16	9.41	12.82	7.30	2.68	.99	.35	.45	11.77	1.05	11.7
214*	.80	.43	.56	.67	.27	8.81	9.75	5.87	1.78	.48	.24	.41	8.78	.97	11.9
232*	1.50	.54	.63	1.41	.05	7.87	9.33	5.73	1.94	.36	.18	.26	8.47	.86	16.6
206***	1.06	.10	.97	.19	.23	8.14	8.56	5.77	1.11	.40	.30	.41	7.99	.57	7.0
236*	1.29	.08	.48	.89	-	8.88	9.77	6.52	1.99	.44	.43	.56	9.94	-.17	-1.5
216*	1.82	-.22	1.49	.11	.25	8.63	8.99	6.18	1.33	1.02	.27	.45	9.25	-.26	-2.9
170*	2.02	.22	.65	1.59	.17	8.54	10.30	6.73	2.89	.37	.31	.51	10.81	-.51	-5.0
102**	.22	-.39	.16	-.33	.17	5.70	5.54	4.46	1.36	.45	.07	.13	6.47	-.93	-36.0
96**	1.12	.30	.88	.54	.12	6.79	7.45	5.02	2.70	.52	.16	.19	8.59	-1.14	-29.5
177***	1.59	.21	.69	1.11	.24	7.05	8.40	6.84	1.97	.47	.22	.32	9.82	-1.42	-22.2
87**	.22	0	.22	0	.20	6.40	6.60	4.82	2.85	.24	.13	.18	8.22	-1.62	-45.9
226*	.52	2.13	1.30	1.35	.10	7.46	8.91	7.50	1.41	.53	.53	.71	10.68	-1.77	-12.4
225*	1.15	.60	.71	1.04	.19	8.15	9.38	6.65	6.11	1.08	.60	1.04	15.48	-6.10	-29.2
High 5	1.34	.86	.81	1.39	.27	9.05	10.71	6.03	1.40	.35	.33	.44	8.55	2.16	24.7
Low 5	.95	.75	.85	.85	.16	7.08	8.09	6.21	2.47	.51	.30	.42	9.91	-1.82	-21.5
Av. all	1.34	.50	.75	1.09	.19	7.97	9.25	5.97	1.87	.44	.26	.38	8.92	.33	4.4
Cages (14)	1.78	.89	.96	1.71	.22	8.72	10.65	6.59	2.21	.54	.34	.50	10.18	.47	9.9
Floor (4)	.68	-.04	.39	.25	.15	6.63	7.03	4.90	2.15	.36	.11	.17	7.69	-.66	-20.0

* Cages; ** Floor; *** Cages and floor

ANALYSIS OF EGG PRODUCTION AND SALES

Table 4

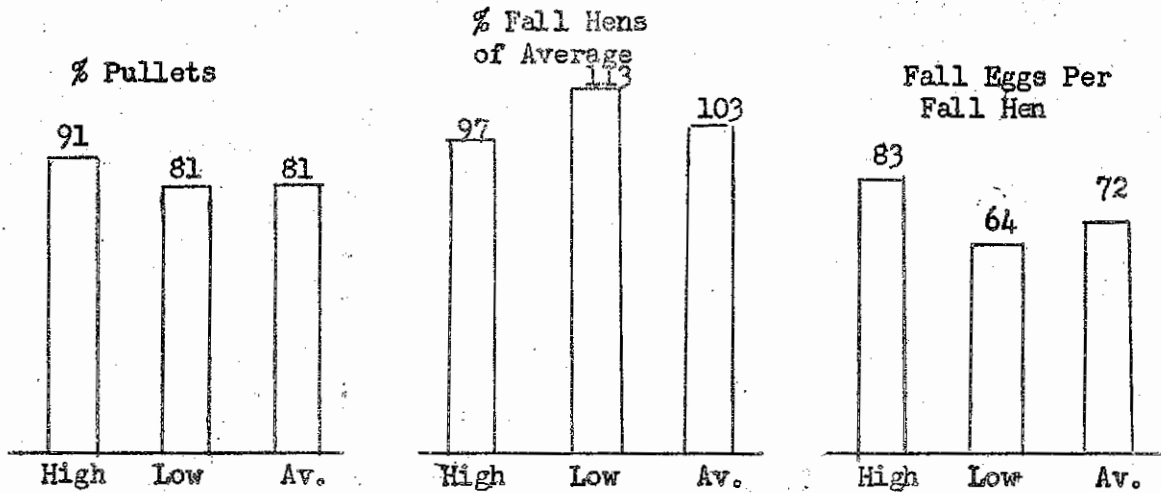
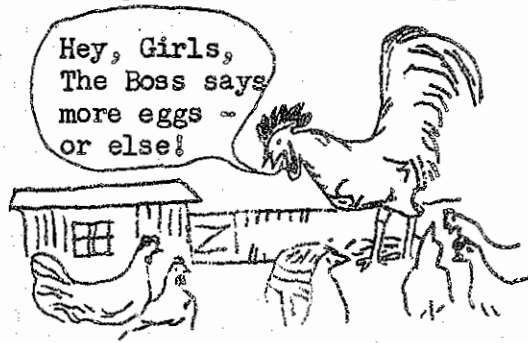
Analysis of Egg Production and Sales

With eggs amounting to 86% of the total income, it is very important to see how the different cooperators operated to increase their egg income.

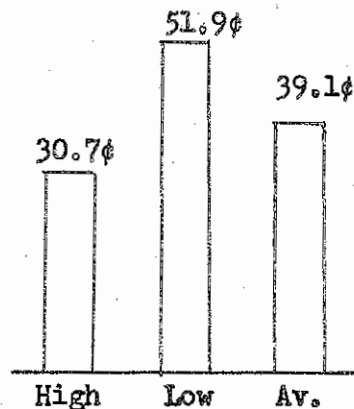
Some obtained very high egg production. Two poultrymen sold most of them retail, and others obtained a much bigger per cent of large size eggs.

Cooperator No. 216 retailed 100% of his eggs and obtained an average of 55.1¢ per dozen, or 14.3¢ above the average price for all cooperators.

No. 230, retailing 83%, obtained 50¢ per dozen. The high income five retailed but 3% and averaged for the year 40.3¢ per dozen for all eggs.



Net Cost per Dozen



Two Factors Affect Per Cent of Fall Eggs

1. Proportion of the average flock laying in the fall months. 2. Rate of lay of fall birds. Note that cooperators No. 102 and 87 were low in per cent fall eggs. This was due largely to a low laying rate during the fall. Production was low because of little culling and a small per cent of pullets in the flock.

Cooperator No. 226 also had a low fall laying rate but his above average per cent of fall layers resulted in a high per cent of fall eggs. No. 243 with very high fall laying rate was low in per cent fall eggs due to only having 95% fall hens of average.

A large per cent of eggs in the high price fall months increases the average egg price for the year.

TABLE 4. ANALYSIS OF EGG PRODUCTION AND SALES

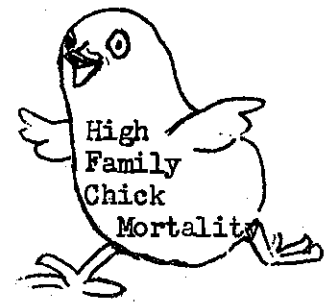
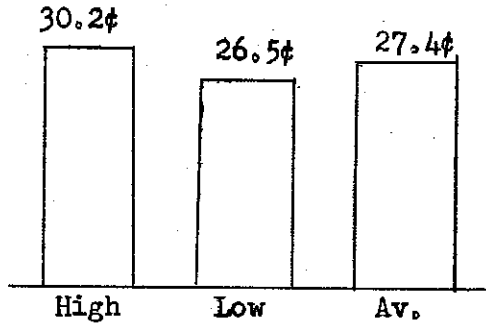
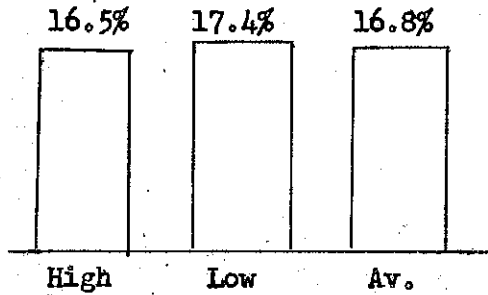
Serial number	Eggs per hen	Per cent sold		Avg. price all eggs	Per cent of eggs			% fall eggs	Fall eggs per fall hen	% fall hens of avg.	% pullets	% culled	% added July-Oct.	Net cost per dozen	Management income per dozen
		Whole-sale	Retail		Large	Medium	Small								
243*	271	95	5	39.8¢	52	34	14	31	88	95	96	125	33	26.3¢	13.5¢
241*	264	96	4	40.9	51	36	13	30	85	93	100	64	27	31.3	9.6
237*	254	99	1	40.2	##	##	##	32	85	97	86	103	29	30.7	9.5
227*	251	95	5	39.2	58	29	13	29	78	95	94	119	31	29.7	9.5
234*	246	96	4	40.9	68	25	7	33	81	101	91	100	34	34.3	6.6
215*	248	99	1	40.7	72	21	7	34	83	102	88	112	38	35.0	5.7
167**	218	100	0	40.9	76	20	4	32	69	101	76	48	51	35.2	5.7
230*	223	17	83	50.0	##	##	##	37	76	109	100	121	58	44.4	5.6
214*	240	97	3	42.7	73	21	6	38	78	117	79	99	34	38.0	4.7
232*	239	94	6	39.7	62	30	8	28	69	98	96	86	36	35.4	4.3
206***	233	90	10	41.2	##	##	##	35	77	105	79	123	47	38.3	2.9
236*	243	97	3	40.6	61	29	10	38	82	113	92	106	35	41.4	- .8
216*	192	0	100	55.1	73	12	15	31	63	96	88	111	24	56.7	-1.6
170*	247	91	9	40.8	57	32	11	33	79	103	91	123	30	43.3	-2.5
102**	193	97	3	35.6	71	23	6	28	54	98	44	28	67	41.4	-5.8
96**	197	100	0	41.1	65	23	12	35	62	111	61	107	40	48.0	-6.9
177***	223	98	2	40.0	52	35	13	36	75	108	97	73	23	48.1	-8.1
87**	180	73	27	41.9	69	22	9	27	47	101	45	44	100	52.5	-10.6
226*	208	89	11	43.3	50	38	12	35	57	127	100	74	56	53.6	-10.3
225*	259	92	8	38.3	40	35	25	38	92	107	100	113	45	67.0	-28.7
High 5	256	97	3	40.3	58	31	11	32	83	97	91	102	31	30.7	9.6
Low 5	208	92	8	41.3	56	31	13	35	64	113	81	82	45	51.9	-10.6
Av. all	229	91	9	40.8	63	28	9	33	72	104	81	89	40	39.1	1.7
Cages(14)	242	83	17	42.3	60	28	12	33	78	104	93	104	36	40.5	1.8
Floor(4)	197	93	7	39.9	70	22	8	31	58	103	57	57	65	44.3	-4.4

* Cages, ** Floor, *** Cages and floor
Information not available.

FLOCK STATISTICS AND PRODUCTION FACTORS

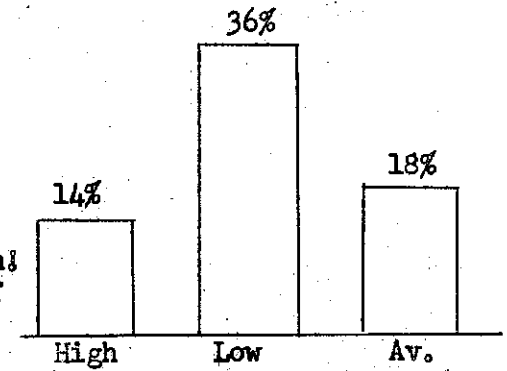
% Protein Mash and Grain

The trend to high protein laying rations several years ago is changing to medium protein rations. This change has not affected production factors but has reduced the cost of feed.

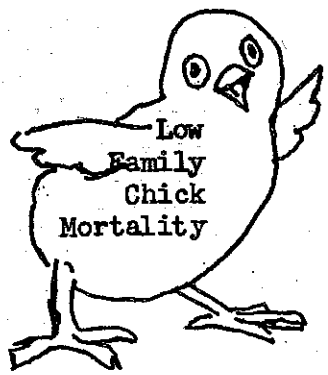


Average Chick Cost

Looks as if it pays to get chicks from the best producing stock even though they cost more.



14% too high! Check source of stock and your management.



% Young Stock Mortality and Lost

This includes pullet replacement mortality to six months of age. An average of 18% is very high. Eight cooperators had less than 10%, three under 5%. Cooperators Nos. 237, 234, 170, 96, 177, and 226 should give this problem special attention.

TABLE 5. FLOCK STATISTICS AND PRODUCTION FACTORS

Serial number	Per cent of average number of hens				#lbs. feed per hen	% mash		% protein mash & grain	Mash & grain pr. per cwt.	Hours labor per hen	Young stock##		Av. chick cost	Breed	Farm income per hen
	Mortality	Culled	Added	Change		% fed	Price per cwt.				% sexed pullets	% mortality & lost			
243*	9	125	236	102	230	100	\$3.62	16	\$3.62	1.9	27	11	22.4¢	RX	\$5.30
241*	3	64	194	127	177	100	3.63	15-1/4	3.63	2.4	0	3	36.9	AW	5.03
237*	11	103	111	- 3	148	100	3.61	17	3.61	1.0	100	20	39.8	WL	3.47
227*	9	119	145	17	166	99	4.11	17	4.11	1.3	71	8	30.7	AW & RX	3.59
234*	11	100	128	17	126	100	3.96	17	3.96	1.2	84	24	34.2	WL	3.04
215*	12	112	161	37	221	100	3.53	15	3.53	3.0	0	11	17.8	RLX	4.64
167**	14	48	66	4	121	89	4.47	18.9	4.32	1.7	6	6	10.7	WL	2.91
230*	13	121	117	-17	181	99	4.01	16.9	4.00	2.7	38	16	27.6	WL	3.54
214*	11	99	124	14	139	100	4.23	16-1/4	4.23	1.7	100	3	40.6	WL	2.95
232*	10	86	155	59	157	100	3.65	16-1/2	3.65	1.9	100	11	40.7	RIR & AW	3.06
206***	13	123	157	21	154	91	3.79	16.3	3.71	1.1	100	5	53.2	WL	2.09
236*	14	106	157	37	161	99	4.00	17.7	4.00	2.0	100	11	33.6	RIR, WL & AW	2.38
216*	26	111	88	-49	143	100	4.30	16-1/4	4.30	1.3	100	9	-	NH	1.52
170*	4	123	128	1	168	100	4.01	16	4.01	2.9	0	19	19.0	AW	2.42
102**	25	28	50	- 3	99	75	4.60	17-1/2	4.36	1.6	100	2	44.9	WL	-.01
96**	12	107	132	13	142	75	3.72	17-1/2	3.50	3.1	11	49	21.1	WL	.61
177***	31	73	129	25	160	82	4.54	18.2	4.25	2.0	0	22	19.5	WL, GLX	.87
87**	10	44	53	- 1	109	81	4.50	14.9	4.36	2.9	100	7	34.2	WL	1.40
226*	19	74	174	81	192	100	3.90	18	3.90	1.8	100	35	37.9	WL	-1.02
225*	15	113	165	37	155	86	4.27	18.6	4.19	6.1	83	16	34.2	WL	1.04
High 5	9	102	148	37	161	99.9	3.73	16.4	3.73	1.4	50	14	30.2		3.88
Low 5	15	82	131	34	156	86.0	4.64	17.4	3.94	2.7	40	36	26.5		.37
Av. all	13	89	125	23	152	93.6	3.95	16.8	3.90	1.9	41	18	27.4		2.27
Cages (14)	12	104	149	33	169	99	3.92	16.7	3.91	2.2	65	14	32.0		2.93
Floor (4)	15	57	75	3	118	80	4.32	17.2	4.14	2.3	54	16	27.7		1.23

See table 2 for size of flocks.

Up to 6 months of age. * Cages; ** Floor; *** Cages and floor.

Includes feed for replacement and other stock and increase in size of flock, if any.

COST TO PRODUCE A DOZEN EGGS

The skillful manager does everything possible to keep his per dozen egg cost low and egg income high. In the 1950 study net cost per dozen eggs produced varied from 26.3 to 67 cents.

The cwt. price of feed for the low group is 38¢ less, egg production 44 more, mortality 8% less, hours of labor less than half.

Suggestion for cooperators with a high net cost per dozen eggs produced.

1. Spend a number of hours looking over your 1950 results.
 - a. Make a list of factors that you think need most attention.
2. If your net cost is high, you will probably need to work on some of the following problems.
 - a. More eggs per hen.
 - b. Less labor per hen.
 - c. Lower feed cost per hen.
 - d. Improvement in growing replacement stock.
3. Now write up an improvement plan of work for the next several years.
4. Such a long-time plan might include under more eggs per hen.
 - a. Selection of a source of stock that lives better and lays more eggs on your ranch than your present stock.

(1) Purchase a supply of chicks from family progeny testing breeding to compare with an equal number of your present source of stock.

(b) Dispose of about 5-10 per cent of the pullets before laying age. Sell extra small, extra large birds, slowest in comb development.

c. If layers are floor housed enter each pen twice a week and cull out enough birds to keep production at a high level (not below 65%). Continue twice a week culling of each pen regardless of per cent production. In cages keep birds that consistently lay at least four eggs a week or more.

d. Grow more pullets so as to increase the percentage of pullets in the flock and keep equipment operating at 100% year 'round capacity by brooding enough chicks each year to offset increased culling.

5. Spend 15 minutes a week figuring out how to save labor and up to two hours a week installing or working out the labor savers. You can reduce the labor considerably in six months.

a. Try to save steps, motions, and back work.

b. Can you cut out an unproductive practice?

c. How about a feed cart and/or bulk feed handling?

6. Lower feed cost per hen by com-

paring several feeds at the same time with conditions of each pen equal except for the different rations. 12.

7. Improve the growing of replacement pullets by:

a. Checking your brooding procedure and methods with 10 other poultrymen, particularly those who have a reputation for producing uniformly good pullets with low mortality.

8. Get busy and do the job. There are at least two problems that prevent accomplishment.

a. The grower must make up his mind that progress can be made and that he will see it though.

b. Everyone is busy - can't possibly do any more. Here is what to do

(1) Make a list of the jobs you now do and how much time each takes. List time spent in talking with various salesmen and other visitors. If you sell a few eggs at the ranch, figure your cost per dozen to make the sales and talk over world affairs.

After your list is made you can evaluate each hour, and substitute the least profitable time to work on your improvement program. This procedure will make you money.

TABLE 6. COST TO PRODUCE A DOZEN EGGS

(Records arranged in order of net cost per dozen)

Serial number	Eggs per hen	% mortality and lost	% culled	% pullets	Av. cost feed per cwt.	Per dozen eggs									
						Lbs. feed #	Hours labor	Mgmt. income	Costs				Misc. & net stock income	Net cost	
									Feed	Labor	Misc. & depr.	Inter-est			Total cost
243*	271	9	125	96	\$3.62	9.3	.08	13.5¢	33.7¢	7.7¢	4.9¢	3.2¢	49.5¢	23.2¢	26.3¢
227*	251	9	119	94	4.11	7.6	.06	9.5	31.6	5.9	2.1	1.3	40.9	11.2	29.7
237*	254	11	103	86	3.61	6.6	.04	9.5	23.9	4.4	3.0	1.8	33.1	2.4	30.7
241*	264	3	64	100	3.63	7.5	.10	9.6	27.1	10.3	1.6	1.4	40.4	9.1	31.3
234*	246	11	100	91	3.96	6.0	.06	6.6	23.9	5.8	3.4	2.2	35.3	1.0	34.3
215*	248	12	112	88	3.53	10.3	.14	5.7	36.5	14.1	3.4	2.1	56.1	21.1	35.0
167**	218	14	48	76	4.32	6.5	.09	5.7	28.5	9.0	1.7	.9	40.1	4.9	35.2
232*	239	10	86	96	3.65	7.9	.10	4.3	29.0	9.8	2.7	1.3	42.8	7.4	35.4
214*	240	11	99	79	4.23	6.7	.08	4.7	28.4	8.7	3.5	2.0	42.6	4.6	38.0
206***	233	13	123	79	3.71	7.8	.06	2.9	29.2	5.6	3.5	2.1	40.4	2.1	38.3
236*	243	14	106	92	4.00	7.4	.09	-.8	29.7	9.1	4.0	2.6	45.4	4.0	41.4
102**	193	25	28	44	4.36	6.1	.10	-5.8	27.8	8.5	5.3	.8	42.4	1.0	41.4
170*	247	4	123	91	4.01	8.0	.14	-2.5	32.2	13.8	3.2	2.5	51.7	8.4	43.3
230*	223	13	121	100	4.00	9.6	.14	5.6	38.7	14.2	7.2	2.4	62.5	18.1	44.4
96**	197	12	107	61	3.50	8.6	.18	-6.9	30.4	16.3	4.1	1.2	52.0	4.0	48.0
177***	223	31	73	97	4.25	9.1	.11	-8.1	38.8	11.2	3.9	1.8	55.7	7.6	48.1
87**	180	10	44	45	4.36	7.1	.19	-10.6	31.5	18.7	2.5	1.2	53.9	1.4	52.5
226*	208	19	74	100	3.90	11.1	.10	-10.3	43.6	8.1	6.1	4.2	62.0	8.4	53.6
216*	192	26	111	88	4.30	9.1	.08	-1.6	39.5	8.5	8.1	2.9	59.0	2.3	56.7
225*	259	15	113	100	4.19	7.3	.29	-28.7	31.2	28.8	7.8	4.9	72.7	5.7	67.0
Low cost 5	256	9	102	91	3.73	7.2	.06	9.6	26.8	6.3	3.1	1.9	38.1	7.4	30.7
High cost 5	212	17	74	89	4.11	9.3	.14	-11.5	38.4	13.3	5.2	3.0	59.9	6.4	53.5
Av. all	229	13	89	81	3.90	7.8	.10	1.7	30.5	9.6	3.6	1.9	45.6	6.5	39.1
Cages (14)	242	12	104	93	3.91	8.2	.11	1.8	32.1	10.7	4.3	2.5	49.6	9.1	40.5
Floor (4)	197	15	57	57	4.14	7.1	.14	-4.4	29.6	13.1	3.4	1.0	47.1	2.8	44.3

* Cages; ** Floor; *** Cages and floor

Includes feed for replacement and other stock and increase in size of flock, if any.

TABLE 9. EFFECT OF HIGH EGG PRODUCTION ON MANAGEMENT AND INCOME (1946-50 Inc.)

Records of all cooperating poultrymen for last five years
arranged in order of eggs laid per hen per year.

Number of eggs per hen per year	No. of records	Per cent pullets	Percent mortality and lost	Per cent culled	Hrs. oper. & family labor per hen	Farm income per hen	Farm income per hr. worked
250 eggs & over	8	93.7	11.9	85.0	2.4	\$4.94	\$2.06
225 to 250 eggs	18	86.6	14.5	106.4	1.7	3.92	2.31
200 to 225 eggs	15	80.5	17.8	100.1	2.5	3.57	1.43
175 to 200 eggs	19	66.4	18.5	69.0	1.8	2.05	1.14
150 to 175 eggs	11	54.1	19.3	80.2	2.1	2.33	1.11
Less than 150 eggs	3	43.6	13.8	62.1	2.8	1.70	.61

TABLE 10. EFFECT OF % CULLING ON MANAGEMENT AND INCOME, 1950

Records are arranged in order of % culled.

Serial number	% culled	Eggs laid	% mortality	% pullets	Net stock income	Mgt. income per hen
243	125	271	9	96	\$5.44	\$3.34
206	123	233	13	79	.19	.57
170	123	247	4	91	1.59	-.51
230	121	223	13	100	3.25	1.05
227	119	251	9	94	1.28	2.08
225	113	259	15	100	1.04	-6.10
215	112	248	12	88	4.36	1.23
216	111	192	26	88	.11	-.26
96	107	197	12	61	.54	-1.14
236	106	243	14	92	.89	-.17
237	103	254	11	86	.42	2.14
234	100	246	11	91	.03	1.37
214	99	240	11	79	.67	.97
232	86	239	10	96	1.41	.86
226	74	208	19	100	1.35	-1.77
177	73	223	31	97	1.11	-1.42
241	64	264	3	100	2.11	2.28
167	48	218	14	76	.79	1.06
87	44	180	10	45	0	-1.62
102	28	193	25	44	-.33	-.93
High 5	122	245	10	92	2.35	1.31
Med. 10	100	233	14	88	1.08	-.29
Low 5	51	216	17	72	.74	-.13

TABLES 9 AND 10 HELP US CLARIFY THE IMPORTANCE OF HIGH EGG PRODUCTION AND CULLING IN INCREASING INCOME.

NOTE THE RATHER CONSISTENT RESULTS IN BOTH TABLES.

DURING THE PAST FIVE YEARS, 55% OF ALL COOPERATORS AVERAGED MORE THAN 200 EGGS PER HEN PER YEAR.

COOPERATOR NO. 225 HAD A LARGE MINUS MANAGEMENT INCOME BECAUSE OF A VERY HIGH AMOUNT OF LABOR.

IMPROVED MANAGEMENT SKILL WILL INCREASE 1951-52 INCOME

SUCCESS WITH THESE PRACTICES MEANS MORE MONEY FOR THE FAMILY

● Houses filled to capacity each week. →

● Reduce yearly labor to 1-1/2 hours per layer.

● Efficient replacement of pullet production.

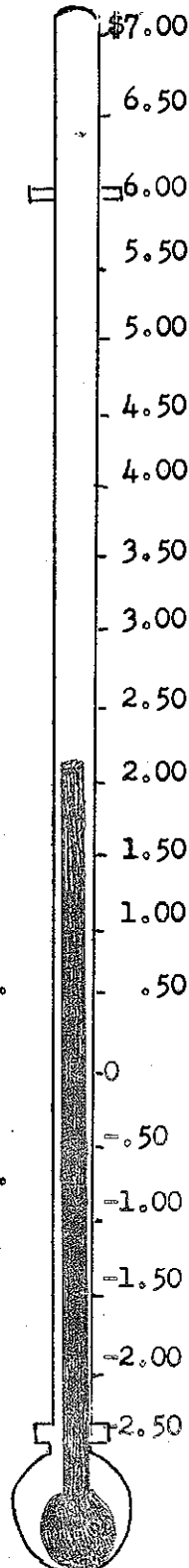
● Accurate records.

● Weekly flock lay above 60% to average 250 eggs yearly.

● 50% or more of total eggs July to January.

● 6% or less mortality.

● Low feed cost per dozen eggs produced.



● Brood every 8 - 10 weeks.
● Re-group layers to permit adding replacement pullets same day as culled.

● Eliminate least essential practices.
● Develop labor saving equipment (feed-water-fertilizer).
● Eliminate or reduce steps, motions, and back work.

● Comfortable brooding and management practices.
● Continuous culling from day-old on.
● Vaccination protection.
● Cull 5-10% of 4-1/2-5 mos. old pullets.

● Know efficiency of management practices.
● Conduct ranch tests comparing stock, feed, and management practices.

● High yield family progeny tested stock.
● Continuous severe culling.
● Largely a pullet flock.

● Brood extra chicks December - March.
● Stock with low fall and winter pause.
● Use lights.
● Increased culling provides room for extra pullets brooded.

● Stock with high livability.
● Comfortable management and vaccination.
● Severe culling.

● High rate production lowers pounds of feed used per dozen eggs.
● Volume bulk feed storage and handling.
● Producer performs own services.
● Cooperative bargaining power to purchase feed and supplies and sell poultry and eggs.

PUSH INCOME UP WITH IMPROVED MANAGEMENT SKILL!