

# Poultry Management Study - 1962

## SIX COOPERATOR AVERAGES FOR 1962 - INCOME AND EXPENSES

ITEM	PER DOZ. \$	PER HEN \$	MISC. INFORMATION
Egg Sales	29.6	5.88	Eggs produced per
Poultry Sales	1.0	.19	avg. hen 238.6
Miscellaneous Income	.1	.03	Avg. rate of lay % 65.4
Change of stock inventory	.5	.09	Doz. eggs produced
			per hen 19.9
<b>TOTAL INCOME</b>	<b>31.2</b>	<b>6.19</b>	Avg. Price received
			for eggs \$ 29.6
Total Feed Cost	18.8	3.74	Hen Mortality % 11.7
Replacement Cost	2.1	.43	% No. culled 82.7
Miscellaneous Costs	2.2	.44	% Added to lay flock 103.4
Hired Labor Costs	1.1	.21	% of feed cost to
Depreciation Charges	2.0	.39	total costs 61.4
<b>TOTAL CASH &amp; DEPRECIATION</b>	<b>26.2</b>	<b>5.21</b>	Total # feed/hen 121.1
			Estimated feed for
Net Farm Income	5.0	.98	layers 96.4
			Total feed/doz. eggs 6.1
Family Labor	2.8	.56	Estimated layer feed
Interest on Investment	1.6	.32	per doz. eggs 4.8
			\$ cost/100 lbs. feed
<b>TOTAL EXPENSE</b>	<b>30.6</b>	<b>6.09</b>	(all feed) 3.09
			Total feed cost/doz. 18.8
Less Income - Not egg	1.6	.31	Hours labor/hen .58
Net Cost of Eggs	29.0	5.78	All labor costs/hen \$ .77
			Egg feed ratio 9.6
<b>MANAGEMENT INCOME</b>	<b>.6</b>	<b>.10</b>	Avg. Size Flock 6,064

GOOD FIGURES PAY

# INTRODUCTION

The data presented in this study was obtained from 8 ranches in Los Angeles County for the year 1962. The figures from only 6 ranches were used to obtain the weighted averages. The complete data for each ranch will tell the story of that ranch. Be sure you do not misinterpret the various figures and terms when making comparisons.

## DEFINITION OF TERMS

Costs & Income Per Hen . . . . .	Total units divided by the average number of hens (hen day record) in flock over 24 weeks old
Interest on Investment . . . . .	Is the average investment in land, buildings and equipment, stock and feed at 5%
Net Farm Income. . . . .	Total income minus cash and depreciation costs
Management Income . . . . .	Total income minus cash, depreciation, family labor, and interest on investment costs
All Averages . . . . .	Figured on a weighted basis
Family Labor . . . . .	\$1.50 per hour
Feed Conversion . . . . .	Pounds of feed to produce 1 dozen eggs
Change in Stock Inventory . . . . .	Is the value of stock on hand at the end of the year minus the stock on hand at the beginning of the year
Cost Per Dozen Eggs . . . . .	Total costs divided by total dozen eggs laid
Net Costs Per Dozen Eggs . . . . .	Total costs minus income not eggs
Cash Costs . . . . .	All cash expenditures only (interest on money borrowed not considered)
Egg - Feed Ratio . . . . .	Number of pounds of feed 1 dozen eggs will buy

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# COST PER DOZEN EGGS (IN CENTS)

Serial Number	CASH AND DEPRECIATION COSTS					Total C&D	NONCASH COSTS		Total Costs	NONEGG INCOME				Net Cost per Doz.	Avg. Egg Price	Mgmt. Income
	Total Feed	Chick Cost	Misc.	Hired Labor	Depreciation		Family Labor	Interest on Invest.		Culls	Misc.	Stock Invent. Change	Total			
2	20.4	1.6	2.9	-	-	24.9	6.7	.8	32.4	.8	-	1.4	-2.2	30.2	32.3	2.1
5	18.3	1.8	2.7	1.8	1.9	26.5	1.5	1.8	29.8	.8	-	-2.1	-2.9	26.9	28.9	2.0
7	19.6	4.3	1.2	-	1.8	26.9	2.9	1.9	31.7	.9	-	1.5	-2.4	29.3	31.3	2.0
4	16.7	1.9	2.5	1.1	3.9	26.1	3.7	1.7	31.5	1.0	-	.4	1.4	30.1	30.6	.5
1	18.5	1.3	1.9	.3	1.5	23.5	3.2	1.5	28.2	1.0	.5	-1.3	-.2	28.0	28.3	.3
6	20.2	1.8	2.5	2.7	1.8	29.0	2.1	1.2	32.3	1.0	-	.3	1.3	31.0	29.0	-2.0
1962 Avg.	18.8	2.1	2.2	1.1	2.0	26.2	2.8	1.6	30.6	1.0	.1	.5	-1.6	29.0	29.6	.6
1961 Avg.	19.0	2.4	2.0	1.8	1.8	27.0	3.2	1.6	31.8	1.3	.1	-0.5	.9	30.9	32.7	1.8

The figures on this page were obtained by dividing the total eggs produced during 1962 into the total Income and Expenses

# INCOME AND EXPENSE PER HEN (\$ PER HEN)

Serial Number	INCOME					CASH AND DEPRECIATION COSTS						Net Farm Income	NONCASH COSTS		Mgt. Income
	Egg Sales	Culls	Misc. Income	Stock Invent. Change	Total Income	Feed	Chicks	Misc.	Hired Labor	Depreciation	Total		Family Labor	Interest on Invest.	
2	7.08	.18	-	.31	7.57	4.46	.36	.65	-	-	5.47	2.10	1.47	.18	.45
5	6.03	.17	-	.44	6.64	3.82	.38	.55	.38	.40	5.53	1.11	.31	.38	.42
7	5.93	.17	-	.28	6.38	3.70	.81	.23	.01	.34	5.09	1.29	.54	.36	.39
4	6.15	.20	-	.08	6.43	3.36	.39	.49	.21	.79	5.24	1.19	.75	.35	.09
1	5.53	.20	.09	-.26	5.56	3.61	.25	.39	.06	.30	4.61	.95	.62	.30	.03
6	5.84	.20	-	.06	6.10	4.07	.36	.51	.55	.36	5.85	.25	.42	.24	-.41
1962 Avg.	5.88	.19	.03	.09	6.19	3.74	.43	.44	.21	.39	5.22	.98	.56	.32	.10
1961 Avg.	6.48	.25	.01	-.10	6.64	3.78	.47	.39	.35	.36	5.35	1.29	.64	.29	.36

The figures on this page were obtained by dividing the average number of hens on hand for 1962 into the total income and expense

Note: Income taxes, principal payments and interest paid are not included  
 All interest is included in Interest on Investment

# MISCELLANEOUS COMPARISONS

Serial Number	Price per Cull	Average Cost per Replacement	Feed Cost per 100#	Price Rec'd per Doz. Eggs	EGG SIZES				% Sold Retail	Total Labor Cost per Bird	Hours Labor per Hen	% Pullet Mortality	% Hen Mortality	Avg. No. Layers
					% Large	% Med.	% Small	% Com'l						
2	23.1	32.3	3.40	32.3	74.6	20.2	5.0	.2	13.0	1.47	1.0	12.2	8.8	1,129
5	21.5	29.8	3.16	28.9	54.7	32.8	8.9	3.6	4.3	.69	.7	12.3	7.4	6,556
7*	26.1	67.5*	3.17	31.3	73.7	20.1	2.9	3.3	6.2	.55	.4	9.9	15.8	7,327
4	26.1	35.2	3.02	30.6	75.2	19.0	3.2	2.6	4.5	.96	.7	10.8	10.7	4,525
1	21.8	27.9	2.95	28.3	-	-	-	-	-	.68	.5	17.8	10.3	10,331
6	23.3	32.1	3.15	29.0	63.4	30.5	6.1	-	2.6	.97	.7	7.3	14.8	6,517
10**	-	-	-	-	-	-	-	-	-	-	1.0	4.9	7.7	3,706
12**	-	-	-	-	72.0	20.0	4.0	4.0	-	-	.7	3.0	8.8	12,606
1962 Avg.	23.3	38.8	3.09	29.6	67.0	25.0	5.0	3.0	4.9	.77	.6	12.3	11.7	6,064
1961 Avg.	30.8	45.1	3.16	32.7	68.0	24.0	5.0	3.0	-	.99	-	16.5	13.1	5,973.3

\* Started Pullets (6 weeks old)

\*\* Not Figured in averages

The cost per cull, per replacement, and per 100# of feed should be noted as being different from the costs per hen on the first page

# FEED & FLOCK PERFORMANCE COMPARISONS

Serial Number	Eggs per Hen	FEED CONSUMPTION			Estimate Feed Conversion per Layer	Total Feed Conversion per Hen & Replacements	Avg. Feed Cost per Doz.	% Mortality	% Culled	% Added	% Change	Avg. Egg Price	Net Cost of Eggs per Doz.	% Feed Cost of Net Cost	Egg Feed Ratio	Mgmt. Income per Doz.
		Total	Young	Hens												
2	263	131.3	28.0	103.3	4.7	6.0	20.4	8.8	77.2	112.2	+35.0	32.3	30.2	67.5	9.5	2.1
5	250	120.8	24.4	96.4	4.6	5.8	18.3	7.4	82.1	97.6	+11.0	28.9	26.9	68.0	9.1	2.0
7	227	116.8	22.8	94.0	5.0	6.2	19.6	15.8	66.3	114.0	+43.4	31.3	29.3	66.9	9.8	2.0
4	241	111.5	23.9	87.6	4.4	5.5	16.7	10.7	76.3	95.7	+11.5	30.6	30.2	55.5	10.1	.5
1	234	122.3	24.5	97.8	5.0	6.3	18.5	10.3	95.8	97.9	+ 9.1	28.3	28.1	66.1	9.6	.3
6	241	129.4	27.5	101.9	5.1	6.4	20.2	14.8	86.5	109.9	+ 8.5	29.0	31.1	65.2	9.2	-2.1
10**	277	119.0	30.1	88.9	3.9	5.2	-	7.7	106.2	120.3	+ 7.3	-	-	-	-	-
12**	244	106.1	12.4	93.7	4.6	5.2	-	8.8	85.8	85.0	- 8.8	-	-	-	-	-
1962 Avg.	238.6	121.1	24.7	96.4	4.8	6.1	18.8	11.7	82.7	103.4	+10.6	29.6	29.0	64.8	9.6	0.6
1961 Avg.	237.9	118.9	24.2	94.7	4.8	6.0	19.0	13.1	83.1	96.9	-	32.7	30.9	-	-	1.8

\*\* Not figured in averages

Estimates on the feed used by replacements were based on 25# of feed for each bird reaching 24 weeks of age

## COST STUDY METHOD AND ANALYSIS

In recent years many poultrymen have expressed the desire to know more about Cost Study Analysis. The best way to get into the subject is by starting with a definition of Cost Study Analysis. Cost Study Analysis deals with the examination of records to distinguish component costs, separately, or in relation to the total costs.

The most widely used system of cost study analysis in California has been the method used by the University of California Agricultural Extension Service. In order to have the necessary records to analyze at the year's end it is extremely important to devise a record system that will include the necessary quantities and values, and any changes that occur. It is also important to make adjustments for payments or incomes that should or should not be recorded in a particular period. The total time needed to record the necessary figures for Cost Study Analysis is actually very little more than is needed for Income Tax purposes. In short, with the proper record system it is possible to make most of the necessary entries for both income tax and ranch analysis with very little added time. Once recorded the figures can be compiled very easily with the aid of a computing machine. By starting with the proper forms the end result is the necessary figures for Ranch Analysis.

SET UP A RECORD SYSTEM TODAY

SO YOU'LL BE HERE TOMORROW