

SONOMA COUNTY

1956

POULTRY
EGG PRODUCTION

AND

MANAGEMENT
STUDY

COMPILED BY--
Virgil Stratton
& Fred C. Price
Farm Advisors

CONDUCTED BY--
Agricultural Extension Service
University of California
U.S. Department of Agriculture
Cooperating

ISSUED FROM--
Farm Advisors' Office
912 Santa Rosa Avenue
Santa Rosa, California

-- March 1957 --

UC Cooperative Extension

I N T R O D U C T I O N

This is the Eighth Annual Summary of the current Sonoma County Poultry Management study. Twenty-two records, all from Sonoma County, cover the calendar year of 1956. This study is conducted by the Agricultural Extension Service in cooperation with an interested group of local poultrymen for the purpose of disclosing important management, cost, income, and profit information to aid the entire local poultry industry in obtaining maximum earnings. The number of records is small and the averages in this report are not considered as averages for the county but apply only to the 22 flocks covered. They may or may not be typical of the county, but they do show much useful information on current local production, costs, and profits for all poultrymen and those interested in the business.

This study is being continued under conditions which change from year to year. Cooperators are receiving a monthly summary and comparison of flock performance and mortality. At the end of each year, a detailed analysis of the year's records with comments and suggestions is available. This report presents a part of the information available for public use.

O U T L O O K

The year 1956 was a less profitable year than 1955 for egg producers. So far this year, it reflects lower egg prices. U. S. farmers' plans for this year are to buy 9 per cent fewer chicks for flock replacements in 1957. According to a new report by the U. S. Department of Agriculture, an over-all drop of 9 per cent is now indicated. This does not mean that this 9 per cent difference will hold.

It might be interesting to note that Congress has been requested to appropriate funds for the U. S. Department of Agriculture to improve estimates for poultry laying flocks and egg production. This comes as a result of much industry concern since a Census Bureau survey last spring revealed that the Agricultural Department had been over-estimating egg production in its monthly crop reports. Therefore creating the need for funds to do a better job of reporting.

The continued movement of large operated feed corporations and processing firms into the business of financing feeder cattle, turkeys, meat birds, and egg producers is causing concern among some farmers. This expansion will certainly have a bearing on the prices that you will receive for your products. The only hope is that many of you who are receiving this report will ask for help to increase your efficiency, since this is going to be a contributing factor in whether or not you will stay in the poultry business. In view of this outlook report, the poultryman who is making a living with poultry must do the most efficient job possible to continue in business. However, we do not believe that the efficient, wide-awake producer will not be forced out of the poultry business because of the many changes that are taking place.

We hope that this report will be of help to all of you and that you will be able to take advantage of the information that it contains.

EXPLANATION OF TERMS USED IN A POULTRY ENTERPRISE ANALYSIS

Total Income is composed of returns from the sale of eggs, poultry, manure and other miscellaneous incomes; the value of eggs eaten in the home; and the net increase in the poultry stock inventory. A decrease is subtracted in obtaining total income.

Total Expense is made up of all costs of feed, chicks or poultry bought, hired labor, other cash expense items, the value of operator and other family labor, depreciation on buildings and equipment, and 5 per cent interest on the average investment shown by the inventory and capital record.

Management Income is the amount by which the total income exceeds the total expense. If the total expense is larger a Net Loss occurs, which is designated by a minus sign (-) preceding the figure.

Farm Income is the sum of the management income, the value of the operator and family labor, and the interest on investment. It is the net income the poultryman receives above cash expenses and depreciation. It includes interest for the use of his capital, wages for his actual labor, and profit for his management.

Average Number of Hens is the average number of hens in the flock for the year. It is obtained by dividing the number of hen days for the year by the number of days in the year.

Per Cent Mortality is the per cent of the average number of hens that died during the year. It is obtained by dividing the number died by the average number of hens.

Per Cent Culled is the per cent of the average number of hens that were sold and eaten in the home during the year. Dividing the number so disposed by the average number of hens gives this figure.

Per Cent Added is the per cent of the average number of hens which were actually added to the flock during the year. It is obtained by dividing total additions by the average number of hens. Pullets are added at about six months of age.

Per Cent Pullets is the per cent of total hens in the flock which were pullets between six and eighteen months of age. It is obtained by dividing the total number of pullets of this age at the beginning and end of the year by the total number of hens and pullets at these times.

TABLE 1: PROFIT equals INCOME (eggs, stock, misc.) less EXPENSE (feed, labor, other).

| Ser. No. | Income Per Hen | | | | | Cash & Depreciation Costs Per Hen | | | | | | Net Farm Income | Non-Cash Costs Per Hen | | Management Income |
|----------|----------------|---------------|--------|-----------------------|--------------|-----------------------------------|--------------|-------------|-------|-------------|--------------------|-----------------|------------------------|-----------------|-------------------|
| | Egg Sales | Poultry Sales | Manure | Chg. in Stock Invent. | Total Income | Feed | Chicks Bght. | Misc. Costs | Depr. | Hired Labor | Total Cost & Dept. | | Family Labor | Int. on Invest. | |
| 9 | 7.70 | .31 | -- | .32 | 8.33 | 4.20 | .39 | .47 | .18 | .15 | 5.39 | 2.94 | .65 | .19 | 2.10 |
| 8 | 8.33 | .67 | --- | --- | 9.00 | 4.65 | .50 | .33 | .26 | --- | 5.74 | 3.26 | 1.09 | .27 | 1.90 |
| 21 | 8.89 | .67 | --- | .55 | 10.11 | 5.34 | .54 | .51 | .26 | 1.12 | 7.77 | 2.34 | .19 | .27 | 1.88 |
| 1 | 9.41 | .71 | .05 | .18 | 10.35 | 4.79 | .38 | .44 | .48 | .03 | 6.12 | 4.23 | 2.11 | .35 | 1.77 |
| 17 | 8.55 | .75 | .09 | .08 | 9.47 | 4.73 | .56 | .40 | .18 | --- | 5.87 | 3.60 | 1.62 | .23 | 1.75 |
| 3 | 8.18 | .54 | --- | .99 | 9.71 | 4.78 | .53 | .24 | .36 | --- | 5.91 | 3.80 | 1.76 | .34 | 1.70 |
| 12 | 9.10 | .63 | --- | .15 | 9.88 | 5.26 | .54 | .33 | .38 | .02 | 6.53 | 3.35 | 1.43 | .28 | 1.64 |
| 24 | 8.67 | .84 | .04 | -.09 | 9.46 | 5.12 | .52 | .39 | .30 | --- | 6.33 | 3.12 | 1.21 | .31 | 1.61 |
| 13 | 7.52 | .69 | .05 | -.22 | 8.04 | 4.07 | .30 | .55 | .18 | .08 | 5.18 | 2.86 | 1.21 | .17 | 1.48 |
| 4 | 8.35 | .70 | --- | .22 | 9.27 | 4.99 | .46 | .47 | .29 | .75 | 6.97 | 2.30 | .60 | .32 | 1.38 |
| 6 | 8.87 | .54 | .04 | .43 | 9.88 | 4.40 | .49 | .36 | .51 | --- | 5.76 | 4.12 | 2.42 | .32 | 1.38 |
| 11 | 10.16 | .61 | --- | -.31 | 10.46 | 4.62 | .54 | 1.93 | .18 | .79 | 8.06 | 2.40 | .81 | .28 | 1.31 |
| 14 | 7.77 | .67 | .04 | -.53 | 7.95 | 4.31 | .56 | .22 | .26 | .30 | 5.65 | 2.30 | .69 | .34 | 1.27 |
| 23 | 7.52 | .48 | .02 | 1.30 | 9.32 | 4.50 | .71 | .44 | .31 | --- | 5.96 | 3.36 | 1.80 | .33 | 1.23 |
| 7 | 6.82 | .34 | .06 | .28 | 7.50 | 4.36 | .48 | .40 | .06 | --- | 5.30 | 2.21 | 1.01 | .15 | 1.04 |
| 18 | 7.54 | .55 | --- | .45 | 8.54 | 4.44 | .55 | .40 | .20 | .57 | 6.16 | 2.38 | 1.53 | .21 | .64 |
| 29 | 7.65 | .72 | .04 | .31 | 8.72 | 5.12 | .87 | .46 | .35 | .02 | 6.82 | 1.90 | 1.12 | .36 | .42 |
| 19 | 7.33 | .39 | .01 | .72 | 8.45 | 4.88 | .39 | .53 | .27 | .02 | 6.09 | 2.36 | 1.73 | .29 | .34 |
| 22 | 7.64 | .52 | --- | -.03 | 8.13 | 4.63 | .47 | .61 | .33 | --- | 6.04 | 2.09 | 1.51 | .25 | .33 |
| 28 | 7.51 | .32 | --- | .19 | 8.02 | 3.95 | .37 | .54 | .55 | .12 | 5.53 | 2.49 | 2.02 | .29 | .18 |
| 20 | 7.65 | .39 | .04 | -.28 | 7.80 | 5.09 | .54 | .47 | .25 | .03 | 6.38 | 1.42 | 1.04 | .21 | .17 |
| 16 | 8.09 | .53 | .05 | -.71 | 7.96 | 4.60 | .21 | .39 | .21 | .18 | 5.59 | 2.38 | 1.99 | .29 | .09 |
| Hi | 8.34 | .59 | .02 | .23 | 9.18 | 4.69 | .46 | .43 | .27 | .25 | 6.10 | 3.08 | 1.06 | .26 | 1.76 |
| Lo | 7.86 | .54 | .03 | -.09 | 8.34 | 4.52 | .50 | .54 | .25 | .24 | 6.05 | 2.29 | 1.25 | .28 | .76 |
| Ave | 8.11 | .56 | .02 | .07 | 8.76 | 4.60 | .48 | .49 | .26 | .24 | 6.07 | 2.69 | 1.16 | .27 | 1.26 |

Individual records are listed above in order of management income per hen, which appears in the last column. The first 11 records make up the Hi 11, or more profit group, for which averages appear at the bottom of the table. Notice that the Hi 11 sold eggs for 48¢ more per hen than the Lo 11. The Hi 11 had a management income of \$1.76 per hen as compared to \$.76 per hen in the Lo 11. There is a smaller range in earnings among these 22 flocks than ever before; from a management income of \$2.10 per hen to a low \$.09. In the farm income, the range was from a total, or net, earning of \$4.23 per hen to a low of \$1.42. Some of this difference may be due to luck or chance but most of it can be attributed to management. Decisions pertaining to source of stock, conditions of pullets raised, number and timing of replacements raised, methods of feeding, plus the selection and purchasing of feeds, marketing and handling of eggs, and disease prevention are important influences on results and profits.

TABLE 3: EXPENSE PER HEN IS IMPORTANT TO PROFIT

| Ser. No. | Per Cent of Average Number of Hens | | | | Ave. Price Cull Hens | Ave. Cost Per Pul. Chick | % Chicks Lost | Average Cost Per CWT of feed | | | % Mash | Lbs. Mash & Grain | Lbs. Feed Per Doz. | Lbs. Feed Loss | Grit Shell Lime-stone | Value of Feed Lost |
|----------|------------------------------------|--------|-------|-------|----------------------|--------------------------|---------------|------------------------------|-------|---------|--------|-------------------|--------------------|----------------|-----------------------|--------------------|
| | Died | Culled | Added | Repl. | | | | Mash | Grain | M. & G. | | | | | | |
| 9 | 21 | 55 | 114 | 76 | 57.9 | 33.3 | 2 | 3.88 | 2.78 | 3.35 | 52 | 123 | 6.2 | 2.0 | 2.3 | .07 |
| 8 | 16 | 102 | 110 | 118 | 64.5 | 36.6 | 18 | 3.95 | 3.11 | 3.49 | 45 | 132 | 6.1 | 4.7 | 2.4 | .16 |
| 21 | 10 | 111 | 146 | 122 | 60.5 | 34.1 | 7 | 4.36 | 3.01 | 3.67 | 49 | 145 | 6.5 | 10.1 | 2.5 | .37 |
| 1 | 8 | 105 | 119 | 113 | 65.6 | 30.4 | 2 | 3.88 | 2.90 | 3.85 | 58 | 124 | 5.4 | 3.2 | 0.5 | .12 |
| 17 | 10 | 116 | 116 | 126 | 58.3 | 35.1 | 5 | 4.03 | 2.92 | 3.46 | 49 | 135 | 6.4 | 8.8 | 5.9 | .30 |
| 3 | 8 | 69 | 118 | 77 | 56.9 | 38.1 | 4 | 3.87 | 3.21 | 3.55 | 52 | 133 | 6.1 | 1.5 | 6.9 | .05 |
| 12 | 11 | 99 | 133 | 109 | 63.4 | 44.1 | 2 | 4.00 | 3.01 | 3.80 | 56 | 138 | 6.2 | 9.0 | 1.1 | .34 |
| 24 | 4 | 127 | 123 | 135 | 51.1 | 32.7 | 1 | 3.86 | 3.14 | 3.47 | 45 | 146 | 7.9 | 7.2 | 4.2 | .30 |
| 13 | 11 | 130 | 69 | 141 | 59.8 | 36.6 | 2 | 4.04 | 3.10 | 3.61 | 54 | 110 | 5.7 | 1.0 | 4.7 | .04 |
| 4 | 11 | 120 | 129 | 131 | 54.5 | 39.8 | 10 | 4.39 | 2.62 | 3.56 | 53 | 139 | 6.9 | 8.2 | 5.4 | .29 |
| 6 | 7 | 88 | 107 | 94 | 61.2 | 38.7 | 4 | 3.92 | 2.88 | 3.39 | 50 | 127 | 5.7 | 1.5 | 8.6 | .05 |
| 11 | 12 | 113 | 109 | 126 | 53.8 | 42.0 | 4 | 4.35 | 3.27 | 3.80 | 49 | 120 | 6.3 | 3.6 | 6.0 | .14 |
| 14 | 16 | 130 | 118 | 148 | 50.6 | 39.2 | 16 | 3.95 | 2.64 | 3.33 | 53 | 128 | 6.6 | 9.9 | 5.2 | .33 |
| 23 | 14 | 78 | 122 | 94 | 62.1 | 38.1 | 3 | 3.81 | 2.95 | 3.42 | 55 | 118 | 6.0 | 3.8 | 4.6 | .13 |
| 7 | 11 | 82 | 112 | 93 | 41.0 | 38.9 | 9 | 4.19 | 3.10 | 3.62 | 47 | 119 | 6.3 | 4.1 | 4.8 | .15 |
| 18 | 11 | 93 | 107 | 103 | 54.6 | 37.5 | 1 | 4.02 | 3.12 | 3.57 | 50 | 123 | 6.0 | 1.9 | 6.7 | .07 |
| 29 | 7 | 130 | 148 | 137 | 54.7 | 52.4 | 11 | 4.00 | 3.10 | 3.77 | 74 | 135 | 6.8 | 5.0 | 3.3 | .19 |
| 19 | 12 | 86 | 114 | 98 | 44.6 | 33.6 | 1 | 3.88 | --- | 3.88 | 100 | 125 | 6.6 | 5.0 | 0.5 | .19 |
| 22 | 14 | 86 | 103 | 100 | 59.9 | 44.4 | 3 | 4.29 | 3.09 | 3.71 | 52 | 123 | 6.4 | 4.1 | 4.5 | .15 |
| 28 | 9 | 72 | 99 | 80 | 45.0 | 36.4 | 3 | 4.02 | 3.00 | 3.51 | 49 | 111 | 5.7 | 6.5 | 6.4 | .22 |
| 20 | 14 | 96 | 124 | 104 | 42.1 | 38.4 | 9 | 4.33 | 3.35 | 3.83 | 49 | 131 | 6.1 | 9.2 | 3.9 | .35 |
| 16 | 9 | 110 | 101 | 118 | 49.0 | 32.2 | 7 | 4.44 | 2.96 | 3.82 | 58 | 118 | 5.9 | 1.0 | 8.5 | .08 |
| Hi | 13 | 97 | 117 | 110 | 59.4 | 35.9 | 5 | 4.02 | 2.95 | 3.54 | 55 | 131 | 6.3 | 4.8 | 3.6 | .17 |
| Lo | 12 | 105 | 113 | 117 | 50.4 | 39.7 | 9 | 4.13 | 2.98 | 3.62 | 55 | 123 | 6.3 | 4.6 | 5.1 | .17 |
| Ave | 12 | 101 | 115 | 114 | 54.6 | 37.8 | 7 | 4.07 | 2.96 | 3.58 | 55 | 127 | 6.3 | 4.7 | 4.3 | .17 |

29 /
28 104
36 109
30
29 102
21 104
33 105
31 115
17
32 107
27 100

27
30
30
28
27
37
29
26
25
25 10

Feed requirements were estimated from the amount used by the Seventh California Official Random Sample Egg Laying Test (based on approximately 850 calories per pound of feed), according to the kind of stock, with consideration for young stock added and young stock in the opening and closing inventories. This year we find the lowest feed wastage per hen: the Hi group at only 17 cents per hen; the low group at 17 cents per hen. This is the only table where a slight variation might occur in the figure of estimated feed waste. No doubt part of this is because some poultrymen choose to buy minerals in the feed rather than separately, as shown in table 3.

Higher production per hen is again shown by the more profit group compared to the less profit group. There are a few exceptions and their cost per hen was the reason they ranked above some of the lower ones.

TABLE 4: PRODUCTION, MORTALITY, REPLACEMENTS, FEED, AND LABOR USE DETERMINE PROFITS

| Ser. No. | Eggs Sold Per Hen | Eggs Laid Per Hen | % AA of lge. | Per Cent of All Eggs Sold | | | | | | % Eggs Sept-Dec. | Average Price Per Dozen | | | | | | Mgt. Inc. Per Doz. | Farm Inc. Per Doz. | |
|----------|-------------------|-------------------|--------------|---------------------------|------|--------|----------|---------|-----------|------------------|-------------------------|---------|-----------|------|-----------|-----------|--------------------|--------------------|----------|
| | | | | lge. | Med. | & Com. | Whl-sale | Re-tail | Hatch-ing | | Whl-sale | Re-tail | Hatch-ing | All | Feed Cost | Cash Cost | | | Net Cost |
| 9 | 239 | 233 | 87 | 63 | 26 | 11 | 98 | 2 | — | 38 | 38.6 | 37.2 | — | 38.6 | 20.7 | 25.4 | 29.7 | 10.5 | 14.8 |
| 8 | 259 | 248 | 85 | 60 | 27 | 13 | 99 | 1 | — | 35 | 38.7 | 27.8 | — | 38.6 | 21.5 | 23.6 | 29.8 | 8.8 | 15.1 |
| 21 | 266 | 255 | 94 | 72 | 18 | 10 | 100 | — | — | 34 | 40.0 | — | — | 40.0 | 24.0 | 31.9 | 34.0 | 8.5 | 10.5 |
| 1 | 275 | 263 | 94 | 75 | 18 | 7 | 99 | 1 | — | 35 | 41.0 | 46.7 | — | 41.1 | 20.9 | 23.4 | 34.1 | 7.8 | 18.5 |
| 17 | 256 | 234 | 87 | 69 | 20 | 11 | 99 | 1 | — | 33 | 39.9 | 51.1 | — | 40.1 | 22.2 | 23.6 | 32.3 | 8.2 | 16.9 |
| 3 | 259 | 251 | 86 | 62 | 24 | 14 | 99 | — | 1 | 39 | 37.7 | — | *38.3 | 37.8 | 22.1 | 24.8 | 34.5 | 7.9 | 17.6 |
| 12 | 264 | 248 | 94 | 79 | 14 | 7 | 94 | 6 | — | 35 | 40.9 | 49.0 | — | 41.4 | 23.9 | 26.7 | 34.6 | 7.4 | 15.2 |
| 24 | 222 | 212 | 86 | 55 | 30 | 15 | 65 | 1 | 34 | 32 | 37.2 | 32.5 | 65.2 | 46.9 | 27.7 | 29.5 | 37.7 | 8.7 | 16.9 |
| 13 | 233 | 225 | 74 | 68 | 20 | 12 | 95 | 5 | — | 31 | 38.5 | 43.4 | — | 38.8 | 21.0 | 22.9 | 30.0 | 7.9 | 14.8 |
| 4 | 240 | 228 | 89 | 66 | 22 | 12 | 90 | — | 10 | 33 | 40.2 | — | 53.2 | 41.7 | 24.9 | 31.3 | 35.9 | 6.9 | 11.5 |
| 6 | 270 | 257 | 90 | 69 | 22 | 9 | 100 | — | — | 36 | 39.4 | — | — | 39.4 | 19.6 | 23.0 | 35.2 | 6.1 | 18.3 |
| 11 | 228 | 228 | — | 80 | 18 | 2 | — | 100 | — | 31 | — | 53.4 | — | 53.4 | 24.3 | 39.1 | 44.9 | 6.9 | 12.6 |
| 14 | 234 | 218 | 91 | 69 | 18 | 13 | 100 | — | — | 33 | 39.9 | — | — | 39.9 | 22.1 | 25.4 | 30.6 | 6.6 | 11.8 |
| 23 | 234 | 226 | 90 | 60 | 27 | 13 | 99 | 1 | — | 37 | 38.4 | 40.0 | — | 38.6 | 23.1 | 28.0 | 38.9 | 6.3 | 17.2 |
| 7 | 229 | 216 | 80 | 45 | 29 | 26 | 100 | — | — | 33 | 35.7 | — | — | 35.7 | 22.9 | 25.7 | 31.8 | 5.5 | 11.6 |
| 18 | 247 | 241 | 91 | 54 | 29 | 17 | 99 | 1 | — | 34 | 36.6 | 48.5 | — | 36.7 | 21.6 | 27.3 | 35.7 | 3.2 | 11.6 |
| 29 | 238 | 224 | 81 | 73 | 15 | 12 | 98 | — | 2 | 32 | 38.2 | — | 67.2 | 38.6 | 25.9 | 30.6 | 38.1 | 2.1 | 9.6 |
| 19 | 227 | 220 | 79 | 66 | 21 | 13 | 100 | — | — | 35 | 38.8 | — | — | 38.8 | 25.8 | 30.1 | 40.8 | 1.8 | 12.5 |
| 22 | 230 | 224 | 88 | 74 | 14 | 12 | 97 | 3 | — | 41 | 39.4 | 52.3 | — | 39.9 | 24.1 | 28.8 | 38.0 | 1.7 | 10.9 |
| 28 | 232 | 229 | 88 | 65 | 26 | 9 | 100 | — | — | 36 | 38.9 | — | — | 38.9 | 20.4 | 26.9 | 38.9 | 0.9 | 12.9 |
| 20 | 258 | 232 | 65 | 58 | 25 | 17 | 98 | 2 | — | 36 | 35.4 | 38.8 | — | 35.6 | 23.6 | 27.6 | 33.4 | 0.8 | 6.6 |
| 16 | 239 | 228 | 88 | 78 | 14 | 8 | 100 | — | — | 32 | 40.6 | — | — | 40.6 | 23.1 | 25.0 | 36.5 | 0.5 | 11.9 |
| Hi | 250 | 239 | 88 | 67 | 22 | 11 | 95 | 2 | 3 | 35 | 39.3 | 43.4 | 62.1 | 40.1 | 22.5 | 26.4 | 32.7 | 8.5 | 14.8 |
| Lo | 235 | 225 | 84 | 67 | 20 | 13 | 90 | 10 | — | 34 | 38.6 | 53.2 | 67.4 | 40.1 | 23.0 | 27.9 | 35.7 | 3.9 | 11.7 |
| Ave | 242 | 232 | 86 | 67 | 21 | 12 | 92 | 6 | 2 | 35 | 38.9 | 51.7 | 62.3 | 40.1 | 22.8 | 27.2 | 34.2 | 6.3 | 13.3 |

Egg prices are determined by size, quality, seasonal distribution, and channel of sale. Very slightly better egg grading was rated in the upper 11 flocks, which received 39.3 cents per dozen average for wholesale grades compared to the average wholesale price of 38.6 cents per dozen in the lower 11 flocks. Grades of eggs were considerably better in 1956 than in 1955.

* Hatching eggs figured for own use (No.3)

TABLE 5: RESULTS BY 3 TYPES OF HOUSING

| Ser. No. | Size of Flock | Eggs Laid Per Hen | Hens Per Pen or Cage | % Mortality | Ave. Price | | Hours Labor Per Hen | House & Equip. Per Hen | | Dollars Per Average Hen | | | | | |
|---------------------------------------|---------------|-------------------|----------------------|-------------|--------------|---------------|---------------------|------------------------|--------------|-------------------------|--------------------------|--------------|---------------|-------------------|-------------|
| | | | | | Feed Per CWT | Eggs Per Doz. | | Investment | Depreciation | Egg Income | Net Stock & Misc. Income | Total Income | Total Expense | Management Income | Farm Income |
| CAGE FLOCKS | | | | | | | | | | | | | | | |
| 8 | L | 248 | 2 | 16 | 3.49 | 38.6 | 0.7 | .27 | .26 | 8.33 | .67 | 9.00 | 7.10 | 1.90 | 3.26 |
| 21 | L | 255 | 1 | 10 | 3.67 | 40.0 | 0.7 | .27 | .26 | 8.89 | 1.22 | 10.11 | 8.23 | 1.88 | 2.34 |
| 1 | S | 263 | 1 | 8 | 3.85 | 41.1 | 1.4 | .35 | .48 | 9.41 | .94 | 10.35 | 8.58 | 1.77 | 4.23 |
| 17 | M | 234 | 2 | 10 | 3.46 | 40.1 | 1.1 | .23 | .18 | 8.55 | .92 | 9.47 | 7.72 | 1.75 | 3.60 |
| 3 | M | 251 | 2 | 8 | 3.55 | 37.8 | 1.2 | .34 | .36 | 8.18 | 1.53 | 9.71 | 8.01 | 1.70 | 3.80 |
| 12 | L | 248 | 2 | 11 | 3.80 | 41.4 | 1.0 | .28 | .38 | 9.10 | .78 | 9.88 | 8.24 | 1.64 | 3.35 |
| 6 | M | 257 | 2 | 7 | 3.39 | 39.4 | 1.6 | .32 | .51 | 8.87 | 1.01 | 9.88 | 8.50 | 1.38 | 4.12 |
| 11 | L | 228 | 1-2 | 12 | 3.80 | 53.4 | 1.5 | .28 | .18 | 10.16 | .92 | 10.46 | 9.15 | 1.31 | 2.40 |
| 19 | M | 220 | 2 | 12 | 3.88 | 38.8 | 1.2 | .29 | .27 | 7.33 | 1.12 | 8.45 | 8.11 | .34 | 2.36 |
| 28 | L | 229 | 2 | 9 | 3.51 | 38.9 | 1.5 | .29 | .55 | 7.51 | .51 | 8.02 | 7.84 | .18 | 2.49 |
| 16 | L | 228 | 1-2 | 9 | 3.82 | 40.6 | 1.5 | .29 | .21 | 8.09 | -.13 | 7.96 | 7.87 | .09 | 2.38 |
| MULTIPLE CAGES OR PENS ON WIRE | | | | | | | | | | | | | | | |
| 4 | L | 228 | 25 | 11 | 3.56 | 41.7 | 1.0 | .32 | .29 | 8.35 | .92 | 9.27 | 7.89 | 1.38 | 2.30 |
| 14 | L | 218 | 75-200 | 16 | 3.33 | 39.9 | 0.7 | .34 | .26 | 7.77 | .18 | 7.95 | 6.68 | 1.27 | 2.30 |
| 23 | S | 226 | 40 | 14 | 3.42 | 38.6 | 1.2 | .33 | .31 | 7.52 | 1.80 | 9.32 | 8.09 | 1.23 | 3.36 |
| 22 | M | 224 | 22-30 | 14 | 3.71 | 39.9 | 1.0 | .25 | .33 | 7.64 | .49 | 8.13 | 7.80 | .33 | 2.09 |
| CONVENTIONAL | | | | | | | | | | | | | | | |
| 9 | L | 233 | 75-800 | 21 | 3.55 | 38.6 | 0.7 | .19 | .18 | 7.70 | .63 | 8.33 | 6.23 | 2.10 | 2.94 |
| 24 | L | 212 | 500 | 4 | 3.47 | 46.9 | 0.8 | .31 | .30 | 8.67 | .79 | 9.46 | 7.85 | 1.61 | 3.12 |
| 13 | L | 225 | 500-1000 | 11 | 3.61 | 38.8 | 0.9 | .17 | .18 | 7.52 | .52 | 8.04 | 6.56 | 1.48 | 2.86 |
| 7 | L | 216 | 800 | 11 | 3.62 | 35.7 | 0.7 | .15 | .06 | 6.82 | .68 | 7.50 | 6.46 | 1.04 | 2.21 |
| 18 | L | 241 | 200-500 | 11 | 3.57 | 36.7 | 1.7 | .21 | .20 | 7.54 | 1.00 | 8.54 | 7.90 | .64 | 2.38 |
| 29 | L | 224 | 550 | 7 | 3.77 | 38.6 | 0.8 | .36 | .35 | 7.65 | 1.07 | 8.72 | 8.30 | .42 | 1.90 |
| 20 | M | 232 | 600 | 14 | 3.83 | 35.6 | 0.7 | .21 | .25 | 7.65 | .15 | 7.80 | 7.63 | .17 | 1.42 |
| Cage | 2613 | 242 | | 10 | 3.66 | 40.9 | 1.2 | .29 | .33 | 8.58 | .86 | 9.39 | 8.12 | 1.27 | 3.12 |
| Pen | 3667 | 224 | | 14 | 3.63 | 40.0 | 0.9 | .31 | .30 | 7.82 | .85 | 8.67 | 7.62 | 1.05 | 2.51 |
| Con. | 3590 | 396 | | 11 | 3.60 | 38.6 | 0.9 | .23 | .22 | 7.65 | .69 | 8.34 | 7.28 | 1.06 | 2.40 |

It still looks like there are many influences on profit which are more important than the type of housing. You will note that with multiple and conventional hen housing, poultrymen were able to take care of more birds per hour of labor; however, the cage operators were able to get higher egg production and a higher farm income per hen. There is still a question of what type of housing is best, but it seems to us that the man in business is more important than the housing.

TABLE 6: HOW WE COMPARE WITH OTHER YEARS

| | 1949 | 1950 | 1951 | 1952 | 1953 | 1954 | 1955 | 1956 |
|--------------------------------------|-------|------|-------|-------|-------|-------|-------|-------|
| Number of Records | 21 | 24 | 23 | 17 | 24 | 27 | 24 | 24 |
| Ave. No. Hens Per Flock | 1619 | 1734 | 1716 | 1784 | 1920 | 2293 | 2759 | 2856 |
| Eggs Laid Per Hen | 197 | 210 | 209 | 228 | 218 | 228 | 231 | 323 |
| Hens: % Mortality & Loss | 21.8 | 16 | 14 | 11 | 15 | 13 | 10.9 | 12.3 |
| % Culled | 92.3 | 82 | 104 | 118 | 97 | 96.0 | 86.7 | 101.0 |
| % Added | 129.6 | 99 | 121 | 138 | 131 | 129.0 | 124.7 | 115.1 |
| % Increase or Decrease | 15.5 | 1 | 3 | 9 | 19 | 20 | 27.4 | 1.5 |
| Ave. Price Mash & Grain per CWT | 3.93 | 3.67 | 4.04 | 4.42 | 4.14 | 3.79 | 3.60 | 3.58 |
| Pounds Mash & Grain Per Hen | 141 | 128 | 138 | 146 | 144 | 135 | 135.1 | 127 |
| Per Cent Mash | 64 | 62 | 55 | 57 | 53 | 56 | 49 | 55 |
| Hours Labor Per Hen | 1.8 | 1.4 | 1.5 | 1.2 | 1.2 | 1.2 | 1.0 | 1.0 |
| Average Price Per Dozen Eggs | 49.5 | 41.9 | 54.9 | 48.6 | 55.0 | 40.7 | 42.8 | 40.1 |
| Net Cost Per Dozen | 45.1 | 37.8 | 42.3 | 42.3 | 42.3 | 38.3 | 33.3 | 33.8 |
| Management Income Per Dozen | 4.4 | 4.1 | 12.6 | 6.3 | 12.7 | 2.4 | 9.5 | 6.3 |
| <u>Income Per Hen</u> | | | | | | | | |
| Egg Sales | 8.19 | 7.36 | 9.74 | 9.47 | 10.37 | 8.05 | 8.59 | 8.11 |
| Poultry Sales | .67 | .73 | 1.32 | 1.01 | .95 | .57 | .56 | .56 |
| Miscellaneous Income | .22 | .22 | .30 | .05 | .03 | .04 | .02 | .02 |
| Inventory Change | .26 | — | -.12 | .28 | .57 | .43 | .60 | .07 |
| TOTAL INCOME | 9.34 | 8.31 | 11.24 | 10.81 | 11.92 | 9.09 | 9.77 | 8.76 |
| <u>Cash & Depreciation Costs</u> | | | | | | | | |
| Feed | 5.68 | 4.78 | 5.66 | 6.51 | 6.03 | 5.15 | 4.91 | 4.60 |
| Stock Bought | .78 | .53 | .74 | .78 | .66 | .60 | .53 | .48 |
| Miscellaneous | .68 | .45 | .53 | .48 | .57 | .62 | .47 | .49 |
| Depreciation | .23 | .21 | .30 | .32 | .26 | .27 | .25 | .26 |
| Hired Labor | .25 | .26 | .38 | .15 | .17 | .24 | .22 | .24 |
| TOTAL CASH & DEPRECIATION COSTS | 7.62 | 6.23 | 7.61 | 8.24 | 7.69 | 6.88 | 6.38 | 6.07 |
| <u>Farm Income</u> | | | | | | | | |
| Family Labor | 1.51 | 1.12 | 1.11 | 1.06 | 1.55 | 1.45 | 1.20 | 1.16 |
| Interest on Investment | .26 | .24 | .29 | .28 | .28 | .29 | .28 | .27 |
| MANAGEMENT INCOME | .73 | .72 | 2.23 | 1.23 | 2.40 | 1.47 | 1.90 | 1.26 |
| <u>Egg-Feed Ratio</u> | | | | | | | | |

The above study averages for Sonoma County for the last 8 years represent a small sample from a large poultry industry and should not be considered as applied to the entire poultry business in this county. The 1956 Study shows an increase in egg production per hen and a reduction in the percentage of mortality, as compared to most other years. With income per hen down from last year because of lower egg prices and change in stock inventory, poultrymen were able to make less in 1956 than in 1955. This could have been larger but because they were able to reduce costs and improve efficiency, this difference amounted to only 69 cents per hen while total income was \$1.01 less. Therefore, efficiency was increased 34 cents per hen over 1955.