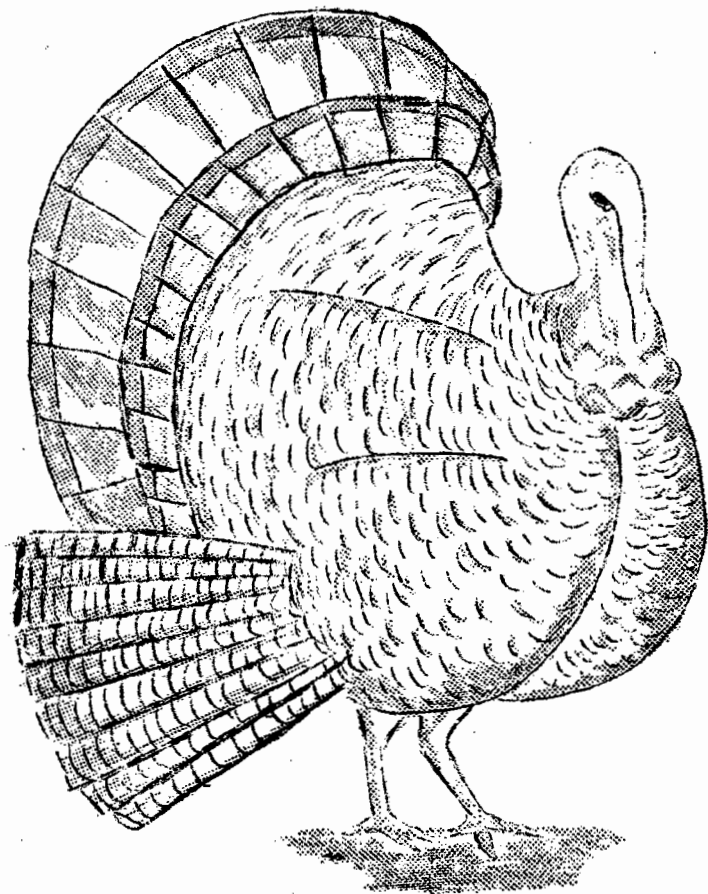


TURKEY MEAT PRODUCTION

COST STUDY

1960



UNIVERSITY OF CALIFORNIA
AGRICULTURAL EXTENSION SERVICE
RIVERSIDE COUNTY

I NTRODUCTION

The 1960 turkey meat production cost study was conducted by the University of California Agricultural Extension Service in cooperation with seven Riverside County turkey growers. The records in this study cover the cost of producing 109,812 saleable turkeys ready for market or to be transferred to breeding flocks. Birds transferred to breeding flocks were considered as having been sold for meat at prevailing market price. The average size of the flocks entered in the study was 15,687 birds. This, however, does not represent the average flock size for the county.

The purpose of this study is to encourage turkey growers to keep accurate cost and production records. To get the greatest value from a management study, however, a grower should use the results of the study to help him in analyzing his business operation to determine more efficient methods of operating.

Being able to compare production costs with those of other cooperators while the identity of cooperators is kept strictly confidential can be most helpful in pointing up weak spots in growers' management practices.

Records shown in the following tables are listed in order of decreasing management income per bird and per pounds of meat sold. A study of these records should point up some of the reasons why some operations were more profitable than others.

D EFINITIONS AND E XPLANATIONS OF T ERMS

Income is shown on a per bird and per pound basis for both hens and toms.

Net Farm Income is the total income minus cash and depreciation costs per bird or per pound.

Total Costs include cash and depreciation costs plus family labor and interest on investment.

Management Income includes total income per bird or per pound minus total costs.

Per Cent Livability is the number of birds sold, divided by the number of poults delivered, divided by 100. It accounts for loss due to mortality or theft.

Miscellaneous Cost includes turkey promotion assessment of two cents per bird and all other cash items not specifically listed on the charts.

Depreciation covers buildings and equipment used by birds entered in this study.

Interest on Investment is figured at six per cent of the current value of land, buildings, and equipment used for turkey production.

TABLE I. INCOME AND EXPENSE PER BIRD SOLD

Ranch Flock No.	Flock Size	INCOME			CASH AND DEPRECIATION COSTS							Net Farm Income	NON CASH COSTS		Total Cost	Management Income
		Hen	Tom	Average Income	Feed	Poults	Drugs	Depreciation	Labor	Misc.	Total		Family Labor	Int. on Invest.		
4	A	4.16	6.84	5.48	2.78	.76	.07	.10	.01	.11	3.83	1.65	.17	.02	4.02	1.46
1	D	4.06	6.54	5.19	2.73	.49	.01	.11	.12	.40	3.86	1.33	.23	.13	4.22	.97
6	A	5.64	7.67	6.20	3.51	1.13	.19	- -	.06	.10	4.99	1.21	.34	.13	5.46	.74
5	D	3.65	5.53	4.62	2.82	.83	.23	.06	.01	.34	4.29	.33	.12	.01	4.42	.20
3	C	4.49	5.66	5.11	2.99	.70	.03	.10	.34	.61	4.77	.34	.11	.07	4.95	.16
7	D	3.29	6.17	4.65	3.58	.63	.02	- -	.06	.20	4.49	.16	.06	- -	4.55	.10
2	A	3.88	5.74	4.83	3.24	.54	.05	.27	.03	.50	4.63	.20	.30	.11	5.04	-.21
Avg.		3.98	6.08	4.97	3.06	.69	.08	.07	.10	.34	4.34	.63	.15	.05	4.54	.43

Flock Size:

A: 5,000 - 10,000 B: 10,001 - 15,000 C: 15,001 - 20,000 D: 20,001 - 30,000

The above table shows a wide variation in total cost per bird. This is reflected in several of the items under cash and depreciation costs. The wide variation in average income may indicate a better market price, larger birds, better quality, etc.

TABLE II. INCOME AND EXPENSE PER POUND OF MEAT SOLD

Ranch No.	INCOME			CASH AND DEPRECIATION COSTS							Net Farm Income	NON-CASH COSTS		Total Cost	Management Income
	Hen	Tom	Average Income	Feed	Poults	Drugs	Depreciation	Labor	Misc.	Total		Family Labor	Int, on Invest.		
4	.291	.256	.269	.137	.038	.003	.005	- -	.005	.188	.081	.008	.001	.197	.072
1	.287	.237	.252	.132	.024	- -	.005	.006	.020	.187	.065	.011	.007	.205	.047
6	.332	.247	.295	.167	.054	.009	- -	- -	.005	.235	.060	.016	.006	.257	.038
5	.262	.272	.268	.164	.048	.013	.003	.001	.020	.249	.019	.007	- -	.256	.012
3	.318	.229	.259	.152	.036	.001	.005	.017	.031	.242	.017	.006	.004	.252	.007
7	.256	.244	.246	.189	.033	.001	- -	.003	.011	.237	.009	.003	- -	.240	.006
2	.223	.263	.237	.159	.027	.002	.013	.001	.024	.226	.011	.015	.005	.246	-.009
Avg.	.282	.246	.258	.159	.036	.004	.004	.005	.018	.226	.032	.008	.003	.237	.021

All of the turkey cooperators showed a net farm income or profit above cash and depreciation costs.

TABLE III. TURKEY PRODUCTION AND MANAGEMENT FACTORS

Ranch No.	Number of Broods	AVERAGE AGE SOLD		PER CENT OF FLOCK SOLD			AVERAGE LIVE WEIGHTS			POUNDS FEED		AVERAGE FEED COST	FLOCK LIVABILITY
		Hens (weeks)	Toms (weeks)	Hens	Toms	Culls	Hens	Toms	Flock	Per Bird Sold	Per Lb. Meat Sold	Per cwt.	Per Cent
4	2	22-4 das.	25	50.8	49.2	- -	14.3	26.7	20.4	71.8	3.5	3.87	83.6
1	2	23-3 das.	27	44.6	48.6	6.8	14.1	27.6	20.7	95.7	4.6	2.85	80.9
6	2	23-2das.	27-3das.	70.2	29.3	.5	17.0	25.4	21.0	85.7	4.1	4.10	96.4
5	4	21	23	48.2	51.8	- -	13.9	20.3	17.2	63.4	3.8	4.45	89.2
3	1	22	26	52.6	47.1	.3	14.2	24.7	19.7	75.0	3.8	3.96	84.6
7	3	21-5 das.	26-6das.	48.5	49.1	2.4	12.9	25.3	18.9	82.3	4.4	4.35	92.8
2	1	20-4 das.	26-4das.	35.0	64.9	.1	14.8	25.8	20.4	88.1	4.3	3.68	95.1
Avg.		21-6 das. 26-1da.		49.6	48.4	2.0	14.1	24.7	19.3	79.1	4.1	3.87	87.7

Feed consumption per bird averaged 79.1 pounds compared to 78.1 pounds in the 1959 study. Flock #5 with a feed consumption of only 63.4 pounds per bird was marketed at a younger age than the other flocks.

SUMMARY

In 1960, turkey growers in Riverside County marketed 861,850 turkeys which amounted to \$4,789,730.00.* Both turkey production and income were higher than for the preceding year. Most growers experienced a reasonably good year, especially those who sold before the Christmas holiday market price weakened. Growers who waited too long before selling were forced to put their birds in storage. This resulted in heavy financial losses due to drop in turkey prices and accumulation of storage charges.

Trying to choose the best time to market birds is one of the growers biggest gambles as the price of turkeys at market time is one factor over which he has little control. Average feed cost for growing birds ready to market represented 70.5 per cent of the total production cost as shown in this study.

"It's the little things that can make or break a turkey grower," Management factors which may contribute to the success or failure in the turkey business -- but which the grower should be able to control and thereby reduce production costs -- are:

- Feed required to produce a pound of meat.
- Cost of drugs per bird.
- Hired labor cost per bird.
- Age and weight of birds at marketing.
- Livability of birds.
- Quality of birds marketed.
- Time and method of marketing.
- Adequate shade for hot weather.
- Adequate water for emergencies in hot weather.
- Control of Feed Wastage.

* Riverside County Statistics showing total turkey production and valuation were taken from the Agricultural Commissioner's Report.