



A STUDY OF POULTRY MANAGEMENT

FCR 1954

University of California
Agricultural Extension Service
San Bernardino County

THE 1954 COST STUDY

Viewed from the standpoint of management income, the 1954 Cost Study shows a net loss. After the operator allows himself and family \$1.00 per hour for labor and 5% interest on his investment, the average farm showed a net loss of 23¢ per hen. Since interest on his investment was 25¢ per hen, this practically equals the loss. Thus, if we figure no interest, the average operator made about \$1.00 per hour for his time. Figure it another way: Family labor was 87¢ per hen and hired labor 37¢, or a total labor cost of \$1.24 per hen. Divide this by 1.2 hours and you have \$1.03 per hour for labor -- not good figured from a financial standpoint. Figured for its financial gain, 1954 was one of the worst years in the last thirty.

As viewed by a Farm Advisor, there are some good things to be said for 1954. A lot of poultrymen are more keenly interested in better management practices. A lot have recognized the need for better brooding methods and are doing the job themselves. More are brooding chicks in smaller units. Better ventilation and floor brooding are becoming increasingly popular.

A thorough cleanup of feed means better appetites. A feed trough one-fourth full when the birds are hungry, results in less feed wastage and less picking over of the mash, than when feed hoppers are three-fourths filled to capacity and the birds don't care whether they eat or not. But they do waste a lot of feed. The man who can get 240 to 250 eggs per hen on an 80 to 100% replacement, has a big advantage over the man who requires 160% replacement a year. It costs \$1.75 to produce a pullet to six months of age or productive capacity. Cull hens last year brought an average of 57¢. The difference between \$1.75 and 57¢ is \$1.18. At the 1954 egg price of 38.4¢, the man with 160% replacement must get 37 eggs per hen more a year than the man who only replaces 80%. That is why there is so much more interest in better brooding practices and in better health of chicks, pullets, and the laying flock.

BREAKDOWN OF INCOME AND EXPENSE PER HEN

SAN BERNARDINO COUNTY

Ranch Number	Income Per Hen					Cash and Depreciation Costs Per Hen						Non-Cash Cost			Management Income
	Egg Sales	Poultry Sales	Manure	Change Stock Inv.	Total	Feed	Chix	Misc.	Depreciation	Hired Labor	Total	Farm Income	Family Labor	Interest	
17	9.45	.49	.09	.04	10.07	6.21	.49	.49	.36	.20	7.75	2.32	1.06	.29	.97
7	7.28	.51	.12	.15	8.06	5.20	.49	.28	.14	.61	6.72	1.34	.38	.22	.74
24	8.62	1.18	.06	-.94	8.92	5.01	.55	.33	.34	.56	6.79	2.13	1.12	.29	.72
6	8.06	.49	.09	.05	8.69	5.71	.62	.47	.38	.14	7.32	1.37	.76	.24	.37
3	7.90	.72	.10	-.07	8.65	5.90	.49	.46	.33	.21	7.39	1.26	.74	.19	.33
27	7.60	.46	-	.10	8.16	5.57	.48	.30	.28	-	6.63	1.53	1.17	.17	.19
21	6.91	.19	.06	.44	7.60	4.99	.60	.42	.16	-	6.17	1.43	1.01	.31	.11
25	6.65	.45	.07	.29	7.46	5.02	.64	.35	.16	.70	6.87	.59	.30	.19	.10
9	7.22	.70	.12	1.24	9.28	5.93	1.02	.53	.36	.07	7.91	1.37	.97	.39	.01
4	7.69	.78	.10	.41	8.98	6.26	.65	.35	.22	.06	7.54	1.44	1.22	.30	-.08
28	6.82	.54	.03	-.10	7.29	5.77	.34	.28	.11	.22	6.72	.57	.57	.16	-.16
30	7.00	.64	-	.30	7.94	5.27	.54	.43	.17	.13	6.54	1.40	1.55	.28	-.43
11	7.12	.52	.10	.18	7.92	4.92	.58	1.03	.28	.37	7.18	.74	1.03	.28	-.57
16	6.59	.54	.14	.85	8.12	5.59	1.13	.42	.35		7.49	.63	1.04	.31	-.72
13	6.26	.55	.08	-.29	6.60	4.54	.44	.57	.27	.42	6.24	.36	.96	.24	-.84
18	7.57	.86	.16	-.02	8.57	6.27	.85	.58	.16	1.00	8.86	-.29	.96	.22	-1.47
2	7.65	1.00	.06	.89	9.60	6.81	.96	.53	.64	.02	8.96	4.64	1.70	.58	-1.64
10	7.31	.54	.07	-.07	7.85	6.74	.50	.44	.40	.02	8.10	-.25	1.77	.29	-2.31
31	6.01	1.38	.04	.81	8.24	8.23	1.31	.66	.37	.16	10.73	-2.49	2.03	.35	-4.87
AvHi 9	7.52	.57	.08	.18	8.35	5.43	.60	.38	.25	.39	7.05	1.30	.68	.24	.38
AvLo 10	7.03	.70	.09	.14	7.96	5.86	.66	.54	.25	.35	7.66	.30	1.15	.26	-1.11
Av All	7.32	.62	.09	.16	8.19	5.61	.62	.45	.25	.37	7.30	.89	.87	.25	-.23

EGG PRODUCTION AND SALES DATA

SAN BERNARDINO COUNTY

Ranch Number	Eggs Per Hen	Percent of Market Eggs Sold			% Fall Eggs	% Fall Hens Of Av.	% Prod. During Fall	% Added July-Oct.	Percent Pullets	Value Per Dozen			Price Rec'd Per Cull Hen
		Large	Medium	Small						Av. Price	Net Cost	Mgt. Income	
17	258	-	-	-	32	95	70	43	100	43.5	39.1	4.4	.50
7	219	63	28	9	33	94	63	53	81	38.8	34.9	3.9	.57
24	198	76	16	8	(Record for 243 days)					46.1	42.2	3.9	.62
6	252	71	24	5	36	107	68	36	86	37.7	36.0	1.7	.49
3	243	-	-	-	31	95	66	29	88	38.6	37.0	1.6	.61
27	229	65	25	10	37	115	60	50	97	37.1	36.2	.9	.54
21	227	54	31	15	38	119	60	53	78	34.9	34.3	.6	.33
25	193	50	38	12	35	111	56	38	91	40.2	39.6	.6	.43
9	218	70	25	5	38	113	60	22	81	39.5	39.4	.1	.70
4	234	63	27	10	29	106	64	43	94	37.8	38.2	-.4	.74
28	208	74	21	5	35	114	52	41	90	40.2	41.1	-.9	.80
30	234	50	34	16	37	107	66	40	92	35.3	37.5	-2.2	.57
11	236	54	36	10	32	97	64	34	100	34.3	37.0	-2.7	.53
16	225	52	33	15	45	124	65	63	82	34.0	37.8	-3.8	.48
13	215	58	23	19	42	113	66	52	55	36.9	41.8	-4.9	.60
18	252	57	28	15	34	106	66	41	100	37.1	44.3	-7.2	.59
2	255	65	29	6	33	104	61	48	94	37.0	44.9	-7.9	.63
10	250	51	38	11	35	103	70	32	95	35.4	46.6	-11.2	.41
31	222	60	27	13	46	145	57	77	80	35.4	64.1	-28.7	.78
AvHi 9	228	60	30	10	33	97	61	37	87	39.7	37.7	2.0	.54
AvLo 10	231	59	29	12	36	110	62	46	88	36.6	42.4	-5.8	.60
Av All	229	59	30	11	34	102	62	41	87	38.4	39.6	-1.2	.57

PRODUCTION FACTORS AFFECTING MANAGEMENT PRACTICES AND PROFIT

SAN BERNARDINO COUNTY

Ranch Number	Av. No. Hens	Breed	Type of House	Percent of Laying Flock			Hours Labor Per Hen	Lbs. Feed Per Hen			% Mash	Cost Per Cwt			Percent Chicks Died
				Died	Culled	Added		Total	Est. for Pullets	Est. for Hens		Mash	Grain	Average	
17	2227	Leghorn	Cage	8	88	91	1.2	142	23	119	100	4.36	3.75	4.36	16
7	5411	AW,LR,Leg.	Cage&Floor	7	85	77	1.0	139	19	120	80	3.94	2.84	3.72	24
24	2194	Leg.&R.I.R.	Cage&Floor	23	181	13	1.7	124	10	114	98	3.88	3.92	3.86	8
6	1686	Leghorn	Cages	11	100	119	1.0	138	30	108	99	4.16	3.56	4.15	17
3	4321	Spots	Cages	3	118	112	.9	148	35	113	100	3.98	-	3.98	10
27	1415	Spots	Shed	14	80	131	1.2	133	33	100	100	4.17	-	4.17	11
21	2011	Leghorn	Shed	29	99	166	1.0	140	42	98	64	4.02	2.75	3.56	9
25	7007	Leghorn	Gable	20	100	133	.9	133	33	100	87	3.82	3.19	3.74	14
9	2737	AW& Reds	Cages	11	101	187	1.0	154	47	107	91	3.80	3.19	3.74	25
4	1699	A-W	Cages	7	103	129	1.3	162	32	130	100	3.86	-	3.86	3
28	3117	AW,LX,W&L.	Cages	18	57	98	.8	130	25	105	99	4.40	3.36	4.38	10
30	1649	Leg.AW&G.L.	Mun.Gable	7	111	127	1.6	140	32	108	71	4.03	2.96	3.73	6
11	2492	Leghorn	Cages	11	97	91	1.4	131	23	108	99	3.76	3.25	3.75	-
16	1015	Leghorn	Shed&Roof	6	126	171	1.0	142	43	99	95	3.87	3.51	3.85	13
13	2492	AW&Leg.	Shed Roof	12	100	84	1.3	116	21	95	66	4.30	3.03	3.87	13
18	3747	G.L.X.	Gab.W.&F.	11	145	156	1.8	166	39	127	94	3.73	4.34	3.77	14
2	794	A-W	Shed-Cages	12	153	183	1.7	170	55	115	100	4.00	-	4.00	5
10	1641	A-W	Cages	12	131	143	1.8	150	36	114	100	4.42	4.12	4.42	14
31	1196	Leg&R.Leg.	Cages	19	161	192	2.0	190	48	142	100	4.32	-	4.32	6
AvHi 9	3223	-	-	13	104	114	1.0	138	29	109	89	3.97	2.97	3.86	15
AvLo 10	1984	-	-	12	112	128	1.4	146	32	114	92	4.04	3.27	3.98	9
Av All	2571	-	-	12	108	119	1.2	142	30	112	91	4.00	3.07	3.91	13

SUMMARY OF SAN BERNARDINO COUNTY POULTRY STUDY SINCE 1944

	1944	1945	1946	1947	1948	1949	1950	1951	1952	1953	1954
Number of records	10	8	6	14	19	21	35	27	29	26	19
Average number of hens	1733	1864	1960	2077	2128	1926	1897	2271	2449	2601	2571
Eggs per hen	191	192	194	185	192	196	201	197	207	221	229
Percent fall eggs	30	29	35	32	31	34	35	35	37	35	34
% Production during fall	47	45	51	44	46	50	53	52	56	59	62
Percent Mortality	19	19	18	16	16	17	16	15	15	12	12
Percent culled	75	78	105	68	75	68	79	84	98	97	108
Percent mortality chicks	14	20	12	17	12	13	11	14	13	13	13
Hours labor per hen	2.1	1.6	1.6	1.6	1.7	1.7	1.6	1.4	1.3	1.3	1.2
Pounds feed per hen	130	128	147	141	142	138	132	138	143	144	142
Percent mash	61	70	82	76	78	73	77	80	88	90	91
Cost per cwt: Mash	3.43	3.44	4.15	4.72	4.86	4.33	3.98	4.23	4.62	4.28	4.00
Grain	2.59	2.80	3.30	3.43	3.86	2.88	2.82	3.20	3.77	3.44	3.07
Average	3.11	3.25	4.00	4.41	4.64	3.93	3.71	4.02	4.52	4.20	3.91
Egg-feed ratio	12.2	13.7	12.0	13.2	12.3	13.2	11.5	13.9	10.2	12.2	9.8
Price per cull hen	.96	1.05	1.02	1.14	1.22	.99	.81	.90	.67	.76	.57
Average price per dozen	37.9	44.4	49.3	57.8	57.4	51.7	43.4	55.8	46.5	52.2	38.4
Net cost per dozen	31.0	32.1	41.4	44.8	46.9	42.0	37.1	42.0	45.5	40.7	39.6
Management income	6.9	12.3	7.9	13.0	10.5	9.7	6.3	13.8	1.0	11.5	-1.2
Income per hen	7.54	8.55	9.77	11.04	11.24	9.90	8.53	10.73	9.45	10.99	8.19
Cash cost per hen	5.28	5.48	7.41	7.71	8.27	6.95	6.31	7.10	8.02	7.63	7.30
Farm income per hen	2.26	3.07	2.36	3.33	2.97	2.95	2.22	3.63	1.43	3.36	.89
Mgt. income per hen	1.11	1.95	1.27	2.04	1.68	1.62	1.07	2.29	.19	2.17	-.23

TWENTY FOURTH ANNUAL
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