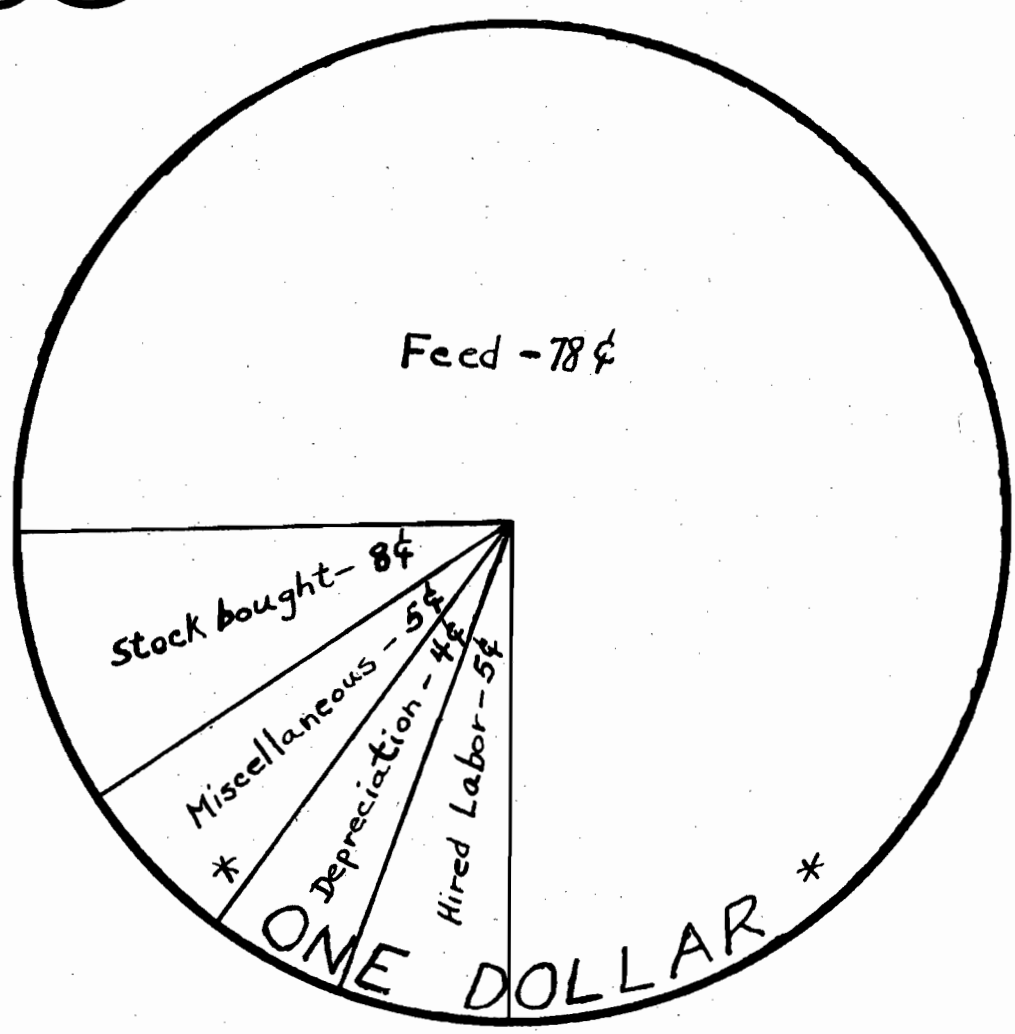


Poultry  
Eggs

1963



POULTRY  
EGG PRODUCTION  
& MANAGEMENT  
STUDY

sonoma county

COMPILED BY

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ISSUED FROM

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George B. Alcorn, Director, California Agricultural Extension Service.

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

This is the fifteenth annual summary of the current Sonoma County Poultry Egg Production and Management Study. This study is conducted by the Agricultural Extension Service in cooperation with 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 thirteen flocks covered. They may or may not be typical of the county, but they do show much useful information on current local production, costs, profits, etc., for all poultrymen and those interested in the business.

In order to realize the greatest value from a management study of this kind, it is necessary to carefully analyze and weigh all management factors which contribute to the success or failure of a poultry enterprise.

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 represents a part of the information available for public use.

## O U T L O O K

Poultrymen may not have a better year in 1964 than they had in 1963. The price received per dozen in 1963 was the same as in 1959.

The chick hatch for 1964 is expected to be about the same as 1963. A larger supply of eggs is in prospect during the year, especially in the second and third quarter.

\* \* \* \* \*

Here is a chart on chicks hatched, average number of layers on farms, egg production and egg prices for years 1958 through 1964\*.

Year	Egg-type chicks hatched (million)	Layers on farms (million)	Egg Prod. cases (million)	U. S. Egg Price per doz (average)	Sonoma County Cost Study egg price (doz average)
1958	596	326	168.7	38.3	38.4
1959	541	306	175.8	31.1	30.7
1960	481	295	170.4	35.7	35.1
1961	529	290	170.2	35.2	33.0
1962	502	297	175.4	33.7	28.7
1963	511	296	175.6	34.0	30.7
1964**	511	297	177.0	32.5	29.5

\* Figures taken from Poultry Survey Committee Report

\*\* 1964 figures estimated by Virgil Stratton

## 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 received 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 I: PROFIT equals INCOME (eggs, stock, misc.) less EXPENSE (feed, labor, other)

Ser. No.	Income Per Hen					Cash & Depreciation Costs Per Hen						Net Farm Inc.	Non-Cash Costs Per Hen		Mgt. Income Per Hen
	Egg Sales	Poultry Sales	Misc. Income	Chng. in Stock Inven.	Total Income	Feed	Stock Bght.	Misc. Costs	Depr.	Hired Labor	Total Expense		Fam. Labor	Int. on Inven.	
4L	5.83	.15	.08	.61	6.67	3.37	1.03	.07	.19	.14	5.07	1.87	.13	.14	1.60
12L	5.65	.14	.02	.64	6.45	3.81	.41	.18	.07	.32	5.01	1.66	.09	.13	1.44
2L	6.05	.23	--	.70	6.98	4.17	.31	.33	.18	.11	5.58	1.87	.31	.17	1.39
13L	7.04	.28	--	-.16	7.16	4.42	.37	.27	.19	.40	6.09	1.51	.26	.18	1.07
8M	6.16	.17	--	.09	6.42	3.94	.40	.15	.22	.45	5.58	1.26	.22	.20	.84
1M	6.03	.15	--	.13	6.31	3.47	.30	.23	.30	.00	5.65	2.02	1.13	.22	.66
3S	5.90	.18	--	.30	6.38	4.12	.28	.29	.31	.02	5.99	1.51	.76	.21	.39
6M	5.44	.14	--	-.18	5.40	3.67	.18	.20	.22	.14	5.23	.98	.68	.14	.17
9L	5.71	.15	.01	-.02	5.85	3.58	.29	.49	.09	.14	5.01	1.26	.29	.13	.84
7L	4.96	.16	--	.42	5.54	3.53	.52	.21	.18	.50	5.21	.59	.13	.14	.33
22M	4.85	.02	--	-1.20	3.67	3.03	--	.21	.25	--	4.04	.17	.41	.14	-.37
19S	5.10	.15	.00	-.40	4.85	3.05	.69	.26	.36	.08	5.48	.41	.85	.19	-.64
18M	5.07	.21	.09	-.19	5.18	3.85	.20	.44	.27	.08	5.85	.33	.83	.18	-.67
8	6.16	.19	.02	.25	6.62	3.92	.45	.21	.19	.24	5.55	1.60	.37	.17	1.07
5*	5.21	.14	.01	-.12	5.24	3.47	.36	.33	.19	.22	5.09	.67	.37	.15	.15
Avg.	5.78	.17	.02	.10	6.07	3.74	.41	.26	.19	.23	5.36	1.24	.37	.16	.71

\* Complex Diseases      S = Below 5,000; M = 5,000 - 10,000; L = 10,000 and up

For the cooperators identification, each flock is assigned a ranch number. Letters of the alphabet indicate flock size. Individual records are listed in each group in order of management income per hen, which appears in the last column. For the first time since we have been running these studies, we have divided the two groups according to disease problems. The last group had the complex diseases, which included coryza; the first group had some complex diseases, but coryza was not diagnosed. If we could take the effect that complex diseases have had on results, and everything else is equal, there would be 93 cents more made per hen in the group that did not have this trouble. However, in the lower group, there were other factors that influenced this difference, but we believe that the disease problems made the big difference.

TABLE II: DISEASES ARE IMPORTANT -- SEE RELATED FACTORS HERE

Ser. No.	Eggs Laid per Hen	Fall Eggs per Fall Hen	% Pullets	% Added July-Oct.	% Mortality	% Chicks Lost	Culled		% Feed Mash	Flock Size	Type of Floor	Diseases, Problems, etc.
							Per Cent	Months 1%				
4	219	61	81	--	12	2	68	9	100	L	wire	Leucosis, N. Fowl Mites
12	229	68	94	56	16	12	67	11	56	L	wire	c.coccidiosis, CRD, Enteritis, Past.,
2	236	80	90	40	22	4	71	4	100	L	wire	CRD, Cann., Newc., Leu., N.F. Mites/Mites
13	261	78	70	61	23	2	89	6	50	L	wire	CRD, Leucosis
8	244	80	99	44	19	4	81	10	73	M	wire	Leucosis, N. Fowl Mites
1	230	76	71	53	14	2	59	2	62	M	wire	Cann., Leucosis, N. Fowl Mites
3	233	72	96	48	20	13	55	8	100	S	wire	Cann., Leucosis, N. Fowl Mites
6	206	64	41	60	11	4	39	4	100	M	wire	Cann., Leucosis, CRD
9	211	68	64	52	17	1	52	3	91	L	wire	Coryza, CRD, N. Fowl Mites, Past.
7	213	65	42	--	18	8	48	3	52	L	wire	Coryza, CRD, N.F. Mite, Blackhead, Past.
22	196	51	57	--	17	--	8	1	100	M	wire	Coryza, Past., CRD /Cann.
19	193	62	69	50	13	--	52	8	100	S	wire	Coryza, N.F. Mites, Pasteurella
18	194	62	77	49	23	12	82	12	52	M	wire	Coryza, Cann., CRD, Laryngotracheitis, Newcastle, Pasteurella, Fowl Mites
8	236	74	80	45	17	5	71	7	75			Diseases reported by cooperators and history of disease diagnosed on each ranch.
5*	201	62	62	30	17	6	48	5	75			
Avg.	219	68	71	38	17	5	62	6	75			

\* Complex diseases S = Below 5,000; M = 5,000 - 10,000; L = 10,000 and up

The mortality is still way too high. Heat did not play a role in mortality as it did in 1961. The eggs per hen were less than any recent year. This was due mainly to three factors: diseases, more old hens were kept than ever before, and the fact that the flock sizes are getting larger.

The type of housing is not as significant as disease problems and the management of the operation. Let me repeat the statement: "It is possible to have good management and production in any of the three main types of housing."

TABLE III: EXPENSE PER HEN IS IMPORTANT TO PROFIT

Ser. No.	Per Cent of Average Number of Hens				Av. Price Cull Hens	Av. Cost per Chick	% Chicks Lost	Average Cost per CWT of Feed			Per Hen				Per Dozen	
	Died	Culled	Added	Diff.				Mash	Grain	M & G	Feed Cost	Lbs M,G	Grit, Shell, Lime-stone	% Mash	Grit, Shell, Lime-stone	Lbs Feed
4L	12	68	49	-31	21.9	*	2	3.25	--	3.25	3.37	103	1.5	100	.1	5.3
12L	16	67	117	34	24.0	28.4	12	3.59	2.75	3.20	3.81	119	--	56	--	6.2
2L	22	71	163	70	32.0	30.5	4	3.30	--	3.30	4.17	126	--	100	--	6.6
13L	23	89	101	11	31.0	32.4	2	4.36	2.65	3.50	4.42	124	6.5	50	.4	5.6
8M	19	81	106	6	25.4	33.4	4	3.52	2.57	3.27	3.94	120	2.9	73	.1	5.7
1M	14	59	76	3	26.4	36.3	2	3.81	2.41	3.28	3.47	104	5.4	62	.3	5.4
3S	20	55	102	27	33.1	24.0	13	3.15	--	3.15	4.12	131	2.7	100	--	6.8
6M	11	39	52	5	36.9	28.6	4	3.35	--	3.35	3.67	110	.5	100	--	6.4
9L	17	52	70	1	29.2	37.9	1	3.51	2.55	3.43	3.58	104	.2	91	--	5.8
7L	18	48	54	-12	32.3	33.0*	8	3.69	2.71	3.25	3.53	106	4.5	55	.5	6.2
22M	17	8	--	-25	24.2	--	--	3.24	--	3.24	3.03	93	.5	100	--	5.6
19S	13	52	68	3	31.3	*	--	3.36	--	3.36	3.05	91	1.4	100	--	5.7
18M	23	82	102	-3	25.1	22.3	12	4.09	2.74	3.45	3.85	111	2.3	52	.2	6.9
8	17	71	96	8	28.3	31.0*	5	3.56	2.62	3.32	3.92	117	2.8	75	.2	5.9
5**	17	48	58	7	29.3	32.9	6	3.64	2.70	3.41	3.47	101	1.9	75	.2	5.9
Avg.	17	62	81	2	28.6	31.5	5	3.55	2.65	3.33	3.74	112	2.5	75	.2	5.9

\*\* Complex diseases

\*No. 4 1.57 = bought started pullets,  
 19 1.35 = not included in average.  
 7 1.59 =

S = Below 5,000  
 M = 5,000 - 10,000  
 L = 10,000 and up

8 1.54 = avg. started pullets

Birds removed from the flock or birds added to the flock during the year resulted in an increase of only 2%.

There was quite a difference in pounds feed per dozen eggs. Many factors bring this about -- amount replacements raised, buying grit or shell separate from feed, calorie content of feed, mortality of young chicks, and feed waste. The ones who bought started pullets should have less feed used as all the feed is charged against the average hen or dozen eggs sold.

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

Ser. No.	Eggs Sold per Hen	Eggs Laid per Hen	Per Cent Prod.	% of All Eggs Sold					% Eggs Sept -Dec	Average Price per Dozen			Cents per Dozen					Net Farm Inc	
				Large	Med.	Sm & Com	Whl-sale	Re-tail		Whl-sale	Re-tail	All Eggs	Feed Cost	Cash Cost	Net Cost	Mgt. Inc	Fam. Labor		Int on Invest
4L	232	219	61.8	88	7	5	99	1	25	30.2	34.7	30.2	17.5	20.5	21.9	8.3	.7	.7	9.7
12L	230	229	63.1	71	19	10	100	0	33	29.4	--	29.4	19.9	20.8	21.9	7.5	.5	.6	8.6
2L	239	236	63.6	77	17	6	97	3	49	31.2	40.7	31.5	21.7	21.8	24.3	7.2	1.6	.9	9.7
13L	265	261	64.3	78	17	5	96	4	33	31.6	40.8	31.9	20.0	25.1	27.1	4.9	1.2	.8	6.8
8M	250	244	66.8	66	25	9	96	4	36	29.5	34.9	29.6	19.0	24.0	26.0	4.1	1.1	.9	6.1
1M	230	230	63.2	83	12	5	87	13	34	29.5	44.9	31.4	18.0	20.8	27.8	3.5	5.9	1.1	10.5
3S	230	233	63.9	74	18	8	79	21	32	29.9	35.0	31.0	21.4	23.6	28.7	2.1	4.0	1.1	7.9
6M	208	206	56.1	85	12	3	91	9	29	30.8	38.7	31.5	21.3	25.8	30.5	1.0	3.9	.8	5.7
9L	216	211	58.0	86	10	4	90	10	33	31.2	35.2	31.6	19.8	24.6	27.0	4.6	1.6	.8	7.0
7L	204	213	58.3	75	17	8	100	0	30	29.1	--	29.1	20.7	25.6	27.2	1.9	.8	.8	3.5
22M	199	196	53.3	91	4	5	100	0	25	29.2	--	29.2	18.2	28.1	31.4	-2.2	2.5	.8	1.1
19S	191	193	52.9	70	16	14	100	0	32	32.0	--	32.0	19.1	29.4	36.0	-4.0	5.4	1.2	2.6
18M	194	194	53.1	77	11	12	92	8	31	31.1	33.9	31.3	23.8	29.3	35.5	-4.2	5.1	1.1	2.0
8	239	236	62.9	78	16	6	95	5	34	30.5	39.5	30.9	19.7	22.9	25.6	5.3	1.8	.9	8.0
5*	205	201	55.1	80	12	8	96	4	30	30.4	34.9	30.5	20.3	26.5	29.5	.9	2.2	.8	3.9
Avg.	226	219	59.0	79	14	7	95	5	32	30.4	38.0	30.7	19.9	24.0	26.9	3.8	2.0	.9	6.6

\* Complex diseases

S = Below 5,000; M = 5,000 - 10,000; L = 10,000 and up

Eggs sold per hen and eggs laid per hen are shown in the second and third columns of this table. The number of eggs sold per hen should be greater than the number laid per hen because the difference is pullet eggs laid before they are entered in the record around six months of age. If there is a loss, there may be either high breakage or some eggs sold and not recorded.

The way the eggs are graded plus retail and the per cent of large eggs produced had a big influence on price received per dozen. Another influencing factor is the type of selling arrangement, which might include egg cleaning at home or in the plant.



**TABLE V: HOW WE COME WITH OTHER YEARS**

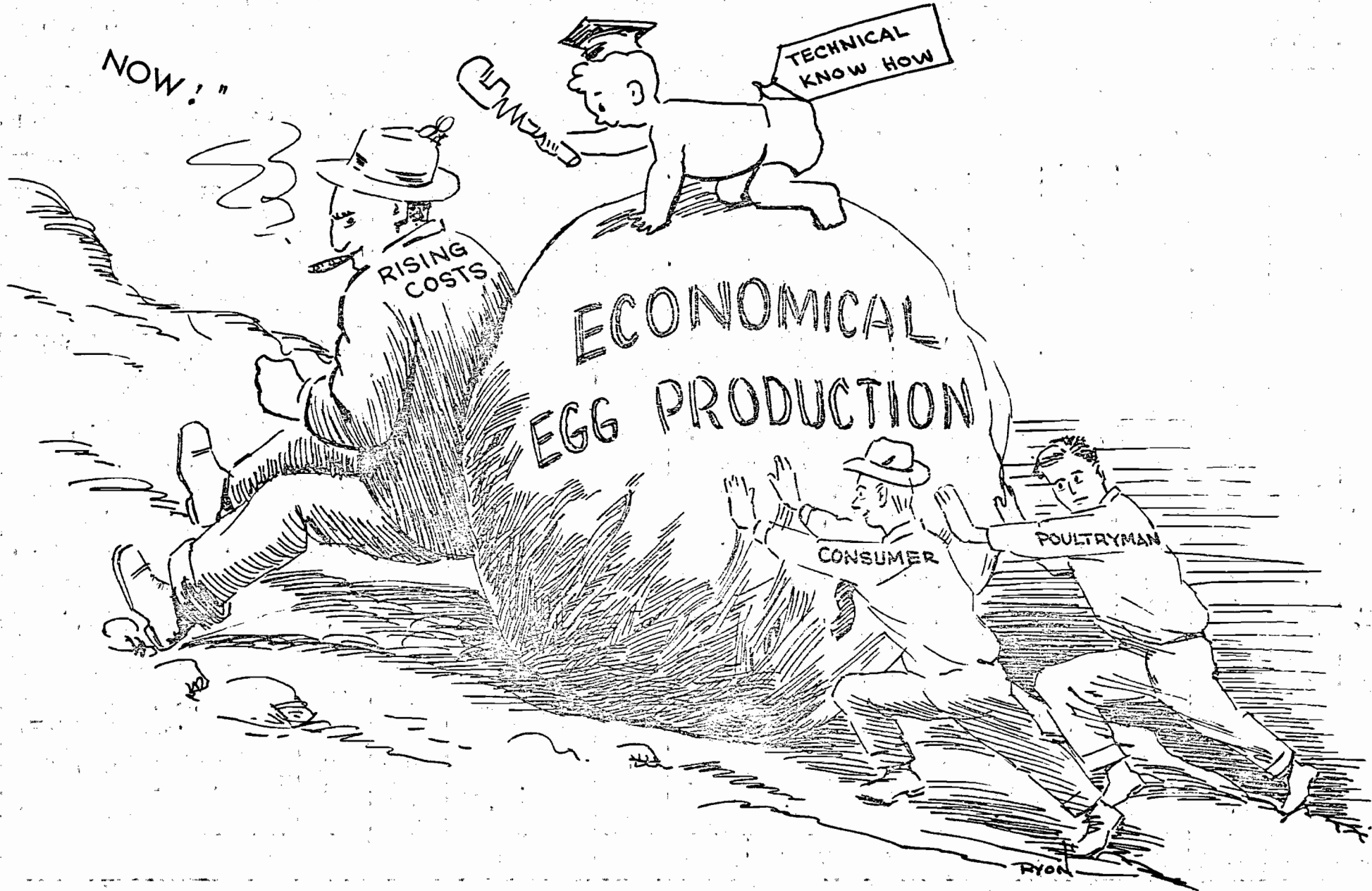
	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
No. of Records	21	24	23	17	24	27	24	24	20	18	18	13	13	13	13
Avg. No. Hens per Flk.	1619	1734	1716	1784	1920	2293	2759	2856	3140	2989	3986	4588	6739	8304	10974
Eggs Laid per Hen	197	210	209	228	218	228	231	232	236	243	243	232	227	226	219
<b>HENS:</b> % Mort.	22	16	14	11	15	13	11	12	11	11	12	15	18	17	17
% Culled	92	82	104	118	97	96	87	101	84	81	65	60	71	68	62
% Added	130	99	121	138	131	129	125	115	108	100	103	95	94	112	81
% Inc./Decr.	16	1	3	9	19	20	27	2	13	8	26	18	6	27	2
Avg. Price M & G (CWT)	3.93	3.67	4.04	4.42	4.14	3.79	3.60	3.58	3.50	3.47	3.44	3.21	3.26	3.24	3.33
Lbs M, G per Hen	141	128	138	146	144	135	135	127	126	123	122	124	116	117	112
% Mash	64	62	55	57	53	56	49	55	59	61	70	71	81	71	75
Hrs. Labor per Hen	1.8	1.4	1.5	1.2	1.2	1.2	1.0	1.0	1.1	.9	.8	.7	.5	.5	.4
Avg. Price per Dz. Eggs	49.5	41.9	54.9	48.6	55.0	40.7	42.8	40.1	36.7	38.4	30.7	35.2	33.0	28.7	30.7
Net Cost per Dz.	45.1	37.8	42.3	42.3	42.3	38.3	33.3	33.8	32.5	31.4	28.6	30.7	29.5	28.3	26.9
Mgt. Inc. per Dz.	4.4	4.1	12.6	6.3	12.7	2.4	9.5	6.3	4.2	7.0	2.1	5.4	3.5	.3	3.8
<b>INC. PER HEN:</b> Egg Sales	8.19	7.36	9.74	9.47	10.37	8.05	8.59	8.11	7.58	8.01	6.49	6.95	6.33	5.58	5.78
Poultry Sales	.67	.73	1.32	1.01	.95	.57	.56	.56	.40	.42	.26	.21	.19	.17	.17
Miscellaneous Income	.22	.22	.30	.05	.03	.04	.02	.02	.02	.01	--	--	--	.01	.02
Inventory Change	.26	--	-.12	.28	.57	.43	.60	.07	.10	.07	.54	.26	.18	.30	.10
<b>TOTAL INCOME</b>	9.34	8.31	11.24	10.81	11.92	9.09	9.77	8.76	8.10	8.51	7.29	7.42	6.70	6.06	6.07
<b>CASH &amp; DEPR. COSTS:</b> Feed	5.68	4.78	5.66	6.51	6.03	5.15	4.91	4.60	4.46	4.32	4.25	3.89	3.80	3.83	3.74
Stock Bought	--	.53	.74	.78	.66	.60	.53	.48	.45	.51	.81	.60	.57	.77	.41
Miscellaneous	.68	.45	.53	.48	.57	.62	.47	.49	.46	.42	.32	.34	.38	.30	.26
Depreciation	.23	.21	.30	.32	.26	.27	.25	.26	.27	.27	.30	.28	.23	.22	.19
Hired Labor	.25	.26	.38	.15	.17	.24	.22	.24	.27	.30	.19	.24	.23	.21	.23
<b>TOTAL CASH &amp; DEPR. COSTS</b>	6.84	6.23	7.61	8.24	7.69	6.88	6.38	6.07	5.91	5.82	5.87	5.35	5.21	5.33	4.83
<b>FARM INCOME</b>	2.50	2.08	3.63	2.57	4.23	2.21	3.38	2.69	2.19	2.69	1.42	2.07	1.49	.73	1.24
Family Labor	1.51	1.12	1.11	1.06	1.55	1.45	1.20	1.16	1.10	1.02	.96	.78	.60	.49	.37
Interest on Investment	.26	.24	.29	.28	.28	.29	.28	.27	.23	.22	.19	.21	.21	.17	.16
<b>MANAGEMENT INCOME</b>	.73	.72	2.23	1.23	2.40	.47	1.90	1.26	.86	1.45	.27	1.08	.68	.07	.71

The above study averages for Sonoma County for the last fifteen years represents a small sample from a large poultry industry and should indicate trends. However, they should not be considered applicable to the entire poultry business in this county. The 1963 records show a decided increase in number of birds per ranch, and the trend toward increasing flock size is continuing. Egg prices and farm income per hen are the second lowest since the beginning of this study. The 1963 poultrymen received 2.0 cents more per dozen than in 1962. In addition, we had a better cull price in 1963 -- 6.2 cents per hen better than 1962. The total costs were lower than we have ever had. The second lowest average egg price was only 30.7 cents per dozen, the same as in 1959. The question is: Will the egg prices for 1964 be similar to 1963 or 1962? The answer will be in the 1964 Poultry Egg Production and Management Study or other market information.

" JUNIOR,

Strike

NOW!"



RYON