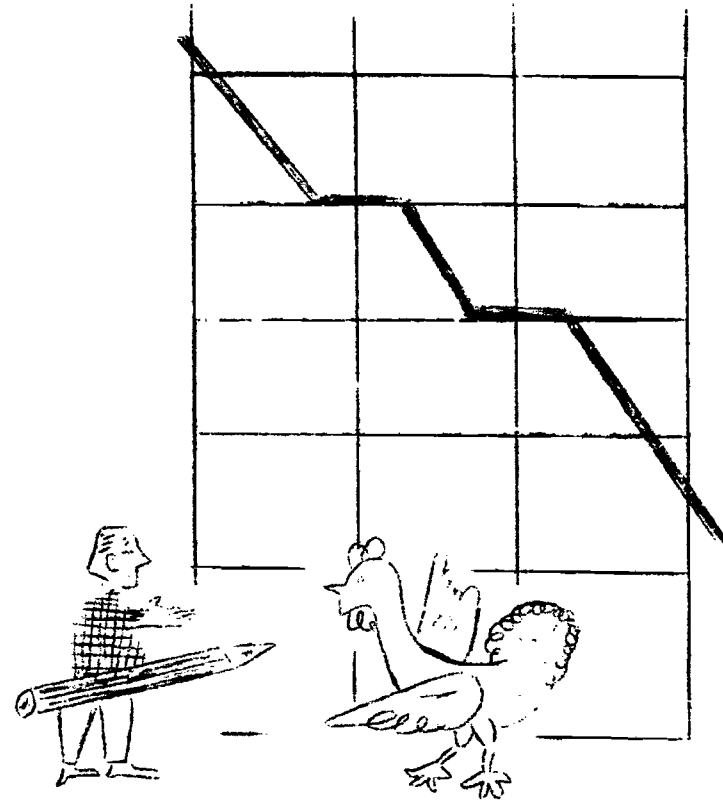


TULARE COUNTY

PY-VS-59

1959

POULTRY MANAGEMENT
STUDY



UNIVERSITY OF CALIFORNIA AGRICULTURAL EXTENSION SERVICE

This study would not have been possible without the interested poultrymen who co-operated by sending in their monthly reports.

UC Cooperative Extension

TABLE OF CONTENTS

	Definitions of terms used	Page 1
I.	Cost and income comparisons on a hen basis -- not ranked	Page 2
II.	Replacement comparisons on a laying flock basis -- not ranked	Page 3
III.	Feed consumption and production per hen comparisons -- ranked according to production per hen	Page 4
IV.	Income and expenses per hen comparisons -- ranked according to farm income (see definitions)	Page 5 & 6
V.	Cost and income per dozen -- ranked according to management income (see definitions).	Page 7

DEFINITIONS OF TERMS USED

Costs and Income	are based on totals for the year divided by the average number of birds over six months of age. Minus values appear in parenthesis.
Interest on Investment	is the average investment in land, buildings and equipment, stock, and feed, at 5 per cent.
Total	includes all cash income plus change in stock inventory.
Family Labor	is based on the hourly wage rate in the area.
Farm Income	is total income minus cash costs and depreciation.
Management Income	is farm income minus family labor and interest on investment.
Feed Conversion	is the pounds of feed used to produce a dozen eggs.
Eggs per Hen	is total eggs laid divided by average number of layers for the year.
Change in Stock Inventory	is the value of stock on hand at the beginning of the year minus the value of stock on hand at the end of the year.

I. COST AND INCOME COMPARISONS

[no RANKING]

Ranch Number	Price Received Per Cull	Cost Per Chick	Cost Started Pullet	Cost Feed Cwt.	Price Received Doz. Eggs
13	23.7¢	-----	-----	\$3.45	31.5¢
7 <u>1</u>	28.2	38.5¢	\$1.50	3.91	29.4
9	31.3	44.0	-----	3.12	32.3
1	32.5	37.3	1.53	3.26	29.9
14	36.3	35.3	-----	3.63	31.9
17	30.8	40.1	-----	3.76	33.0
11	32.2	33.0	1.43	3.43	31.3
8	29.6	29.9	-----	3.35	32.6
5	29.5	44.9	-----	3.81	30.3
2	41.3	43.5	-----	3.71	31.3
16	33.8	31.8	1.55	3.58	31.4
Ave. 1959	32.5¢	37.8¢	1.50	\$3.51	31.4¢
Ave. 1958	48.0¢	39.0	-----	\$3.59	37.6¢

1 Not included in averages

II. REPLACEMENT COMPARISONS OF LAYING FLOCKS (NO RANKING)

Ranch Number	Average No. hens	% Died	% Culled	% Added	% Change	% Chick Loss
13	4715	10.9	2.8	-----	(14)	-----
7 ^Δ	5631	11.7	63.8	225.2	+150	2.3
9	2684	10.2	146.9	59.6	(98)	6.7
1	3701	8.9	79.6	118.0	+30	3.3
14	4703	22.0	63.6	95.6	+10	13.3
17	5156	10.0	38.9	55.4	+7	11.4
11	4718	15.0	117.1	155.0	+23	6.0
8	5003	25.6	116.9	184.4	+42	6.6
5	2625	17.6	105.4	113.3	(10)	8.5
2	2806	11.0	90.1	93.9	(7)	2.0
16	4729	13.8	86.1	98.4	(2)	6.8
Ave. 1959	4084	14.9	80.4	98.4	+3	6.0
Ave. 1958	3920	12.8	82.7	113.0	+18	7.5

Per cent change in the laying flock may or may not affect the income from change in stock inventory. Inventory income includes all ages of birds. If a ranch had a large number of replacement birds on hand at year's end, the inventory income could be plus while the laying flock could have decreased in number.

^Δ Not included in averages

III. FEED CONSUMPTION AND PRODUCTION PER HEN

[RANKED ACCORDING TO PRODUCTION]

Ranch Number	Feed Consumption			Con- version	Eggs Per Hen
	Total	Young	Hens		
2	133	23	110	5.1	258
11	122	28	94	4.5	248
1	117	26	91	4.5	245
14	118	24	94	4.7	243
5	121	28	93	4.8	234
16	121	25	96	5.2	228
9	116	15	101	5.4	227
13	95	--	95	5.2	222
17	99	14	85	4.8	211
6	116	32	84	4.8	211
7 ₁	112	12	100	5.0	204
Ave. 1959	114	21	93	4.8	231
Ave. 1958	123	30	93	4.7	236

This table is influenced by the preceding one. Young stock raised, mortality, and culling all influence feed consumption.

1 Not included in averages

IV. INCOME AND EXPENSES PER HEN

TULARE COUNTY 1959

Ranch No.	Income Per Hen				Cash Costs & Depreciation Per Hen						Total Cash Costs	Farm Inc.	Non-Cash Costs		
	Egg Sales	Poultry Sales	Misc. Inc.	Change Stock Inv.	Total Income	Total Feed Costs	Chicks Bought	Misc.	Hired Labor	Depreciation			Family Labor	Int. on Inv.	Mgt. Inc.
7 /2	\$6.16	\$.18	---	\$1.46	\$7.80	\$4.41	\$.33	\$.38	\$.41	\$.35	\$5.88	\$1.92	\$.67	\$.21	\$1.04
9	6.11	.46	.11	(.51)	6.17	3.68	.48	.12	.02	.22	4.52	1.64	.65	.21	.79
1	6.40	.26	.11	.01	6.78	3.86	.53	.24	.43	.20	5.26	1.51	.54	.17	.78
17	5.48	.12	.01	.67	6.28	3.76	.25	.60	.05	.19	4.85	1.43	.85	.15	.43
14	6.34	.23	.01	.19	6.76	4.34	.48	.27	.08	.22	5.39	1.36	.62	.17	.57
13	5.73	.01	.04	(.14)	5.64	3.31	---	.20	.72	.26	4.49	1.15	.02	.05	1.09
11	6.50	.38	.30	(.45)	6.73	4.21	.92	.17	.02	.35	5.67	1.06	.63	.21	.22
2	6.92	.33	.03	(.29)	6.99	4.93	.40	.33	.04	.29	5.99	1.00	1.03	.24	(.19)
5	6.28	.31	---	.07	6.66	4.69	.64	.29	---	.28	5.90	.76	.67	.23	(.14)
16	5.82	.28	.09	(.24)	5.95	4.37	.27	.41	.02	.39	5.46	.49	.44	.26	(.21)
8	5.60	.34	.15	(.15)	5.94	3.97	.40	.60	.60	.11	5.68	.26	---	.11	.15
Ave. 1959	6.03	.25	.09	-.05	6.32	4.07	.42	.40	.22	.25	5.36	.96	.51	.17	.28
Ave. 1958	7.50	.40	.08	.44	8.42	4.46	.59	.34	.27	.27	5.93	2.49	.64	.23	1.62

/1 Ranked according to farm income

/2 Not included in the average

We have ranked ranches according to farm income this year. Farm income takes into account the two non-cash items of change in stock inventory and depreciation. It does not include accounting of family labor and interest on investment. These last two items were eliminated from the ranking system because the ranch manager in many cases does not have much to say about interest on investment and family labor is at best an estimate. Therefore, using these two items in a ranking system would be an unfair comparison of a manager's efficiency.

Check the averages on the preceding page and you will find a reversal of the trends that have developed over the past few years. "Purchasing Power" and "Marketing Ability" played large roles in this year of low egg prices. Take the time to compare total income with "out of pocket" costs and you will note that this year costs were much more important than income. The ranches that survive during periods of low prices are those that can cut costs to the minimum.

V. COSTS AND INCOME PER DOZEN
(RANKED ACCORDING TO MANAGEMENT INCOME)

Ranch Number	% Retail	Value Per Dozen		
		Total Income	Total Cost	Mgt. Income
13	4	31.0	25.1¢	5.9¢
7/1	2	37.3	32.3	5.0
9	7	32.6	28.4	4.2
1	2	31.7	28.0	3.7
14	13	33.7	30.9	2.8
17	--	37.8	35.2	2.6
11	2	32.4	31.4	1.0
8	--	34.6	33.7	0.9
5	2	32.1	32.7	(0.6)
2	1	31.6	32.8	(0.8)
16	17	32.1	33.2	(2.1)
Ave. 1959	--	32.9	31.5	1.4
Ave. 1958	--	37.6	29.9	7.7

1 Not included in averages