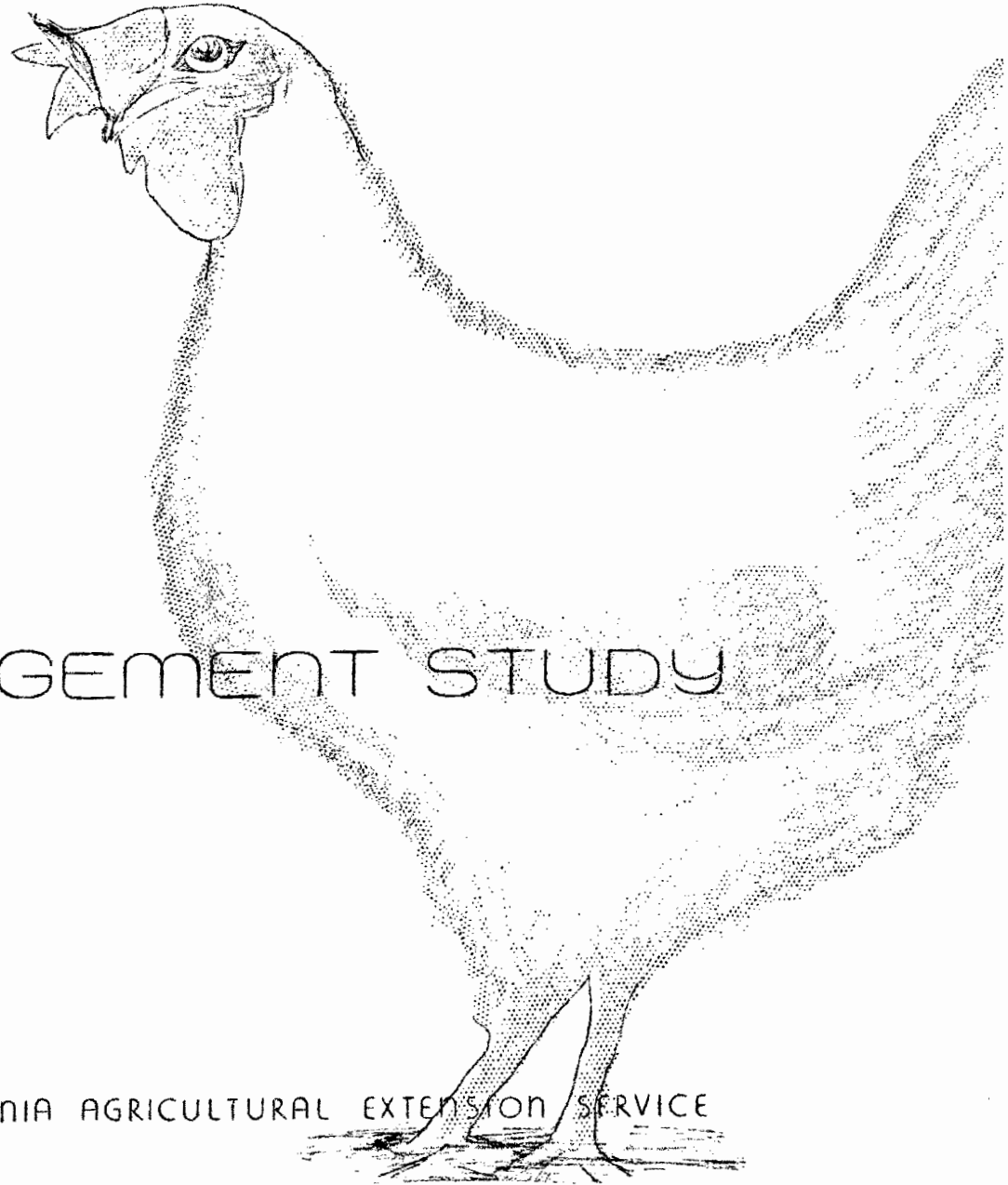


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POULTRY MANAGEMENT STUDY

LOS ANGELES COUNTY

UNIVERSITY OF CALIFORNIA AGRICULTURAL EXTENSION SERVICE

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

The author wishes to acknowledge the fine cooperation of Mrs. Clemence Temm who compiled the statistical data of this study.

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DEFINITIONS OF TERMS USED

Costs and Income	are based on totals for the year divided by the average number of birds over five months of age.
Interest on Investment	is the average investment in land, buildings and equipment, stock, and feed, at 5 per cent
Cash Income (Col. #3) (Chart IV)	is total income minus cash costs.
Family Labor	is based on the hourly wage rate in the area.
Net Income (Col. #5) (Chart IV)	is cash income minus family labor.
Management Income (Col. #8) (Chart IV)	is net income minus depreciation 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.
Size of Flock	C - 1,000 - 1,500 D - 1,500 - 2,000 E - 2,000 - 5,000 F - 5,000 - 10,000 G - Over 10,000

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
	¢	¢ (1)	¢	¢	¢
302 E	54.0	28.0	-	3.49	38.8
301 E	58.7	40.0	1.60	3.50	38.7
300 F	58.7	40.5	1.57	3.49	38.3
311 G	63.0	42.1	-	2.71 (3)	38.0
289 E	59.3	38.4	1.70	3.48	37.7
308 E	48.1	36.6	-	3.12	35.9
305 D	38.6	33.7	-	3.52	35.9
11 C	42.8	37.5	-	4.17	38.9
295 E	44.5	45.0	-	3.41	38.4
303 E	60.5	39.8	-	3.27	38.6
* 310 F	43.1	38.2	-	3.68	35.1
304 E	38.1	37.4	-	3.48	34.5
294 G	64.2	40.2	1.45	3.08	37.1
167 E	31.5	36.7 (2)	-	3.31	36.4
296 F	35.1	35.6	-	3.68	37.3
* 298 F	30.0	34.4	1.65	3.89	38.8
Avg.	55.3	39.5	1.48	3.39	37.6
Avg. Hi 5	60.8	40.3	1.66	3.49	38.1
Avg. Lo 5	40.5	38.5	1.45	3.55	37.1

The high 5 records received more money for their culls and eggs than the low five records. They also paid less for feed and more for chicks.

* Not included in the averages
 (1) 42% home hatched
 (2) 43% home hatched
 (3) Ingredient cost only

II. REPLACEMENT COMPARISONS OF LAYING FLOCKS (no ranking)

Ranch Number	% Died	% Culled	% Added	% Change
302 E	6	101	105	-2
301 E	9	93	103	+1
300 F	7	90	95	-2
311 G	10	81	99	+8
289 E	7	81	83	-5
308 E	19	76	101	+6
305 D	8	69	126	+49
11 C	10	71	121	+40
295 E	35	60	26	-69
303 E	13	68	74	-7
* 310 F	11	63	69	-5
304 E	10	98	88	-20
294 G	7	80	123	+36
167 E	12	82	113	+19
296 F	14	93	116	+9
* 298 F	19	77	99	+3
Avg.	11	82	101	+8
Avg.Hi 5	9	85	98	+4
Avg.Lo 5	12	84	101	+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. The high five records had less mortality than the low five. They also culled more, replaced less, and changed less.

* Not included in the averages

III. FEED CONSUMPTION AND PRODUCTION PER HEN

[RANKED ACCORDING TO PRODUCTION]

Ranch Number	Feed Consumption			Feed Con- version	Eggs Per Hen
	Total	Young	Hens		
11 C	137	27	110	4.9	270
305 D	142	28	114	5.2	262
302 E	131	23	108	5.0	260
289 E	112	18	94	4.5	250
304 E	125	19	106	5.1	248
301 E	113	23	90	4.4	247
300 F	111	21	90	4.4	247
311 G	141	22	119	5.8	247
294 G	125	19	106	5.3	242
* 310 F	108	15	93	4.7	239
308 E	122	22	100	5.1	236
303 E	116	16	100	5.2	230
296 F	128	26	102	5.4	230
295 E	124	6	118	6.5	219
167 E	133	25	108	6.0	216
* 298 F	121	22	99	6.2	193
Avg.	126	21	105	5.2	243
Avg.Hi 5	129	23	106	4.9	258
Avg.Lo 5	125	19	106	5.6	226

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

* Not included in the average

IV. INCOME AND EXPENSES PER HEN

LOS ANGELES COUNTY 1958

Ranch No.	Income Per Hen					Cash Costs Per Hen					Cash Inc. #1-#2	Family labor	Net Inc. #3-#4	Non-Cash Costs		
	Egg Sales	Poultry Sales	Misc. Inc.	Change Stock Inv.	Total Inc.	Total Feed Costs	Chicks Bought	Misc.	Hired Labor	Total Cash Costs				De-prec.	Int. on Inv.	Mgt. Inc. #5-#6-#7
	\$	\$	\$	\$	Col.1	\$	\$	\$	\$	Col.2	Col.3	Col.4	Col.5	Col.6	Col.7	Col.8
302 E	8.42	.55	.09	.02	9.08	4.57	.31	.45	.14	5.47	3.61	1.36	2.25	.35	.29	1.61
301 E	7.97	.54	.02	.34	8.87	3.95	.58	.35	.50	5.38	3.49	.78	2.71	.74	.41	1.56
300 F	7.88	.53	-	.42	8.83	3.87	.44	.49	.55	5.35	3.48	.63	2.85	.56	.33	1.96
311 G	7.83	.51	.03	.55	8.92	3.82	.73	.37	.67	5.59	3.33	.10	3.23	.35	.36	2.52
289 E	7.84	.48	.10	-.32	8.10	3.89	.59	.29	.15	4.92	3.18	.53	2.65	.12	.23	2.30
308 E	7.05	.36	-	.14	7.55	3.81	.40	.34	-	4.55	3.00	.88	2.12	.26	.35	1.51
305 D	7.84	.27	-	.77	8.88	4.98	.51	.43	.03	5.95	2.93	1.45	1.48	.09	.29	1.10
11 C	8.66	.31	-	.56	9.53	5.71	.48	.54	-	6.73	2.80	1.70	1.10	.74	.57	-.21
295 E	7.01	.26	1.17	-.70	7.74	4.22	.16	.45	.11	4.94	2.80	1.29	1.51	.26	.40	.85
303 E	7.41	.42	.02	-	7.85	3.81	.43	.66	.23	5.13	2.72	.80	1.92	.81	.41	.70
* 310 F	6.92	.27	.09	.25	7.53	4.00	.40	.39	.25	5.04	2.49	.41	2.08	.34	.33	1.41
304 E	7.13	.37	-	.21	7.71	4.38	.56	.44	-	5.38	2.33	1.19	1.14	.57	.30	.27
294 G	7.50	.46	.05	.38	8.39	3.87	.99	.52	.88	6.26	2.13	.26	1.87	.61	.27	.99
167 E	6.54	.26	.47	-	7.27	4.53	.25	.25	.51	5.54	1.73	.74	.99	.08	.14	.77
296 F	7.15	.32	.09	.10	7.66	4.78	.43	.55	.34	6.10	1.56	.44	1.12	.40	.63	.09
* 298 F	6.23	.23	-	.03	6.49	4.73	.54	.54	.52	6.33	.16	.69	-.53	.26	.53	-1.32
Avg.	7.61	.45	.10	.29	8.45	4.06	.62	.43	.50	5.61	2.84	.52	2.32	.43	.36	1.53
Avg. Hi 5	7.88	.52	.04	.40	8.84	3.89	.64	.37	.16	5.46	3.38	.36	3.02	.39	.35	2.28
Avg. Lo 5	7.19	.34	.13	.10	7.76	4.49	.42	.50	.28	5.69	2.07	.79	1.28	.48	.42	.38

* Not included in averages

/1 Ranked according to Cash Income - Col.3

We have used a cash income this year which includes cash income and cash costs, but not depreciation, family labor, or interest on investment. This change was brought about by the feeling that ranch managers do not have much to say about their non-cash costs of interest and depreciation. Therefore, using these two items in a ranking system would be an unfair comparison of a manager's efficiency. Family labor was not used in this comparison because at best it is an estimate.

Check the averages on the preceding chart and you will find a trend that developed over the past few years. Cash income per hen governed mainly by egg prices and production was more important than cash costs for determining net income. By comparing the average of the top five against averages of the bottom five, you will find that there was only a slight difference in cash costs per hen. However, compare income per hen and you will find that there was a difference of \$1.08 in favor of the top five. This difference is less than the one appearing in last year's study and as our birds become more efficient the difference will become even smaller. Items like "Purchasing Power" and "Marketing Ability" will play a bigger role in the future.

V. COSTS AND INCOME PER DOZEN

(RANKED ACCORDING TO MANAGEMENT INCOME)

Ranch Number	% Retail	Value Per Dozen		
		Average Price	Total Cost	Mgt. Income
		¢	¢	¢
311 G	2	38.0	25.8	12.2
289 E	19	37.7	26.6	11.1
300 F	13	38.3	28.8	9.5
308 E	-	35.9	28.2	7.7
301 E	16	38.7	31.1	7.6
302 E	28	38.8	31.4	7.4
* 310 F	6	35.1	27.9	7.2
305 D	2	35.9	30.9	5.0
294 G	-	37.1	32.2	4.9
295 E	27	38.4	33.8	4.6
167 E	26	36.4	32.1	4.3
303 E	3	38.6	34.9	3.7
304 E	5	34.5	33.2	1.3
296 F	-	37.3	36.9	.4
11 C	4	38.9	39.8	-.9
* 298 F	-	38.8	47.0	- 8.2

* Not included in the averages

EGG SIZE COMPARISONS

Ranch Number	% Sold Large	% Sold Medium	% Sold Small	% Sold Comm.
302 E	73	20	3	4
301 E	70	23	5	2
300 F	68	24	5	3
311 G	75	18	4	3
289 E	-	-	-	-
308 E	60	30	9	1
305 D	68	21	6	5
11 C	56	32	10	2
295 E	71	12	3	14
303 E	81	16	2	1
310 F	-	-	-	-
304 E	59	26	10	5
294 G	67	23	5	5
167 E	-	-	-	-
296 F	62	29	8	1
298 F	-	-	-	-
Avg.	70	21	5	4
Avg. Hi 5	74	19	4	3
Avg. Lo 5	67	23	6	4