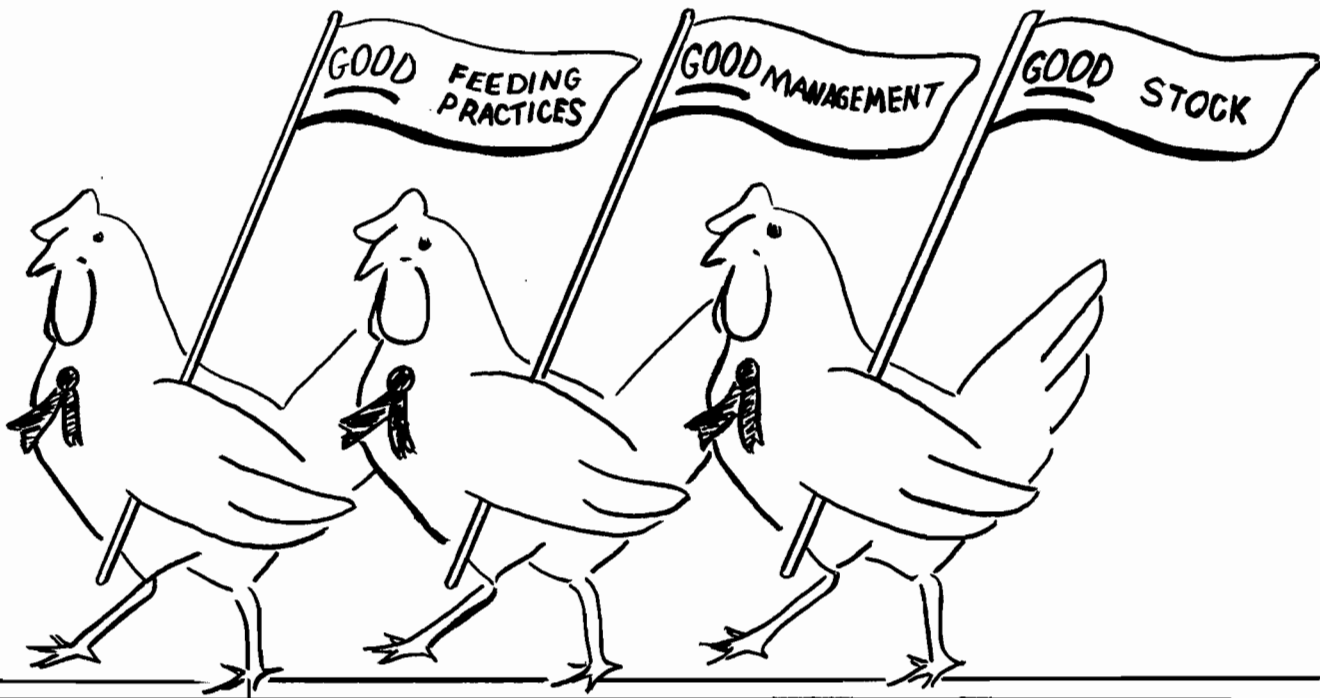


1955
SONOMA COUNTY
POULTRY EGG PRODUCTION
and MANAGEMENT STUDY



COMPILED BY:
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CONDUCTED BY:
Agricultural Extension Service
University of California - and
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I N T R O D U C T I O N

This is the Seventh Annual Summary of the current Sonoma County Poultry Management Study. Twenty-four records, all from Sonoma County, cover the calendar year 1955. This study is conducted by the Agricultural Extension Service in cooperation with an interested group of 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 24 flocks covered. They may or may not be typical of the county, but they do show much useful information on current local production, costs, and profits for all poultrymen and those interested in the business.

This study is being continued under conditions which change from year to year. 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 presents a part of the information available for public use.

O U T L O O K

The year 1955 was a more profitable year than 1954 for egg producers. Contrary to last year, egg prices were higher in fall than in spring, which is normal. 1954 was the first time prices were higher in spring than fall.

We can expect an increase in the number of pullets started this year as a result of good fall egg prices combined with an abundance of feed in the grain producing states and relatively low feed costs. Consequently, egg prices through most of 1956 are likely to average lower than in 1955.

More eggs, chickens, and turkeys are likely to be produced on farms in 1956 than 1955. Eggs, broilers, and fryers are setting new all time production records for 1956. The number of turkeys produced in 1955 was only 4 per cent below the all time high in 1954.

Increased efficiency, especially in the Middle West where all surplus eggs are being produced, will also have some effect on the market. Their changing from heavy to light chickens will make for more efficiency. The poultryman who is making a living with poultry must do the most efficient job possible to continue in business in view of this Outlook report.

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 receives 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 pullets of this age at the beginning and end of the year by the total hens and pullets at these times.

TABLE 1: PROFIT equals INCOME (eggs, stock, misc.) less EXPENSE (feed, labor, other).

Ser. No.	Income Per Hen			Cash and Depreciation Costs Per Hen								Net Farm Income	Non-Cash Costs Per Hen		Management Income
	Egg Sales	Poultry Sales	Manure	Chg. in Stock Invent.	Total Income	Feed	Chicks Bght.	Misc. Costs	Depre- ciation	Hired Labor	Total Cost & Depr.		Family Labor	Int. on Invest.	
3	10.48	.88	--	.67	12.03	5.66	.66	.29	.17	.51	7.29	4.74	.64	.26	3.84
11	10.83	.57	--	1.15	12.55	5.27	.52	1.32	.21	.20	7.53	5.02	1.56	.25	3.21
9	8.13	.67	--	.88	9.68	4.32	.34	.38	.08	.20	5.32	4.26	.84	.26	3.26
8	8.94	.53	.01	1.27	10.75	4.91	.74	.33	.22	.03	6.23	4.52	1.15	.26	3.11
24	9.55	.68	.06	.05	10.34	4.83	.40	.39	.26	--	5.88	4.46	1.10	.29	3.07
14	7.98	.57	.06	.92	9.53	4.66	.59	.28	.27	.19	5.99	3.54	.69	.34	2.51
13	8.40	.06	--	.71	9.17	4.36	.38	.34	.16	.02	5.26	3.91	1.41	.18	2.32
21	9.48	.58	.01	.92	10.99	5.55	.66	.34	.33	1.36	8.24	2.74	.23	.32	2.19
17	9.03	.54	--	.07	9.50	4.75	.38	.37	.13	--	5.63	3.87	1.63	.23	2.01
16	8.57	.54	.06	1.47	10.64	5.32	.69	.38	.20	.02	6.61	4.03	1.85	.26	1.92
22	9.05	.57	--	.01	9.63	4.42	.47	.94	.32	.02	6.17	3.47	1.30	.25	1.91
4	8.73	.45	--	.41	9.59	4.88	.68	.50	.25	.86	7.17	2.42	.45	.24	1.73
29	8.36	.63	.04	.50	9.53	5.15	.31	.55	.47	.01	6.49	3.05	1.06	.39	1.59
7	7.31	.46	.18	.09	8.04	4.67	.55	.49	.07	--	5.78	2.26	.92	.17	1.17
1	9.88	.73	.04	.14	10.79	5.33	.54	.57	.45	.10	6.99	3.80	2.60	.37	.83
18	7.98	.27	--	.21	8.46	4.35	.46	.40	.18	--	5.39	3.07	2.03	.23	.81
10	8.75	.65	--	.39	9.79	5.52	.55	.67	.29	.39	7.42	2.37	1.32	.29	.76
2	7.73	.55	--	.19	8.47	4.74	.48	.72	.22	.32	6.48	1.99	.96	.27	.76
20	8.04	.29	.03	1.24	9.60	5.39	.67	.55	.33	--	6.94	2.66	1.70	.25	.71
6	8.70	.62	--	.41	9.73	5.02	.47	.35	.51	--	6.35	3.38	2.65	.38	.34
12	9.43	.75	--	1.35	11.53	6.51	.57	.96	.62	--	8.66	2.87	2.18	.45	.23
19	7.90	.46	--	-.15	8.21	5.13	.37	.39	.26	.03	6.18	2.03	1.60	.29	.14
28	7.91	.55	--	.66	9.12	4.53	.77	.94	.76	.05	7.05	2.07	2.81	.38	-1.13
15	6.55	.72	.02	-.73	6.56	5.42	.56	.16	.43	--	6.57	-.01	1.26	.30	-1.57
Hi 12	8.89	.57	.02	.78	10.26	4.85	.54	.44	.21	.29	6.33	3.93	.98	.27	2.68
Lo 12	8.00	.54	.04	.26	8.84	5.01	.52	.54	.34	.08	6.49	2.35	1.62	.30	.43
Ave.	8.59	.56	.02	.60	9.77	4.91	.53	.47	.25	.22	6.38	3.38	1.20	.28	1.91

Individual records are listed above in order of management income per hen, which appears in the last column. The first 12 records make up the Hi 12, or more profit group, for which averages appear at the bottom of the table. Notice that the Hi 12 sold eggs for 89¢ more per hen than the Lo 12. The Hi 12 had a management income of \$2.68 per hen as compared to \$.43 per hen in the Lo 12. The latter figure is exactly the same as our 1954 Study. There is a rather wide range in earnings among these 24 flocks; from a management income of \$3.84 per hen to a low of -\$1.57. In the farm income the range was from a total, or net, earning of \$5.02 per hen down to a low of -\$0.01. Some of this difference may be due to luck or chance but most of it can be attributed to management. Decisions pertaining to source of stock, number and timing of replacements raised, methods of feeding, plus the selection and purchasing of feeds, marketing and handling eggs, and disease prevention are important influences on results and profits.

TABLE 2: DISEASES ARE IMPORTANT - SEE RELATED FACTORS HERE

Ser. No.	Eggs Laid Per Hen	Fall Eggs Per Fall Hen	Per Cent Pullets	Per Cent Added July - October	Per Cent Mortality	Per Cent Chicks Lost	Culling		% Feed Mash	Size of Flock ***	Type of Floor	Disease or Troubles, etc.
							Per Cent	No. Mos. 1%				
3	258	84	98.7	38	4.9	9.4	126.7	12	57	L	Wire	Blcb., Mites
11	231	78	83	25	8.3	12.5	89.3	8	53	L	Wire	Mites
9	226	76	98	27	12.5	3.8	90.9	4	44	L	Wood Cem.	Cann., Chl., CRD, Worms, Mites
8	253	85	98	38	13.4	4.5	78.5	9	46	L	Wire	Blcb., Leu., Mites
24	221	71	68	89	4.3	8.1	92.3	3	45	L	Wood Wire	Coxi., Cann., Mites
14	228	76	81	41	7.2	9.7	89.3	11	46	L	Wire	Bronc., Blcb., Heat, Mites
13	232	69	69	100	6.4	3.2	10.3	2	50	L	Wood	Blcb., Coxi., Leu., Cann.
21	251	83	87	45	12.7	4.9	84.3	8	49	L	Wire	Mites
17	243	80	100	21	8.1	7.7	80.5	8	52	M	Wire	CRD, Heat
16	227	80	99	44	7.1	1.4	92.3	10	53	L	Wire	CRD, Cor., Blcb.
22	235	76	97	60	16.6	0.7	84.9	4	55	M	Wire	Cann., Blcb., Mites
4	240	80	100	28	14.3	3.8	83.9	7	43	L	Wire	Heat, Cann., Pox, Pkot., Leu.
29	233	78	93	53	11.5	8.1	107.0	2	49	L	Wood	Coxi., Bronc., Mites
7	213	67	76	48	9.0	14.8	92.7	2	50	L	Wood	Coxi., Chl., Newc.
1	265	87	89	23	5.1	3.3	86.7	12	44	M	Wire	Cann., Leu., Mites
18	220	73	80	51	14.1	12.4	50.8	2	42	L	Wood Dirt	Rats, Blcb.
10	246	87	100	33	14.5	4.3	90.2	3	46	M	Wood	Blcb., Leu., Mites, Pkot., Bmft.
2	215	73	82	39	18.7	11.1	102.8	3	47	L	Slat	Coxi., Cor., N.S.Ent., CRD
20	241	74	100	33	11.4	11.6	62.2	3	50	M	Cement	Cann., Leu.
6	243	78	82	53	9.3	4.5	91.4	7	44	M	Wire	Leu.
12	237	83	76	65	19.0	7.7	98.4	2	62	S	Litter	Blcb., Pkot., Predators
19	219	72	61	56	10.3	18.2	77.8	4	100	M	Wire	None
28	225	72	82	36	15.9	3.8	97.5	6	44	M	Wire	Blcb., Cann., CRD
15	178	58	82	45	23.8	15.3	111.9	12	51	M	Wire	Bronc., Cann., Newc.
Hi 12	235	78	89	41	9.4	6.4	85.0	--	48	***Size: S - Small, Under 1,200		
Lo 12	224	74	84	43	13.8	9.7	89.9	--	51	M - Medium, 1,200 to 2,000		
Ave.	231	76	87	42	10.9	7.4	86.7	--	49	L - Large, Over 2,000		

The more profitable group got more eggs per hen and had lower mortality, culling, and replacement rates. If you will compare these records with 1954 you will find that the number of hens has increased about 500 per farm--with only #12 having less than 750 hens and the rest having either a medium or large size flock.

You will note in the percentages of chicks lost, the high profit group lost less young chicks by 33 per cent. This is the first year in the current series of Management Studies in Sonoma County where the average mortality is only 7.4 per cent for young stock. We also have the lowest mortality for laying hens, which is 10.9 per cent. You will note that the higher profit group has a lower replacement figure of 94.1 per cent compared to the lower group of 103.3 per cent.

CRD - Chronic Respiratory Disease
 Cor. - Coryza Chl. - Cholera
 Bronc. - Bronchitis Newc. - Newcastle
 Blcb. - Bluecomb Pkot. - Pickouts
 Cann. - Cannibalism Bmft. - Bumblefoot
 Leu. - Leucosis N.S.Ent. - Non
 Coxi. - Coccidiosis Specific Enteritis

TABLE 3: EXPENSE PER HEN IS IMPORTANT TO PROFIT

Ser. No.	Eggs Per Hen	Per Cent of Average Number of Hens				Ave. Price Cull Hens	Ave. Cost Per Pul. Chick	Per Cent Chicks Lost	Average Feed Cost Per CWT			Per Cent Mash	lbs. Mash & Grain	lbs. Waste	Value Waste Feed	Hours Labor	Net or Farm Income
		Died	Culled	Added	Repl.				Mash	Grain	M&G						
3	258	4.9	126.7	158.6	131.6	66.9	37.2	9.4	4.32	3.00	3.75	57.1	150.3	11.6	.43	1.1	4.74
11	231	8.3	89.3	155.0	97.0	64.0	35.4	12.5	4.39	3.14	3.80	53	137.8	5.0	.19	1.3	5.02
9	226	12.5	90.9	20.0	103.4	75.0	24.5	3.8	4.15	2.64	3.31	44	129.2	6.2	.20	0.9	4.26
8	253	13.4	78.5	147.0	90.9	71.2	40.8	4.5	4.07	3.11	3.55	46	136.7	5.2	.18	0.8	4.52
24	221	4.3	92.3	67.6	96.6	59.5	30.2	8.1	4.07	3.01	3.49	45	137.2	6.8	.24	0.7	4.46
14	228	7.2	89.3	141.6	96.5	62.5	34.6	9.7	4.03	2.72	3.32	46	138.2	10.5	.35	0.6	3.54
13	232	6.4	10.3	79.0	16.7	54.7	37.7	3.2	4.10	2.93	3.51	50	121.2	3.8	.13	1.0	3.91
21	251	12.7	84.3	131.3	97.0	70.4	35.8	4.9	4.40	3.03	3.70	49	150.1	16.8	.62	1.2	2.74
17	243	8.1	80.5	112.4	85.3	67.0	32.8	7.7	4.12	2.85	3.51	52	133.9	7.9	.28	1.1	3.87
16	227	7.1	92.3	165.7	99.3	54.3	37.4	1.4	4.41	2.88	3.70	53	141.7	3.6	.13	1.2	4.03
22	235	16.6	84.9	126.4	101.5	65.6	43.9	0.7	4.05	3.07	3.61	55	120.6	6.0	.21	0.9	3.47
4	240	14.3	83.9	140.9	98.1	52.0	57.0	3.8	4.44	2.51	3.34	43	144.7	20.3	.68	1.0	2.42
29	233	11.5	107.0	168.8	117.8	58.2	33.1	8.1	4.15	3.14	3.63	49	140.5	8.1	.29	0.7	3.05
7	213	9.0	92.7	97.6	101.7	48.8	37.5	14.8	4.23	3.09	3.66	50	126.3	9.8	.36	0.6	2.26
1	265	5.1	86.7	125.4	91.5	72.0	47.0	3.3	4.24	3.39	4.02	44	133.0	5.0	.20	1.8	3.80
18	220	14.1	50.8	80.6	63.8	51.4	34.7	12.4	4.82	3.22	3.89	42	110.3	1.0	.04	1.4	3.07
10	246	14.5	90.2	137.9	104.7	74.4	37.7	4.3	4.70	3.13	3.85	46	141.9	13.7	.43	1.4	2.37
2	215	18.7	102.8	106.5	121.5	53.2	37.7	11.1	4.13	3.23	3.66	47	128.6	2.6	.10	1.0	1.99
20	241	11.4	62.2	117.9	73.3	46.3	36.9	11.6	4.44	3.25	3.85	50	138.1	11.9	.46	1.1	2.66
6	243	9.3	91.4	118.1	100.7	66.9	37.0	4.5	4.12	2.91	3.44	44	144.0	16.0	.55	1.8	3.38
12	237	19.0	98.4	161.7	117.7	67.5	32.2	7.7	4.26	3.07	3.81	62	169.3	31.0	1.18	1.5	2.87
19	219	10.3	77.8	71.4	88.1	51.9	35.6	18.2	4.05	----	4.05	100	126.6	22.8	.92	1.1	2.03
28	225	15.9	97.5	142.0	113.4	56.5	37.0	3.8	4.25	3.13	3.62	44	123.5	1.5	.05	1.9	2.07
15	178	23.8	111.9	96.0	133.6	66.0	40.0	15.3	4.99	3.13	4.08	51	131.9	20.6	.84	0.8	-.01
Hi 12	235	9.4	85.0	129.9	94.1	64.8	35.5	6.4	4.21	2.84	3.51	48	137.0	8.9	.31	0.9	3.93
Lo 12	224	13.8	89.9	114.6	103.3	58.6	37.3	9.7	4.49	3.04	3.78	51	131.5	9.4	.36	1.2	2.35
Ave.	231	10.9	86.7	124.7	97.3	62.6	36.1	7.4	4.30	2.91	3.60	49	135.1	9.1	.33	1.0	3.38

Feed requirements were estimated on the basis of size of hens, eggs per hen, young stock added, and young stock in the opening and closing inventories. We found a feed wastage value of 31 cents per hen in the high group and 36 ¢ per hen in the low group. This is the only table where there could be a slight variation in the correct figure of estimated feed wastage, but we believe this area of mistake is very small, one way or the other.

Higher production per hen is again shown by the more profit group compared to the less profit group. There are a few exceptions and their cost per hen was the reason they ranked above some of the lower ones. This, of course, is due to lower feed costs on 48 per cent mash for the higher profit group compared to 51 per cent mash for the lower profit group, which makes a difference in feed cost of 27 cents per 100 pounds of mash and grain.

TABLE 4: PRODUCTION, MORTALITY, REPLACEMENTS, FEED, AND LABOR USE DETERMINE PROFITS

Ser. No.	Eggs Sold Per Hen	No. Eggs Laid Per Hen	Per Cent of All Eggs Sold							% of Eggs Hatch-Sept. Dec.	Average Price Per Dozen				Management Income Per Dozen	Farm Income Per Dozen	
			% AA of Large	Large	Med.	Small & Com.	Whole-Sale	Retail	Hatch-Sept. Dec.		Wholesale	Retail	Hatch-Sept. Dec.	Net Cost			
3	277	258	85.4	73	20	7	83	17	--	37.6	43.5	54.9	--	45.4	28.8	16.7	20.6
11	230	231	---	80	15	5	--	100	--	39.9	---	56.4	--	56.	39.6	16.7	26.1
9	230	226	87.2	65	25	10	99	1	--	34.5	42.4	40.1	--	42.5	25.3	17.0	22.2
8	253	253	73.7	58	27	15	99.2	.8	--	40.0	40.6	23.7	--	40.5	26.4	14.1	20.5
24	230	221	74.1	31	21	13	64	1	35	31.9	38.1	31.6	71.7	49.8	33.8	16.0	23.2
14	233	228	70.8	64	22	14	100	--	--	40.4	41.1	---	---	41.1	28.2	12.9	18.3
13	250	232	66.5	66	16	18	97	3	--	39.6	40.2	44.3	--	40.4	29.2	11.2	18.8
21	259	251	91.6	75	18	7	100	--	--	36.3	44.0	---	--	44.0	33.8	10.2	12.7
17	259	243	80.6	69	20	11	98.9	1.1	--	32.6	41.7	54.4	--	41.9	32.6	9.3	18.0
16	236	227	86.5	69	23	8	100	--	--	46.7	43.6	---	--	43.6	33.8	9.8	20.5
22	248	235	76.8	70	18	2	92	8	--	62.1	43.0	51.3	--	43.7	34.5	9.2	16.7
4	246	240	89.3	68	21	11	99	--	1	36.9	42.4	---	56.5	42.7	34.3	8.5	11.8
29	245	233	76.8	56	28	16	99	1	--	53.7	40.9	23.1	--	40.8	33.1	7.7	14.8
7	227	213	78.0	55	23	22	100	--	--	33.5	38.5	---	--	38.6	32.4	6.2	11.9
1	275	265	87.6	71	19	10	99.1	.9	--	34.5	43.0	50.8	--	43.1	39.4	3.7	16.6
18	237	220	73.3	57	29	14	99.5	.5	--	36.8	40.2	50.5	--	40.3	36.2	4.1	15.5
10	253	246	69.3	65	21	14	100	--	--	36.2	41.3	---	--	41.5	37.9	3.6	11.2
2	224	215	81.4	65	24	11	100	--	--	37.9	41.2	---	--	41.3	37.2	4.1	10.6
20	251	241	54.7	48	35	17	97.3	2.7	--	35.6	38.3	39.4	--	38.4	35.0	3.4	12.7
6	251	243	87.1	72	18	10	99.6	.4	--	35.0	41.7	30.0	--	41.6	40.0	1.6	16.1
12	252	237	49.7	57	24	19	96	4	--	52.4	45.2	35.6	--	44.9	43.8	1.1	13.7
19	226	219	68.2	73	15	12	100	--	--	32.8	42.0	---	--	42.0	41.2	0.7	10.8
28	235	225	81.9	63	24	13	100	--	--	36.0	40.4	---	--	40.4	46.1	-5.7	10.6
15	186	178	86.2	67	17	16	100	--	--	28.5	42.3	---	--	42.3	52.4	-10.1	-0.1
Hi 12	244	235	87.5	65	21	11	95	11	3	38.0	41.9	54.8	71.1	43.7	30.6	13.2	19.3
Lo 12	235	224	74.5	62	23	15	99	1	--	37.0	40.9	38.4	---	40.9	38.7	2.2	12.0
Ave.	241	231	77.2	64	22	12	96	11	2	38.0	41.6	54.3	71.1	42.8	33.3	9.5	16.9

Egg prices are determined by size, quality, seasonal distribution, and channel of sale. Slightly better egg grading was rated in the upper 12 flocks, which received 42.8 cents per dozen average for wholesale grades compared with the average wholesale price of 40.9 cents per dozen in the lower 12 flocks. Grades of eggs were considerably better in 1955 than in 1954.

TABLE 5: RESULTS BY 3 TYPES OF HOUSING

Ser. No.	Size of Flock	Eggs Laid Per Hen	Hens Per Pen or Cage	% Mortality	Ave. Price		Hours Labor Per Hen	House & Equip. Per Hen		Dollars Per Average Hen					
					Feed Per Cwt.	Eggs Per Doz.		Investment	Depreciation	Egg Inc.	Net Stock & Misc. Inc.	Total Inc. Per Hen	Total Exp. Per Hen	Management Income	Farm Income
CAGE FLOCKS															
3	L	258	2	4.9	3.75	45.4	1.1	2.07	.17	10.48	1.55	12.03	8.19	3.84	4.74
11	L	231	1 & 2	8.3	3.80	56.3	1.3	1.87	.21	10.83	1.72	12.55	9.34	3.21	5.02
8	L	253	2	13.4	3.55	40.5	0.8	2.22	.22	8.94	1.81	10.75	7.64	3.11	4.52
21	L	251	1	12.7	3.70	44.0	1.2	3.37	.33	9.48	1.51	10.99	8.80	2.19	2.74
17	M	243	2	8.1	3.51	41.9	1.1	1.23	.13	9.03	.61	9.50	7.49	2.01	3.87
16	L	227	1 & 2	7.1	3.70	43.6	1.2	1.68	.20	8.57	2.07	10.64	8.72	1.92	4.03
1	M	265	1	5.1	4.02	43.1	1.8	3.60	.45	9.88	.91	10.79	9.96	.83	3.80
6	M	243	2	9.3	3.44	41.6	1.8	3.95	.51	8.70	1.03	9.73	9.38	.34	3.38
19	M	219	1 & 2	10.3	4.05	42.0	1.1	2.55	.26	7.90	.61	8.21	8.07	.14	2.03
28	M	225	2	15.9	3.62	40.4	1.9	4.03	.76	7.91	1.21	9.12	10.25	-1.13	2.07
15	L	178	2	23.8	4.08	42.3	0.8	3.03	.43	6.55	1.47	6.56	8.13	-1.57	-0.01
MULTIPLE CAGES OR PENS ON WIRE															
14	L	228		7.2	3.32	41.1	0.6	2.93	.27	7.98	1.55	9.53	7.02	2.51	3.54
22	M	235	21-35	16.6	3.61	43.7	0.9	2.24	.32	9.05	.58	9.63	7.72	1.91	3.47
4	L	240	25	14.3	3.34	42.7	1.0	1.70	.25	8.73	.86	9.59	7.86	1.73	2.42
CONVENTIONAL "ON THE FLOOR" OR LITTER HOUSES															
9	L	226	500-800	12.5	3.31	42.3	0.9	.05	.08	8.13	1.55	9.68	6.42	3.26	4.26
24	L	221	500	4.3	3.49	49.8	0.7	2.66	.26	9.55	.79	10.34	7.27	3.07	4.46
13	L	232		6.4	3.51	40.4	1.0	1.13	.16	8.40	.77	9.17	6.85	2.32	3.91
29	L	233	550	11.5	3.63	40.8	0.7	4.63	.47	8.36	1.17	9.53	7.94	1.59	3.05
7	L	213	500	9.0	3.66	38.6	0.6	.91	.07	7.31	.73	8.04	6.87	1.17	2.26
18	L	220	250-700	14.1	3.89	40.3	1.4	1.65	.18	7.98	.48	8.46	7.65	.81	3.07
10	M	247	800	14.5	3.85	41.5	1.4	2.76	.29	8.75	1.04	9.79	9.03	.76	2.37
2	L	215	250-700	18.7	3.66	41.3	1.0	1.88	.22	7.73	.74	8.47	7.71	.76	1.99
20	M	241	600	11.4	3.85	38.4	1.1	1.52	.33	8.04	1.56	9.60	8.89	.71	2.66
12	S	237	460	19.0	3.81	44.9	1.5	5.38	.62	9.43	2.10	11.53	11.29	.23	2.87
Ave.C	2314	236		10.7	3.73	44.2	1.2	2.57	.31	9.06	1.29	10.35	8.66	1.69	3.44
Ave.P	4401	231		10.2	3.36	41.9	0.7	2.53	.27	8.31	1.25	9.56	7.33	2.23	3.26
Ave.F	2756	226		11.4	3.58	41.9	0.9	1.62	.20	8.26	1.06	9.32	7.38	1.94	3.36

It still looks like there are many influences on profit which are more important than the type of housing. You will note that with multiple hen housing poultrymen were able to take care of more birds per hour of labor; however, the cage operators were able to get higher egg production and a slightly higher farm income per hen. There is still a question of what type of housing is best, but it seems to us that the man in business is more important than the housing.

TABLE 6: HOW WE COMPARE WITH OTHER YEARS

	Sonoma County						
	1949	1950	1951	1952	1953	1954	1955
Number of Records	21	24	23	17	24	27	24
Ave. No. Hens Per Flock	1619	1734	1716	1784	1920	2293	2759
Eggs Laid Per Hen	197	210	209	228	218	228	231
Hens: % Mortality & Loss	21.8	16	14	11	15	13	10.9
% Culled	92.3	82	104	118	97	96.0	86.7
% Added	129.6	99	121	138	131	129.0	124.7
% Increase or Decrease	15.5	1	3	9	19	20	27.4
Ave. Price Mash & Grain per cwt.	3.93	3.67	4.04	4.42	4.14	3.79	3.60
Pounds Mash & Grain Per Hen	141	128	138	146	144	135	135.1
Per Cent Mash	64	62	55	57	53	56	49
Hours Labor Per Hen	1.8	1.4	1.5	1.2	1.2	1.2	1.0
Average Price Eggs Per Dozen	49.5	41.9	54.9	48.6	55.0	40.7	42.8
Net Cost Per Dozen	45.1	37.8	42.3	42.3	42.3	38.3	39.2 33.3
Management Income Per Dozen	4.4	4.1	12.6	6.3	12.7	2.4	9.5
<u>Income Per Hen</u>							
Egg Sales	8.19	7.36	9.74	9.47	10.37	8.05	8.59
Poultry Sales	.67	.73	1.32	1.01	.95	.57	.56
Miscellaneous Income	.22	.22	.30	.05	.03	.04	.02
Inventory Change	.26	---	-.12	.28	.57	.43	.60
TOTAL INCOME	9.34	8.31	11.24	10.81	11.92	9.09	9.77
<u>Cash & Depreciation Costs</u>							
Feed	5.68	4.78	5.66	6.51	6.03	5.15	4.91
Stock Bought	.78	.53	.74	.78	.66	.60	.53
Miscellaneous	.68	.45	.53	.48	.57	.62	.47
Depreciation	.23	.21	.30	.32	.26	.27	.25
Hired Labor	.25	.26	.38	.15	.17	.24	.22
TOTAL CASH & DEPRECIATION COSTS	7.62	6.23	7.61	8.24	7.69	6.88	6.38
<u>Farm Income</u>							
Family Labor	1.51	1.12	1.11	1.06	1.55	1.45	1.20
Interest on Investment	.26	.24	.29	.28	.28	.29	.28
MANAGEMENT INCOME	.73	.72	2.23	1.23	2.40	1.47	1.90
Egg-Feed Ratio							

The above study averages for Sonoma County for the last 7 years represent a small sample from a large poultry industry and should not be considered as applied to the entire poultry business in this county. The 1955 Study shows an increase in egg production per hen and a reduction in the percentage of mortality, as compared to other years. With income per hen up from last year because of higher egg and lower feed prices, poultrymen were able to make more in 1955 than in 1954. This is partly because they were able to reduce costs and improve their efficiency over the years in which the Management Study has been conducted.