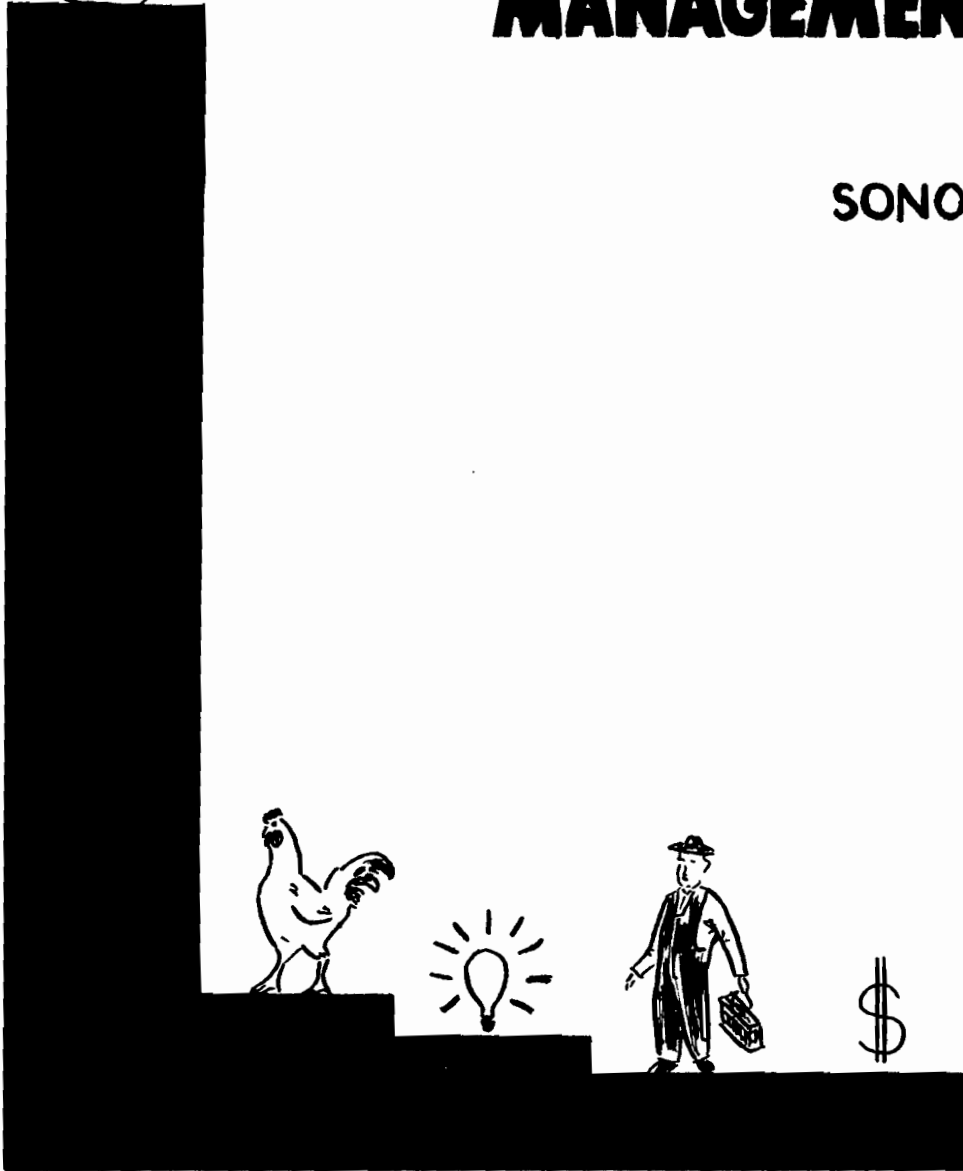




PY-NC-58

# 1958 POULTRY EGG PRODUCTION & MANAGEMENT STUDY

## SONOMA COUNTY



Feed	Stock Bought	Miscellaneous	Hired Labor	Depreciation
74%	9%	7%	5%	5%

TOTAL CASH COSTS

CONDUCTED BY:  
 The Agricultural Extension Service  
 University of California .. and ..  
 The U.S. Department of Agriculture

COMPILED BY:  
 Virgil Stratton & Fred C. Price  
 Sonoma County Farm Advisors  
 Arthur Shultis, Farm Economist

ISSUED FROM:  
 Farm Advisors Office  
 912 Santa Rosa Avenue, Santa Rosa

March 1959

Phone: LIberty 6-1395

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

This is the tenth annual summary of the current Sonoma County Poultry Management Study. Eighteen records, all from Sonoma County, cover the calendar year of 1958. 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 eighteen 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 represents a part of the information available for public use.

## O U T L O O K

Poultry production will be up and prices will be down on eggs in 1959. If production is up as much as has been forecast, egg prices will average 6 cents lower than last year January through July, and 2 cents lower July through September.

Farmers in all but one of the United States geographic regions intend to purchase more chicks this year than last, according to results of the survey released February 13, 1959. Intentions of farmers in the North Central States are to buy 6 per cent less. Such a reduction in that region is more than enough to offset indicated larger purchases in other regions. The biggest increase over last year, 8 per cent, is indicated for the South Central States. Farmers in the South Atlantic States expressed intentions to buy 4 per cent more. Here in the West, farmers plan to buy 2 per cent more.

Ordinarily a 5 per cent cut is needed to offset increased production efficiencies. An additional 5 per cent cut will be required in the spring of 1959 because of the extra 25 million chicks hatched July to December, 1958. Therefore, a 10 per cent reduction will be necessary to hold October-December, 1959, egg prices near the 37-cent level of the preceding year. If such a reduction does not occur, egg prices will average lower than 37 cents during the last quarter of 1959.

The increasing trend in the United States toward year-round hatching of egg-type chicks is modifying the affects of year to year changes in the number of chicks hatched during the January-May season. The resulting trend toward uniformity of egg production has reduced the seasonal variations in prices and lessened the need for egg storage operations.

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## 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 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.

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TABLE I: PROFIT equals INGOME (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	Manure	Chng. in Stock Inven.	Total Income	Feed	Chicks Bght.	Misc. Costs	Depr.	Hired Labor	Total Expense		Fam. Labor	Int. on Inven.	
8	8.01	.58	--	.85	9.44	4.39	.73	.29	.21	.18	5.80	3.64	.84	.25	2.55
17	8.70	.71	--	.01	9.42	4.48	.50	.24	.19	--	5.41	4.01	1.48	.25	2.28
15	7.82	.22	--	.13	8.17	3.99	.52	.17	.31	.31	5.30	2.87	.58	.28	2.01
4	8.08	.33	--	.21	8.62	3.85	.84	.53	.28	.53	6.03	2.59	.53	.22	1.84
10	8.71	.38	.10	-.25	8.94	4.83	.39	.61	.30	.27	6.40	2.54	.58	.22	1.74
21	8.21	.50	--	.19	8.90	4.67	.46	.51	.20	1.10	6.94	1.96	.10	.19	1.67
13	7.93	.40	.04	.38	8.75	4.72	.47	.40	.19	.09	5.87	2.88	1.04	.18	1.66
3	7.35	.49	.01	.46	8.31	4.24	.44	.25	.41	--	5.34	2.97	1.19	.26	1.52
1	8.39	.44	.05	.15	9.03	4.22	.35	.34	.43	.09	5.43	3.60	1.92	.29	1.39
12	8.20	.47	--	.09	8.76	4.19	.87	.49	.42	.09	6.06	2.70	1.20	.23	1.27
22	7.57	.25	.02	-.25	7.59	3.89	.31	.41	.33	--	4.94	2.65	1.26	.18	1.21
19	7.65	.34	--	-.71	7.28	3.57	.53	.31	.26	.14	4.81	2.47	1.05	.23	1.19
18	8.60	.52	.02	-.29	8.85	4.23	.60	.28	.24	.44	5.79	3.06	1.74	.23	1.09
7	9.07	.59	--	-.65	9.01	4.35	.58	.48	.58	.24	6.23	2.78	1.39	.34	1.05
5	8.55	.51	--	.09	9.15	4.27	.46	.63	.17	.61	6.14	3.01	1.97	.15	.89
23	7.44	.26	--	.10	7.80	4.13	.50	.45	.18	.01	5.27	2.53	1.41	.24	.88
6	7.72	.50	.01	-.21	8.02	4.12	.27	.32	.35	--	5.06	2.96	1.87	.28	.81
16	6.56	.08	--	-.22	6.42	4.37	.12	.45	.11	.07	5.12	1.30	1.14	.13	.03
Hi 9	8.11	.45	.01	.26	8.83	4.42	.53	.40	.26	.40	6.01	2.82	.74	.23	1.85
Lo 9	7.84	.37	.01	-.19	8.03	4.16	.47	.43	.28	.17	5.51	2.52	1.42	.22	.88
Avg.	8.01	.42	.01	.07	8.51	4.32	.51	.42	.27	.30	5.82	2.69	1.02	.22	1.45

Individual records are listed above in order of management income per hen, which appears in the last column. The first 9 records make up the "Hi 9," the average for which appears at the bottom of the table along with the average figures for the "Lo 9" and for all 18 flocks. Every record shows some management income ranging from a low of 3 cents in No. 16 to a high of \$2.55 in No. 8. The "Hi 9", with an average of \$1.85 per hen, was 97 cents higher than the 88 cents for the "Lo 9." A considerable part of this difference is due to the higher quality of operators' labor used. Difference in farm income is small, at 30 cents a hen, which appears to be due largely to the sale of 10 more eggs per hen and slightly more stock raised.

TABLE II: 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 Mor-tality	Per Cent Chicks Lost	Culling		Per Cent Feed Mash	Size of Flock ***	Type of Floor	Disease or Troubles, etc.
							Per Cent	No. Mos. %				
8	253	84	97	49	11	4	103	12	48	L	Wire	CRD, Mites
17	253	80	100	50	6	6	118	12	46	S	Wire	Mites
15	245	78	79	40	13	4	53	9	64	M	Wire	Mites
4	245	83	87	47	10	4	77	11	55	L	Wire	Int. Cocci., Mites
10	262	83	85	62	6	4	67	7	95	L	Wire	Hemmo., Eped. Trem., Leu. Mites
21	244	79	83	34	7	6	96	12	50	L	Wire	—
13	234	76	100	51	11	2	88	10	54	L	Wood&Wire	C. Cocci., Int. Cocci, Cann. Laryngo., CRD, Mites
3	237	79	92	32	10	3	93	12	46	M	Wire	CRD, Blkhd., Eped. Trem.
1	250	81	78	31	9	4	76	12	55	S	Wire&Dirt	Par., Leu., Hep. Syn., Mites
12	241	78	85	42	13	2	86	12	58	L	Wire	Fowl pox, CRD, Mites
22	234	75	81	80	11	10	48	5	79	M	Wire	Cann., Mites
19	230	73	72	14	8	1	75	12	99	S	Wire	—
18	258	81	72	27	17	4	113	12	35	L	Sl., Wd. & Dirt	Int. Cocci., Colds, Mites
7	237	77	100	66	19	5	111	4	64	S	Cement	Worms, Mites
5	259	84	88	33	7	3	102	12	56	S	Cem. & Wire	Fowl pox, Mites
23	234	78	88	31	15	6	60	10	65	M	Wire	Cann., Colds, CRD
6	244	82	79	33	6	4	80	11	55	M	Wire	Mites
16	219	64	68	14	21	2	13	1	100	L	Wire&Wood	Cann.
Hi 9	246	80	89	42	9	4	87	11	57	3509		
Lo 9	239	76	80	34	14	4	72	9	67	2468		
Avg	243	78	85	39	11	4	81	10	61	2989		

Egg production per hen was higher in the "Hi 9" group than in the last 9 flocks. This group also got more eggs per fall hen, had a higher per cent of pullets, a lower mortality, culled heavier and oftener, and added a higher per cent of their replacements in the four best months of July to October. Average size of flock was larger, too.

\*\*\* Flock Size  
 S - 1,500 to 2,000  
 M - 2,000 to 3,000  
 L - 3,000 and over

CRD - Chronic Respiratory Disease  
 Int. Cocci. - Intestinal Coccidiosis  
 C. Cocci. - Cecal Coccidiosis  
 Hemmo. - Hemorrhagic Disease  
 Eped. Trem. - Epidemic Tremar

Leu. - Leucosis  
 Cann. - Cannibalism  
 Laryngo. - Laryngotracheitis  
 Blkhd. - Blackhead  
 Par. - Paralysis  
 Hep. Syn. - Hepatatis Synovitis

TABLE III: EXPENSE PER HEN IS IMPORTANT TO PROFIT

Ser. No.	Per Cent of Average Number of Hens				Avg. Price Cull Hens	Avg. Cost Per Pul. Chick	Per Cent Chicks Lost	Average Cost Per CWT of Feed			Feed Cost Per Hen	Per Cent Mash	lbs. Mash And Grain	lbs. Feed Per Doz.	lbs. Feed Loss	Grit Shell Lime-stone	Value of Feed Lost
	Died	Culled	Added	Diff.				Mash	Grain	M&G							
8	11	103	134	20	54.5	38.7	4	3.71	3.11	3.40	4.39	48	126	5.5	+3.8	4.9	+.13
17	6	118	120	-4	58.4	36.5	6	3.93	2.87	3.35	4.48	46	132	5.7	2.0	5.8	.07
15	13	53	95	29	40.7	41.9	4	3.92	2.44	3.39	3.99	64	116	5.6	4.5	7.0	.15
4	10	77	82	-5	42.0	44.9	4	4.00	2.48	3.32	3.85	55	115	5.6	8.6	4.1	.29
10	6	67	72	-1	57.8	43.8	4	3.85	2.65	3.79	4.83	95	124	5.6	9.4	8.0	.35
21	7	96	96	-7	52.4	36.4	6	4.06	2.85	3.46	4.67	50	134	6.3	8.2	2.5	.28
13	11	88	98	-1	44.0	35.8	2	3.92	2.86	3.43	4.72	54	136	6.9	11.6	4.4	.40
3	10	93	124	21	52.3	37.1	3	3.87	2.92	3.36	4.24	46	125	6.2	3.0	9.9	.10
1	9	76	94	8	58.6	33.6	4	3.94	2.78	3.42	4.22	55	123	5.7	2.9	2.0	.10
12	13	86	91	-8	54.9	41.3	2	3.89	2.94	3.49	4.19	58	118	5.7	3.4	6.4	.12
22	11	48	72	13	46.3	45.2	10	3.41	2.93	3.31	3.89	79	115	5.8	5.2	6.7	.17
19	8	75	76	-7	45.7	— *	1	3.51	3.07	3.51	3.57	99	102 *	5.2	0.9	0.2	.03
18	17	113	142	12	45.9	38.8	4	3.93	2.87	3.24	4.23	35	128	5.6	+2.4	6.8	+.08
7	19	111	76	-54	51.4	58.0	5	3.75	2.93	3.45	4.35	64	125	6.1	7.7	5.5	.27
5	7	102	116	7	50.2	37.3	3	3.83	2.87	3.41	4.27	56	124	5.6	+2.4	3.8	+.08
23	15	60	107	32	44.9	45.4	6	3.77	2.99	3.49	4.13	65	117	6.0	+2.8	4.6	+.10
6	6	80	79	-7	63.0	40.2	4	3.70	2.61	3.21	4.12	55	126	6.2	13.7	7.8	.44
16	21	13	93	59	69.0	40.9 *	2	4.19	---	4.19	4.37	100	104 *	5.8	6.1	0.7	.26
Hi 9	9	87	104	8	51.1	38.3	4	3.92	2.83	3.45	4.42	57	126	5.9	5.8	5.1	.20
Lo 9	14	72	96	10	51.5	42.6	4	3.83	2.87	3.51	4.16	67	117	5.8	3.4	4.6	.12
Avg.	11	81	100	8	51.3	39.7	4	3.88	2.84	3.47	4.32	61	123	5.9	4.8	4.9	.17

\* Started pullets bought - show less feed per hen

Birds going out of the flock and birds added during the year result in an increase or decrease, as shown above in the first four columns. Feed use in the higher profit group of 9 was a little higher per hen, as needed by the higher egg production and more replacements raised, but the per cent used as mash was lower and also the cost per hundred pounds of grain and mash.

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

Ser. No.	Eggs Laid Per Hen	Eggs Sold Per Hen	% Prod.	% AA of Lrg.	Per Cent of All Eggs Sold					% Eggs Sept.-Dec.	Average Price Per Dozen			Cents Per Dozen						
					Lrg.	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.	Net Farm Income
8	253	274	69.4	84	56	30	14	99	1	37	35.2	37.0	35.2	19.3	19.2	24.0	11.2	3.7	1.1	16.0
17	253	275	69.3	82	72	17	11	95	5	29	37.3	53.9	38.0	19.5	20.4	28.1	9.9	6.5	1.1	17.5
15	245	245	67.2	97	72	18	10	100	-	33	38.3	-	38.3	19.5	24.2	28.5	9.8	2.8	1.4	14.0
4	245	246	67.0	98	73	16	11	99	*	40	39.3	-	39.3	18.8	26.8	30.4	8.9	2.6	1.0	12.5
10	262	265	71.9	91	78	14	8	95	5	30	39.1	45.1	39.5	21.9	28.0	31.6	7.9	2.6	1.0	11.5
21	244	254	66.8	96	74	17	9	100	-	34	38.6	-	38.6	21.9	29.3	30.7	7.9	0.5	0.9	9.3
13	234	238	64.1	97	75	18	7	93	7	33	39.8	45.0	40.1	23.9	25.5	31.7	8.4	5.3	0.9	14.6
3	237	241	64.8	92	61	27	12	100	-	36	36.7	38.8	36.6	21.1	21.7	28.9	7.6	5.9	1.3	14.8
1	250	257	68.6	96	78	14	8	99	1	33	39.1	48.6	39.1	19.7	22.4	32.6	6.5	8.9	1.3	16.7
12	241	250	66.2	95	77	14	9	95	5	34	39.2	46.4	39.5	20.1	26.5	33.4	6.1	5.7	1.1	12.9
22	234	239	64.2	92	77	12	11	98	2	38	37.8	50.0	38.0	19.5	24.7	31.9	6.1	6.3	0.9	13.3
19	230	236	63.1	92	69	19	12	99	1	31	38.0	47.3	38.8	18.1	26.3	32.8	6.0	5.3	1.2	12.5
18	258	276	70.6	97	60	26	14	93	7	33	36.8	46.3	37.4	18.4	24.2	32.7	4.7	7.5	1.0	13.2
7	237	246	65.1	-	7	10	19	36	**	22	26.8	-	44.2	21.2	30.7	39.1	5.1	6.8	1.6	13.5
5	259	264	70.9	97	68	21	11	94	6	31	38.6	44.0	38.9	19.4	25.1	34.9	4.0	9.0	0.7	13.7
23	234	230	64.1	96	72	18	10	100	-	37	38.8	-	38.8	21.5	25.6	34.2	4.6	7.3	1.3	13.2
6	244	247	66.9	82	76	16	8	100	-	32	37.6	-	37.6	20.0	23.1	33.7	3.9	9.1	1.4	14.4
16	219	215	60.0	95	68	20	12	99	1	32	36.7	27.9	36.7	24.4	29.3	36.5	0.2	6.4	0.8	7.4
Hi 9	246	254	67.5	93	71	19	10	98	2	34	38.2	46.1	38.3	20.9	25.0	29.6	8.7	3.5	1.0	13.2
Lo 9	239	244	65.4	93	65	18	12	92	3	32	37.5	45.9	38.7	20.5	26.3	34.4	4.3	7.0	1.1	12.4
Avg.	243	250	66.6	93	68	19	11	96	2	34	37.9	46.0	38.4	20.7	25.4	31.4	7.0	4.9	1.1	13.0

\* 1% hatching eggs - 64.8 cents per dozen

\*\* 64% hatching eggs - 54.3 cents per dozen

\*\*\* 5% hatching eggs - 54.3 cents per dozen

† 2% hatching eggs - 54.5 cents per dozen

Ordinarily the eggs sold per hen would be greater than the number laid because eggs laid by pullets before they are added to the flock are not counted as eggs laid but are in the eggs sold. Both figures are shown above. Notice the slightly higher wholesale egg price in the "Hi 9" group. Size and quality were also slightly higher in this group.

TABLE V: RESULTS BY THREE TYPES OF HOUSING

Ser. No.	Size of Flock	Eggs Laid Per Hen	Hens Per Pen or Cage	Per Cent Mortality	Average Price		Hrs. Labor Per Hen	House & Equipment Per Hen		Dollars per Hen					
					Feed Per CWT.	Eggs Per Doz.		Int. on Invest.	Depreciation	Egg Income	Net Stock & Misc. Inc.	Total Income	Total Expense	Mgt. Income	Net Farm Income
<b>CAGE FLOCKS</b>															
8	L	253	2	11	3.40	35.2	.7	.25	.21	8.01	1.43	9.44	6.89	2.55	3.64
17	S	253	2	6	3.35	38.0	1.0	.25	.19	8.70	.72	9.42	7.14	2.28	4.01
15	M	245	1	13	3.39	38.3	.6	.28	.31	7.82	.35	8.17	6.16	2.01	2.87
10	L	262	1	6	3.79	39.5	.6	.22	.30	8.71	.23	8.94	7.20	1.74	2.54
21	L	244	2	7	3.46	38.6	.7	.19	.20	8.21	.69	8.90	7.23	1.67	1.96
3	M	237	2	10	3.36	36.6	.8	.26	.41	7.35	.96	8.31	6.79	1.52	2.97
1	S	250	1-4	9	3.42	39.1	1.3	.29	.43	8.39	.64	9.03	7.64	1.39	3.60
12	L	241	1-2	13	3.49	39.5	.9	.23	.42	8.20	.56	8.76	7.49	1.27	2.70
19	S	230	2	8	3.51	38.8	.8	.23	.26	7.65	-.37	7.28	6.09	1.19	2.47
5	S	259	2 *	7	3.41	38.9	1.8	.15	.17	8.55	.60	9.15	8.26	.89	3.01
6	M	244	2	6	3.21	37.6	1.2	.28	.35	7.72	.30	8.02	7.21	.81	2.96
<b>MULTIPLE PENS (WIRE)</b>															
4	L	245	30	10	3.32	39.3	.8	.22	.28	8.08	.54	8.62	6.78	1.84	2.59
22	M	234	23-36	11	3.31	38.0	.8	.18	.33	7.57	.02	7.59	6.38	1.21	2.65
23	M	234	40	15	3.49	38.8	.9	.24	.18	7.44	.36	7.80	6.92	.88	2.53
16	L	219	20*	21	4.19	36.7	.8	.13	.11	6.56	-.14	6.42	6.39	.03	1.30
<b>LITTER FLOOR</b>															
13	L	234	18-500	11	3.43	40.1	.7	.18	.19	7.93	.82	8.75	7.09	1.66	2.88
18	L	258	250-500	17	3.24	38.4	1.5	.23	.24	8.60	.25	8.85	7.76	1.09	3.06
7	S	237	500	19	3.45	44.2	1.1	.34	.58	9.07	-.06	9.01	7.96	1.05	2.78
Cage	3023	247	---	9	3.45	38.1	.9	.23	.29	8.14	.63	8.77	7.11	1.66	2.84
Pens	3041	233	---	15	3.61	38.2	.8	.19	.22	7.39	.20	7.59	6.61	.98	2.17
Litter	2793	242	---	15	3.38	40.1	1.1	.23	.29	8.40	.44	8.84	7.50	1.34	2.91

\* Some on litter

Records are listed above by type of housing or the predominant type in a flock with more than one type. Averages at the bottom of the table show differences in some factors and in earnings, but with so few flocks and so many profit determining factors at work in each flock, these differences are not represented as due to type of housing. Let's repeat our statement of many years --- You can have good management, production, and profits in any of the three main types.



TABLE VI: HOW WE COMPARE WITH OTHER YEARS

	1950	1951	1952	1953	1954	1955	1956	1957	1958
Number of records	24	23	17	24	27	24	24	20	18
Avg. No. Hens per flock	1734	1716	1784	1920	2293	2759	2856	3140	2989
Eggs laid per hen	210	209	228	218	228	231	232	236	243
Hens: % Mortality	16	14	11	15	13	11	12	11	11
% Culled	82	104	118	97	96	87	101	84	81
% Added	99	121	138	131	129	125	115	108	100
% Increase or decrease	1	3	9	19	20	27	2	13	8
Avg. price mash & grain per CWT.	3.67	4.04	4.42	4.14	3.79	3.60	3.58	3.50	3.47
Lbs. mash & grain per hen	128	138	146	144	135	135	127	126	123
Per cent mash	62	55	57	53	56	49	55	59	61
Hours labor per hen	1.4	1.5	1.2	1.2	1.2	1.0	1.0	1.1	.9
Avg. price per doz. eggs	41.9	54.9	48.6	55.0	40.7	42.8	40.1	36.7	38.4
Net cost per dozen	37.8	42.3	42.3	42.3	38.3	33.3	33.8	32.5	31.4
Management income per doz.	4.1	12.6	6.3	12.7	2.4	9.5	6.3	4.2	7.0
<u>Income per hen</u>									
Egg sales	7.36	9.74	9.47	10.37	8.05	8.59	8.11	7.58	8.01
Poultry sales	.73	1.32	1.01	.95	.57	.56	.56	.40	.42
Miscellaneous income	.22	.30	.05	.03	.04	.02	.02	.02	.02
Inventory change	----	-.12	.28	.57	.43	.60	.07	.10	.07
TOTAL INCOME	8.31	11.24	10.81	11.92	9.09	9.77	8.76	8.10	8.51
<u>Cash &amp; Depreciation Costs</u>									
Feed	4.78	5.66	6.51	6.03	5.15	4.91	4.60	4.46	4.32
Stock bought	.53	.74	.78	.66	.60	.53	.48	.45	.51
Miscellaneous costs	.45	.53	.48	.57	.62	.47	.49	.46	.42
Depreciation	.21	.30	.32	.26	.27	.25	.26	.27	.27
Hired labor	.26	.38	.15	.17	.24	.22	.24	.27	.30
TOTAL CASH & DEPR. COSTS	6.23	7.61	8.24	7.69	6.88	6.38	6.07	5.91	5.82
<u>Farm Income</u>									
Family labor	1.12	1.11	1.06	1.55	1.45	1.20	1.16	1.10	1.02
Interest on investment	.24	.29	.28	.28	.29	.28	.27	.23	.22
MANAGEMENT INCOME	.72	2.23	1.23	2.40	.47	1.90	1.26	.86	1.45

The above study averages for Sonoma County for the last ten 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 1958 Study shows an increase in egg production per hen and a reduction in the percentage of mortality as compared to most years. With income per hen up from last year, partly because of higher egg prices and partly because of the higher output per hen, poultrymen were able to make more in 1958 than in 1957. Farm income could have been less, but because they were able to reduce costs and improve efficiency, this difference amounted to fifty cents per hen. The total income was forty-one cents more and costs were reduced to nine cents per hen, which makes up the total difference of fifty cents per hen. Because of two tenths of an hour labor less per hen (partly family labor), these poultrymen were able to make fifty-nine cents more management income than in 1957. The smaller number of birds from this year's cooperators under last year's is brought about by a changeover in some operators. However, a trend of increasing flock size in the county is continuing.