

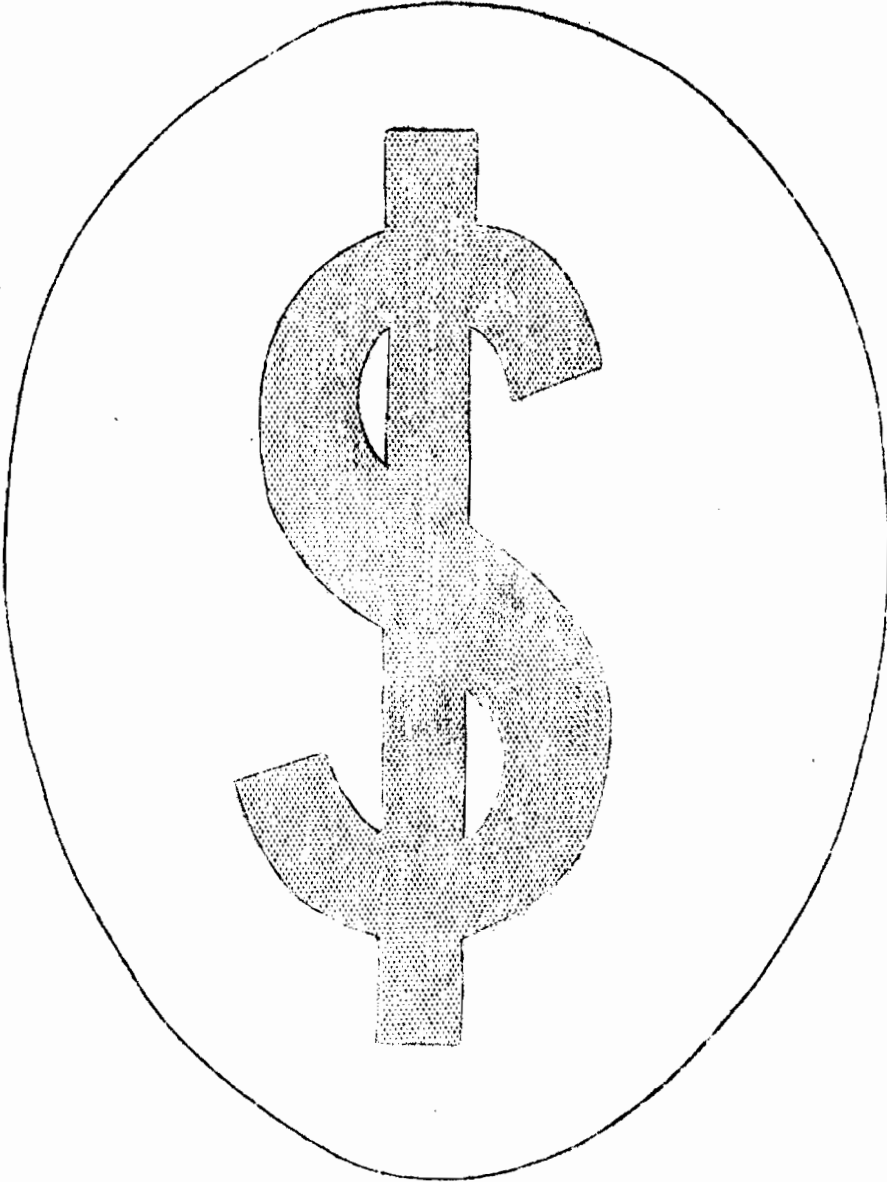
# SUMMARY

1961

## Egg Production Program

1960

MANAGEMENT



Prepared by Stanley Coates, Farm Advisor

UNIVERSITY OF CALIFORNIA AGRICULTURAL EXTENSION SERVICE

ALAMEDA COUNTY

April - 1961

Dear Mr. & Mrs. Poultryman:

The report is being sent to you so that YOU will have the material you need to compare and evaluate the 1960 information from your own enterprise.

Poultrymen remaining in the commercial egg production business must continuously measure their operation against those of other successful poultry businessmen. In any highly competitive business those people that are successful must be continuously on the alert for new or better methods of increasing their income.

The records enclosed are those of eleven operators producing consumer eggs here in Alameda County. The size and kind of each enterprise in 1960 varied according to its location and its manager's desires and practices. Your operation will not compare 100% with any one of these businesses, however, the averages obtained from the information presented in these tables should give you the yardstick you need to measure the success of your own management.

The services of the Farm Advisors Office are available to you. If we can answer questions on this report, aid you in analyzing your own records, or in any way assist you, please call on us.

Sincerely yours,



Stanley Coates  
Farm Advisor

SC:jl

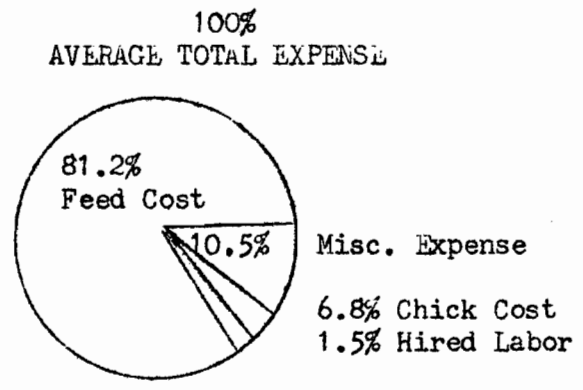
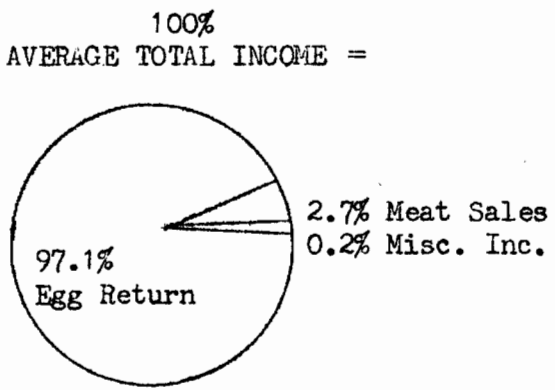
LEDGER I - CASH INCOME & EXPENSE\*

Ser. No.	Cash Income				Cash Expense					Cash Return	Ser. No.
	Egg	Stock	Misc.	Total	Feed	Stock	H. Labor	Misc.*	Total		
4	9.15	.36	-	9.51	3.75	.34	.04	.70	4.83	4.68	4
5	8.80	.18	.03	9.01	4.33	.34	-	.61	5.28	3.73	5
14	7.70	.19	.04	7.93	3.97	.35	-	.54	4.86	3.07	14
3	7.02	-	-	7.02	3.56	.20	-	.30	4.06	2.96	3
2	7.82	.27	-	8.09	4.03	.43	.18	.75	5.39	2.70	2
6	6.19	.29	-	6.48	2.75	-	.60	.55	3.90	2.58	6
10	6.73	.28	-	7.01	3.95	.36	.04	.28	4.64	2.37	10
11	6.72	.18	.02	6.92	3.98	.36	-	.52	4.86	2.06	11
1	5.98	.24	.02	6.24	3.81	.33	-	.21	4.35	1.89	1
9	6.86	.14	-	7.00	4.30	.55	-	.42	5.27	1.73	9
7	5.21	.10	.03	5.34	3.36	.27	.02	.46	4.11	1.23	7
Hi*	8.10	.20	.01	8.31	3.93	.33	.04	.58	4.88	3.43	Hi
Av.	7.11	.20	.01	7.32	3.80	.32	.07	.49	4.68	2.64	Av.
Lo*	6.28	.20	.01	6.49	3.69	.31	.11	.40	4.51	1.98	Lo

\*Invormation: All calculations in this table are based on the average poultryman's hen. (A hen living in the average laying house 366 days during 1960.)

\*Miscellaneous Expense: This includes all cash operating expenses except those noted under separate headings and that of depreciation.

\*Average: Hi - Averages of 5 flocks having highest cash return per hen.  
Lo - Averages of 6 flocks having lowest cash return per hen.



IN 1960, AVERAGE CASH EXPENSES REQUIRED 64.0% OF ALL AVERAGE CASH INCOME

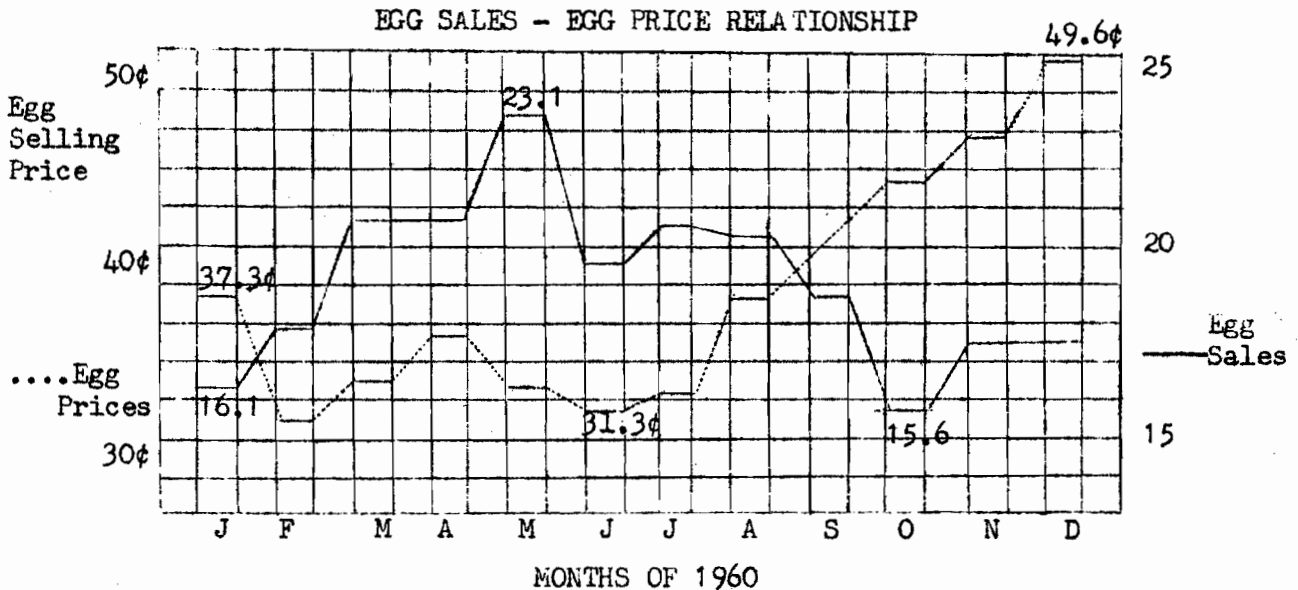
Once again, the cash return per hen was determined basically by the return from egg sales. Premiums received from merchandising eggs more than paid for the cash expenses caused by this procedure.

LEDGER II - EGG SALES

Ser. No.	Eggs/Hen*		Per Dozen Eggs Sold								Cash Return
	Sold	Laid	Income			Expenses					
			Egg	Other*	Total	Feed	Stock	Labor	Misc.	Total	
5	260.8	247.2	.405	.009	.414	.199	.016	—	.028	.243	.171
3	245.3	247.9	.344	—	.344	.174	.010	—	.015	.199	.145
2	242.4	234.2	.387	.013	.400	.200	.021	.009	.036	.266	.134
10	239.9	236.1	.337	.014	.351	.198	.018	.003	.014	.233	.118
4	234.9	226.7	.467	.020	.487	.192	.017	.003	.036	.248	.239
9	232.4	227.1	.354	.007	.361	.222	.029	—	.021	.272	.089
14	227.2	227.2	.407	.012	.419	.210	.018	—	.029	.257	.162
1	221.0	225.0	.325	.013	.338	.207	.018	—	.011	.236	.102
11	220.9	216.3	.365	.010	.375	.216	.019	.001	.028	.264	.111
6	196.0	201.7	.379	.018	.397	.168	—	.037	.034	.239	.158
7	189.3	185.6	.330	.009	.339	.213	.017	.002	.029	.261	.078
Hi	242.1	236.6	.402	.011	.413	.195	.016	.003	.029	.243	.170
Av.	228.2	225.0	.373	.011	.384	.199	.017	.005	.026	.247	.137
Lo	216.6	215.3	.348	.012	.360	.203	.018	.007	.023	.251	.109

\*Eggs/Hen: SOLD - all eggs sold from enterprise. LAID - Eggs laid by hens over 6 months of age.

\*Other Income: Includes stock sales, manure sales and other cash income not from sale of eggs.



The egg prices paid for eggs in the Bay Area are in direct relation to the number of eggs available to the market. The statistics from this study picture this clearly. Egg prices in January 1960 and again in Fall 1960 were favorable. However, as the egg supply started up in February, the egg prices quickly declined. The low egg price levels continued until August when the number of eggs available was dropping.

Poultrymen receiving high fall production per hen in 1960 had an excellent selling price level at which to market their eggs.

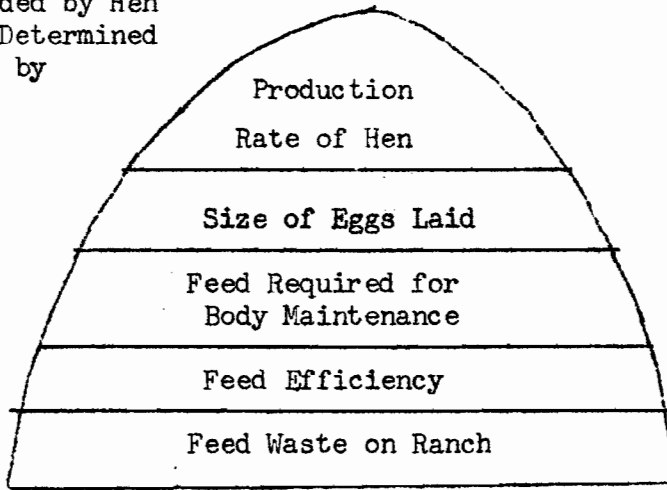
LEDGER III - FEED USE

Ser. No.	AV. 100 lbs. Feed			Price 100 lbs.			Feed Used/Doz Eggs Sold			
	Price	% Mash	% * Min.	Mash	Grain	Min.	Total Lbs.	Hen Lbs.	Yg. Lbs.	St. Feed Cost
6	2.72	52.1	4.6	3.02	2.55	1.08	6.2	6.2	-	16.8
3	3.27	93.7	3.8	3.36	3.14	1.02	5.3	4.6	0.7	17.4
4	3.04	64.9	2.3	3.35	2.58	.76	6.3	4.9	1.4	19.2
5	3.57	98.7	1.3	3.59	-	2.33	5.6	4.5	1.1	19.9
10	3.12	98.5	1.5	3.16	-	.43	6.4	5.3	1.1	19.8
2	3.27	98.2	1.8	3.31	-	1.05	6.1	4.8	1.3	20.0
1	3.00	51.6	4.0	3.41	2.69	1.07	6.9	5.5	1.4	20.7
14	3.11	49.7	4.5	3.66	2.73	1.00	6.7	5.4	1.3	21.0
7	3.35	91.7	-	3.34	3.43	-	6.4	4.9	1.5	21.3
11	3.20	60.9	3.2	3.59	2.74	.92	6.8	5.2	1.6	21.6
9	3.26	73.5	4.6	3.58	2.63	.99	6.8	5.1	1.7	22.2
Hi	3.25	81.0	2.7	3.45	2.82	1.23	6.0	4.8	1.2	19.5
Av.	3.17	75.8	2.9	3.40	2.81	1.07	6.3	5.1	1.2	19.9
Lo	3.11	71.4	3.0	3.35	2.81	.90	6.6	5.4	1.2	20.3

\* % Mineral: Supplemental calcium and insoluble grit added to ration.

FEED = 81.2% OF ALL CASH COSTS

Amount of Feed Needed by Hen is Determined by



Whether a feed is All-Mash or is Mash-plus Grain is not important to today's operator. The key to the feed you buy is how much per dozen eggs sold that feed costs.

Feed companies and poultrymen must both continuously strive to discover the feed by which the most eggs may be produced at the lowest possible feed cost level.

Commercial poultry operators that have sufficient bulk storage to buy in large quantities and to purchase grain near harvest time can normally achieve lower feed cost levels.

LEDGER IV - TOTAL INCOME AND EXPENSE

Ser. No.	Cash Ret.	Ch. * Stock Inv.	Depr.	Farm Income	Farm Labor	Int.* on Inv.	Profit	Cash Ret. Rating*		
								Total	Per Prod. Unit	Per Sales Unit
4	4.68	-.09	.73	3.86	1.59	.25	2.02	A	A	A
5	3.73	-.03	.34	3.36	2.54	.26	.56	B	A	A
14	3.07	+.05	.09	3.03	2.88	.22	-.07	A	B	B
10	2.37	-.20	-	2.17	1.69	.15	.33	A	C	C
3	2.96	-.87	-	2.09	1.46	.35	.28	D	B	B
2	2.70	+.01	.67	2.04	1.15	.30	..59	A	B	C
1	1.89	+.19	.21	1.87	1.43	.22	.22	A	D	D
11	2.06	+.10	.41	1.75	1.29	.40	.06	B	C	C
9	1.73	+.05	.19	1.59	1.68	.35	-.44	D	D	D
7	1.23	+.18	-	1.41	1.54	.10	-.23	D	D	D
6	2.58	-1.27	.93	.38	.08	.43	-.13	D	C	B
Hi	3.43	-.19	.36	2.88	1.92	.28	.68	11132.16	3.43	.170
Av.	2.64	-.17	.32	2.14	1.61	.28	.29	8815.52	2.64	.137
Lo	1.98	-.16	.29	1.53	1.29	.28	-.03	6884.99	1.98	.109

\* Changing Stock Inventory: Stock value inventory differences. (Beginning vs. end of the year.)

\* Interest on Investment: 5% interest on total farmer investment.

\* Cash Return Rating: A - Above Hi B - Below Hi to Av. C - Below Av. to Lo  
D - Below Lo (Average classification based on Cash Return.)

Personal Check Form

Did you.....

Yes

No

- A. Keep 3,000 average hens in 1960?
- B. Sell 240 eggs per hen?
- C. Average 40 cents per dozen sold?
- D. Average 20 cents feed cost per dozen sold?
- E. Average less than 12% hen mortality?
- F. Average less than 2% replacement loss?
- G. Maintain a \$1.50 or less family labor cost?
- H. Make a \$7,000 ranch income?

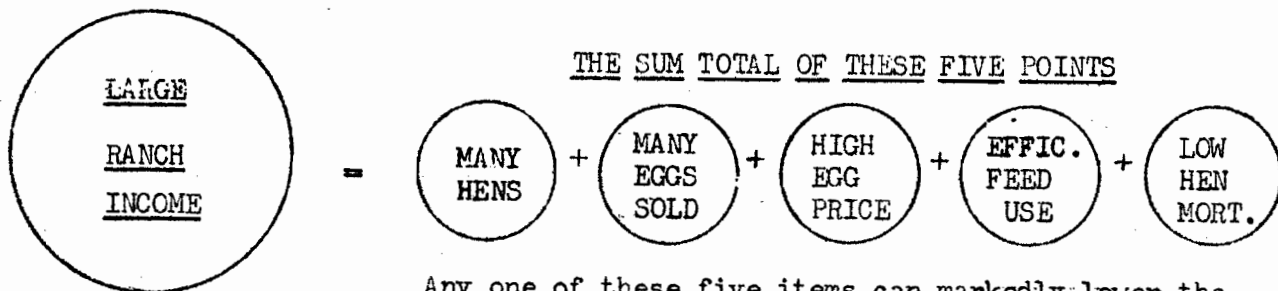
LEDGER V - MANAGEMENT DATA

Ser. No.	Laying Flock			Pullets			Enterprise Rating *					
	% Died	% Culled	% Inc.	Hen Price	% Lost	Init. Cost	Egg Sales per Hen	Price per Doz.	Feed Effic.	Hen Mort.	Total Income	
14	22.2	58.0	+ 7.2	.33	4.5	.35	A	C	A	C	C	A
4	13.1	86.3	+21.6	.41	2.3	.34	B	B	A	B	A	A
10	22.5	61.7	-14.8	.44	2.8	.33	A	B	D	B	C	A
1	19.4	68.8	+ 1.3	.35	5.3	.35	A	C	D	C	B	A
2	16.5	66.4	+13.7	.40	5.6	.35	A	A	B	B	B	A
5	18.9	65.9	+13.9	.28	2.8	.34	C	A	A	B	B	A
11	26.3	67.1	+15.4	.26	7.6	.33	A	C	C	D	D	B
3	31.1	-	+91.5	-	-	.36	D	A	C	A	D	C
6	22.3	112.1	-134.4	.26	-	-	D	D	B	A	C	D
9	50.3	49.8	+ 9.7	.30	-	-	D	B	C	C	D	D
7	12.8	39.2	+ 8.0	.26	25.3	.33	D	D	D	D	A	D
Hi	17.0	55.3	+29.7	.35	3.0	.35	4000	240	.40	.19	.15	10,000
Av.	23.2	61.4	+ 3.0	.33	5.9	.35	3000	230	.37	.20	.20	7,000
Lo	25.6	76.5	-19.1	.31	8.3	.34	2000	220	.34	.21	.25	4,000

Enterprise Rating: All study averages but these are based on enterprise distribution under Cash Return. The enterprise ratings are divided into categories chosen by the analyst.

75% of all hen mortality in this study occurred during the hot weather period during June, 1960

80% of all hen mortality in the study occurred during the two months of June and July.



Any one of these five items can markedly lower the total income. In this study the ranches having the best combinations of these factors made the most money.

.....This same rule will hold true year after year. Those operators that can consistently mold these items into the most favorable combinations will be very successful poultry business people.....

LEDGER VI - COOPERATING ENTERPRISES

COOPERATORS

11\*

Full-time businesses 8  
Part-time businesses 3

LAYING HEN CAPACITY

Average 4427  
Range - 1,200 to 9,000

TYPE LAYING HOUSING

Floor 1  
Community Cages 8  
Individual or two hen cages 2

BROODING

Number of Broods Av. 5  
Range - 2 to 12

Number in Brood Av. 650  
Range - 200 to 1,500

Source of Brooder Heat  
Electricity 6  
Gas 5

Type Brooder Housing  
Floor 3  
Wire Platforms or Pens 5  
Battery 2

VACCINATIONS USED

Newcastle Disease 9  
1 Vac. (Wing only) 5  
2 Vac. (Mod. plus Wing) 4  
Bronchitis 3  
Laryngotracheitis 8  
Fowl Pox 10

MANURE REMOVAL PLAN

Once a week 1  
Every few weeks 4  
Every 6 months 4  
Once a year 2

SOURCE OF FEED

Cooperative 10  
Private Dealer 1

FEED

Method of Storing  
Bulk - 90% to 100% 10  
Sack - 90% to 100% 1

Method of Feeding  
Hand Feed Cart 6  
Mechanical Feed Cart 4  
Mechanical Feeder 1

Type Ration Used  
90% Mash 5  
60% to 90% Mash 2  
40% to 60% Mash 4

Use of Supplementary Minerals  
Oyster Shell 1  
Calcar 7  
Granite Grit 6  
Gravel 4  
Nothing but Feed Mineral 1

EGGS

Times Gathered  
Three times a day 2  
Twice a day 8  
Once a day 1

Egg Pickup Carrier  
Baskets or Buckets 3  
Filler Flats 8

Egg Cleaning System  
Clean All Eggs 2  
Sort Eggs at Cleaning Time 3  
Sort Eggs at Gathering Time 6

Major Egg Cleaning Method  
Washing 4  
Dry Cleaning 7

Egg Storage  
Refrigeration 8  
Other 3

Major Market  
Cooperative 2  
From Cooperative to Private Dealer 2  
Private Dealer 4  
Retail Outlet 3

\* All numbers not classified refer to number of ranches.



LEDGER VII - COMPARATIVE STATISTICS

	1956	1957	1958	1959	1960	10 Yr. Av.
No. of Records	18	21	23	19	11	20
Av. Number Hens	3282	2749	3041	3221	3370	2895
<u>Laying Flock</u>						
% Died	19.1	15.2	13.0	12.7	23.2	18.0
% Culled	81.7	76.3	80.3	84.1	61.4	75.3
% Inc. or Dec. in Size	4.4	16.0	11.4	-2.7	+3.0	7.3
Price Paid/Bird Pur.	54.0	42.5	51.4	32.0	35.0	57.1
Price Rec./Bird Sold	37.0	38.8	51.9	50.0	33.0	39.1
% Replacement Loss	5.6	3.6	2.8	4.5	5.9	8.0
Eggs Sold per Hen	232.6	230.0	240.0	237.0	228.0	221.0
Av. Price/Doz. Eggs	42.5	40.7	41.4	34.7	37.3	44.6
Cash Cost/Doz. Eggs Sold	32.4	29.4	27.7	27.3	24.7	33.6
Cash Return/Doz. Eggs Sold	14.4	13.0	16.2	8.9	13.7	14.4
Av. Price/100 lbs. Feed	4.14	3.44	3.38	3.39	3.17	3.78
% Mash	62.1	67.3	67.4	73.8	75.8	67.1
lbs. Feed 1 Doz. Eggs Will Buy	12.1	11.8	12.2	10.2	11.8	11.8
lbs. Feed/Doz. Eggs Sold	7.3	6.6	6.3	6.2	6.3	7.2
Feed Cost/Doz. Eggs Sold	30.2	22.8	21.4	20.9	20.0	27.7
<u>Income &amp; Expense/Hen</u>						
Egg Sales	7.96	7.79	8.32	6.87	7.11	8.09
Stock Sales	.46	.32	.40	.27	.20	.49
Miscellaneous	.05	.02	.04	.02	.01	.07
Total Cash Income	<u>8.47</u>	<u>8.13</u>	<u>8.76</u>	<u>7.16</u>	<u>7.32</u>	<u>8.65</u>
Feed Purchases	4.74	4.42	4.28	4.15	3.80	4.89
Stock Purchases	.45	.47	.52	.51	.32	.48
Miscellaneous	.52	.61	.57	.55	.49	.51
Hired Labor	.16	.14	.16	.16	.07	.15
Total Cash Expense	<u>5.87</u>	<u>5.64</u>	<u>5.53</u>	<u>5.37</u>	<u>4.68</u>	<u>6.03</u>
Cash Return per Hen	2.60	2.49	3.23	1.79	2.64	2.62
Changing Stock Inventory	.04	.07	.03	.04	-.17	.11
Depreciation	.33	.31	.31	.30	.32	.30
Farm Income per Hen	2.31	2.25	2.95	1.53	2.15	2.43
Family Labor	1.21	1.56	1.25	1.50	1.61	1.36
Interest on Investment	.23	.26	.24	.25	.28	.26
Profit per Hen	.87	.43	1.46	-.22	.29	.81
* Averages	The ten year figures cover the years 1951 - 1960.					

READ

STUDY

ANALYZE

EVALUATE

CHANGE

On These Building Materials All Poultrymen Must Build and Operate Their Businesses.