

ANALYSIS



POULTRY SUCCESS

SUMMARY

Alameda County

Poultry

Management Study

1955

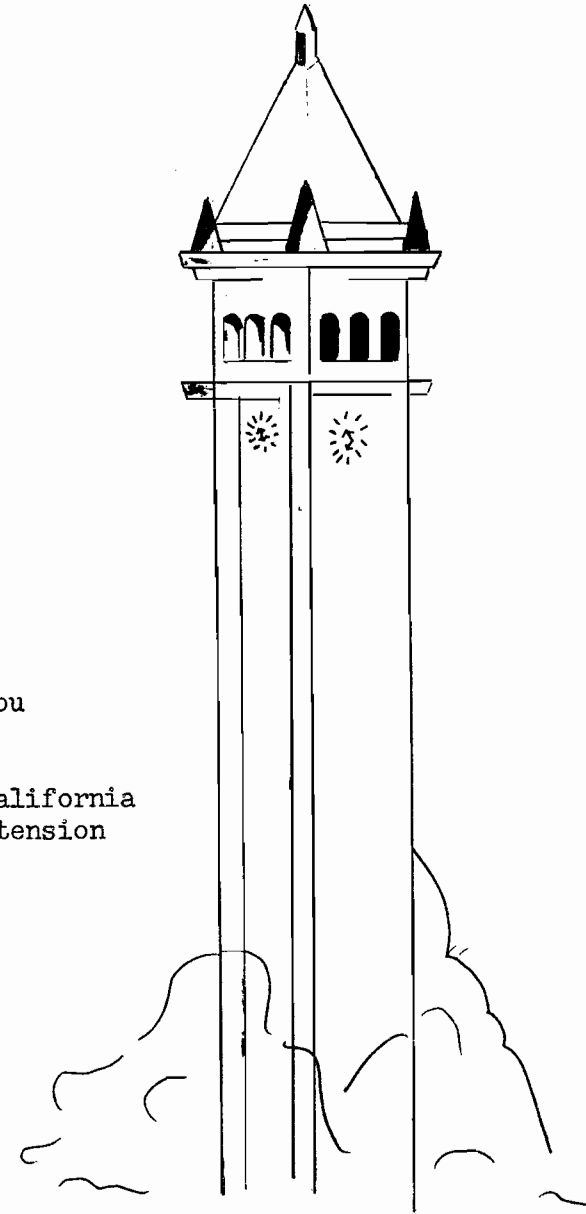
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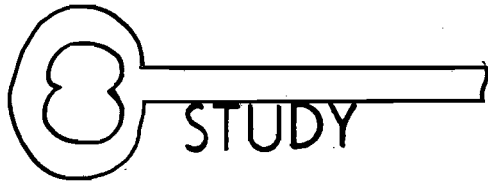
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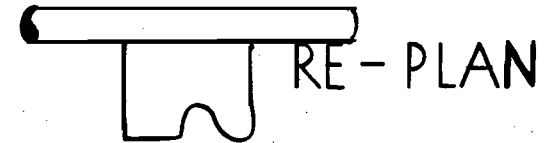
ANALYSIS IS KEY TO POULTRY SUCCESS



STUDY



ANALYZE



RE-PLAN

THINK through this summary of the 1955 calendar business of 18 Alameda County Commercial Egg Poultry Enterprises.

REALIZE that all records are based on the average hen — a bird that remained in the laying house the 365 days of 1955.

DETERMINE which management practices both increase income and decrease expense.

WHY DID SOME POULTRYMEN MAKE MORE MONEY THAN OTHERS?

WHAT income can you expect each year as a poultryman and how large must your business be?

HOW can you change your business and make more money?

WHAT practices, equipment, or layout changes are necessary in your enterprise to allow greater returns per unit of labor and more leisure time?

THE MAN WHO OPENS THESE DOORS MAKES THE GREATEST PROFIT

FACTORS DETERMINING POULTRY PROFITS

YOUR RANCH MUST BE OUTSTANDING IN EACH OF THE FOUR ESSENTIAL PHASES OF MANAGEMENT IF YOU ARE TO RECEIVE A PROFIT EACH YEAR.

HIGH INCOME

- Egg sales are the major source of income on the Commercial Poultry Ranch.
- Increase sales returns by producing eggs that are high in quality, large in size, and laid during the high priced season of the year.
- Select strains of birds that have been bred for liveability, disease resistance, ability to lay, and high egg quality.
- Cull all birds after they have completed their first laying year. Do not keep a bird after it is 18 months old.

LOW EXPENSE

Lower Expense By

Feeding an Economical Feed

Cheaper ration by feeding proper amounts of milo and barley to growing pullets and laying hens.

Stop Poultry Diseases by good vaccination procedure, elimination of stress, and immediate laboratory disease diagnosis.

Plan Labor and Chore Route to do a Maximum number of Jobs in a Minimum Time.

Eliminate all Unnecessary Feed Wastage

EFFICIENT PRACTICES

- Housing: Provide adequate amounts of fresh air, fresh water, fresh feed, roosting and nesting area.
- Equipment: Use labor-saving storage and equipment. Produce high percentages of nest-clean eggs.
- Attention: Pay attention to small details. Watchfulness stops many diseases, cannibalism, drops in egg production and losses in income.
- Planning: Plan buildings and equipment to eliminate labor. Plan chore route to eliminate steps. Plan year's program to eliminate unnecessary duplication of practices and major stresses.

PROPER RECORDS

Good Records Consist of:

- I. Ranch Records
 - a.....An income and expense record book.
 - b.....Laying House Cards showing daily production and mortality.
 - c.....Mortality cards in all growing pens and brooder houses.
- II. Supplemental Records
 - a.....Summary reports of California Random Sample Egg Laying Contests.
 - b.....Market Reports on Poultry Price Quotations from Federal-State Market News Service.
 - c.....Monthly Reports and annual summary of Alameda County Poultry Cost Study.

WHAT



COULD HAVE BEEN



YOU DID



MIGHT BE IMPROVED

Average Hens in Flock	2500		
% Hens Mortality	15		
% Hens Added	120		
% Pullets in Flock	100		
Chicks Added June through Sept.	55		
% Chick Mortality	7		
Lbs. Feed per Hen	125		
Cost per 100 lbs. Feed	\$3.50		
% Mash in Ration	53		
Lbs. of Feed Wasted	5		
Hours Labor per Hen	1		
Minutes Labor Caring for One Case of Eggs	45		
Total Eggs Laid per Hen	220		
% Eggs Laid in Fall	36		
% Fall Production	58		
% Large Eggs	68		
Dozen Eggs Sold per Hen	19		
Price Received per Doz. Eggs	43		
Farm Income per Hen	\$3.25		
Management Income per Hen	\$1.50		

INDIVIDUAL ANALYSIS LEADS TO IMPROVED MANAGEMENT

TABLE I

HIGH INCOME + LOW EXPENSE = HIGH CASH INCOME PER HEN

Ser. No.	Income					Cash and Depreciation Costs						Farm Inc.	Non-Cash Costs		Profit	Ser. No.
	Egg Sales	Poultry Sales	Misc. Income	Change Stock Inv.	Total Income	Feed	Hired Labor	Chicks	Miso.	Depre- ciation	Total Expense		Family Labor	Int.		
Flocks over 3000 hens																
2	7.78	.35	.10	.55	8.78	4.30	.03	.49	.28	.23	5.33	3.45	.68	.20	2.57	2
14	8.37	.23		.25	8.85	4.61	.02	.37	.36	.24	5.60	3.25	.57	.17	2.51	14
18	7.67	.22	.06	.44	8.39	4.72	.15	.40	.34	.28	5.89	2.50	1.97	.27	.26	18
13	7.65	.53	.01	.28	8.47	4.58	.56	.37	.33	.20	6.04	2.43	.69	.16	1.58	13
16	7.95	.22	.10	.23	8.50	4.90	.06	.40	.43	.28	6.07	2.43	1.31	.22	.90	16
12	7.43	.32	.04	-.17	7.62	4.65		.29	.25	.18	5.37	2.25	.85	.15	1.25	12
17	8.05	.20	.03	-.61	7.67	4.54	.02		.41	.50	5.47	2.20	.85	.20	1.15	17
11	6.87	.03	.03	1.17	8.10	4.23	.24	.52	.58	.45	6.02	2.07	.76	.25	1.06	11
19	8.66	.99	.10	-.49	9.26	5.95	.63	.17	.71	.32	7.78	1.48	.88	.28	.32	19
Flocks under 3000 hens																
6	8.34	.24	.01	.35	8.94	4.07	.37	.56	.48	.24	5.72	3.22	1.11	.27	1.84	6
4	7.95	.42	.05	-.16	8.26	4.20		.46	.31	.13	5.09	3.17	1.54	.23	1.40	4
20	6.67	.06	.05	.78	7.56	3.80	.12	.39	.37	.26	4.95	2.61	.90	.24	1.47	20
1	10.05	.79	.10	.64	11.58	6.64	.27	.59	.84	.69	9.03	2.55	1.19	.39	.97	1
3	8.72	.61		-.16	9.17	5.88		.35	.43	.51	7.17	2.00	2.14	.31	-.45	3
9	6.93	.90		.10	7.93	5.24		.46	.81	.08	6.59	1.34	1.41	.25	-.32	9
7	7.66	.39		-.60	7.45	5.10		.49	.44	.36	6.39	1.06	1.07	.22	-.23	7
21	7.35	.42	.09	-.85	7.01	5.36	.10	.28	.20	.24	6.18	.83	2.01	.20	-1.38	21
8	7.46	.41		-1.53	6.34	4.53		.46	.33	.25	5.57	.77	1.44	.26	-.93	8
HI	8.14	.35	.05	.18	8.71	4.72	.15	.39	.40	.30	5.96	2.75	1.08	.23	1.44	HI
LO	7.66	.54	.03	-.34	7.89	5.18	.13	.39	.50	.32	6.53	1.36	1.39	.25	-.28	LO
AV	7.93	.43	.04	-.03	8.37	4.91	.14	.39	.44	.31	6.19	2.18	1.20	.24	.74	AV

- Information: All data in these tables is based on the average hen.
- Income from sacks: Monetary returns from sacks are deducted from the feed cost.
- Farm income: Actual cash received by poultryman from each average hen.
- Management income: Profit per hen.
- Record #20: Because this flock did not have laying hens 365 days of 1955, this record was not used in determining the averages.
- Averages: HI = Averages of 10 top flocks. LO = Averages of 7 low flocks. AV = Averages of 17 flocks.

TABLE II

DECREASED MORTALITY = INCREASED PRODUCTION

Ser. No.	Percent of Av. Number Hens				Aver. Price Cull Hens	Aver. Price Pullet Chicks	% Chicks Lost	Per Hen		Ser. No.
	Died	Culled	Added	Inc. or Dec.				Egg Prod.	Hrs. Labor	
Flocks over 3000 hens										
2	25.3	68.8	74.9	-19.2	.52	.30	12.9	222	0.5	2
14	9.8	43.3	82.1	29.0	.61	.34	12.7	220	0.4	14
18	13.1	49.5	111.7	49.1	.43	.34	11.6	212	1.5	18
13	18.1	63.7	103.8	22.0	.84	.33	7.3	215	1.0	13
16	19.1	41.3	102.4	42.0	.47	.35	6.8	206	1.0	16
12	28.6	63.3	107.4	15.5	.50	.37	11.4	208	0.6	12
17	22.8	33.6	79.7	23.3	.59		19.3	218	0.6	17
11	22.2	7.5	121.7	92.0	.40	.43	1.0	196	0.8	11
19	25.9	113.5	95.0	-47.8	.76	.10	25.9	210	1.2	19
Flocks under 3000 hens										
6	10.8	46.3	92.1	34.8	.48	.56	2.5	208	1.3	6
4	22.1	61.3	77.0	-6.4	.67	.42	4.9	209	1.0	4
20	6.0	17.6	94.8	71.2	.37	.41	7.8	205	0.7	20
1	14.4	117.4	150.7	18.9	.67	.43	7.9	245	1.0	1
3	17.4	75.4	79.8	-13.0	.80	.44	8.2	212	1.4	3
9	12.1	113.8	88.4	-37.5	.45	.17	7.0	197	1.0	9
7	21.8	74.3	106.8	10.5	.52	.43	3.9	220	0.6	7
21	28.2	55.3	91.5	8.0	.60	.29	23.0	202	1.5	21
8	19.1	63.5	117.3	41.4	.63	.35	5.0	218	1.0	8
HI	18.4	58.9	98.2	20.9	.58	.34	9.7	216	0.9	HI
LO	21.0	71.9	100.0	7.6	.59	.32	10.6	208	1.0	LO
AV	19.5	64.2	99.0	15.4	.58	.33	10.1	213	0.9	AV

CAUSES OF MORTALITY

Major causes of mortality during 1955 were cannibalism, CRD and Bronchitis, CRD and Coryza, Hepatitis, Leucosis, and Coccidiosis.

STOP MORTALITY LOSSES

From Cannibalism:

By debeaking early and thoroughly.

From CRD Combinations:

By elimination of stress periods.

By use of high level antibiotic feeds when birds are vaccinated, moved, and debeaked.

By use of modified types of vaccines where possible.

By purchase of hybrid or cross strained stock.

From Hepatitis and Coccidiosis:

By careful operator observation of stock.

By immediate action on first suspicious signs.

By use of proper medicants following diagnosis.

From Leucosis:

By purchase of resistant strains of stock.

MORTALITY LOSSES REDUCED

From 20% for layers and 10% for chicks.

To 15% for layers and 7% for chicks.

In 1955 increased farm income 16.5 cents per hen.

With 3300 hens this means nearly \$500.00 added income.

CAREFULL OBSERVATION + PROMPT ACTION = MORTALITY CONTROL

TABLE III.

FEED WASTED = MONEY LOST

Ser. No.	Av. Feed Cost Per 100 Pounds			% Mash	Lbs. Feed Per Hen	Estimated Feed Needed		Per Hen		Ser. No.
	Mash	Grain	Mash & Grain			Hens	Young Stock	Lbs. Feed Wasted	Cost of Feed Waste	
Flocks over 3000 hens										
2	3.81	2.55	3.22	53.4	133	92	34	7	.21	2
14	4.35	2.72	3.53	51.0	130	94	24	12	.42	14
18	4.27	2.67	3.48	50.1	135	91	31	23	.80	18
13	4.23	2.65	3.54	56.0	129	93	32	4	.14	13
16	4.37	2.72	3.63	55.3	135	92	26	17	.62	16
12	4.19	2.70	3.48	52.3	134	90	22	22	.75	12
17	4.19	2.65	3.58	60.8	127	92	21	13	.47	17
11	3.61	1.04	3.59	99.0	118	90	33	15	.55	11
19	4.07	2.58	3.40	55.1	165	125	40	10	.34	19
Flocks under 3000 hens										
6	4.18	2.56	3.42	53.2	119	92	25	1.7	.06	6
4	4.18	2.39	3.34	52.9	126	89	21	16	.55	4
20	4.14	2.54	3.40	53.8	112	90	13	9	.32	20
1	4.61	2.75	4.32	84.5	154	96	41	17	.75	1
3	4.42	4.42	4.42	100.0	133	91	22	20	.88	3
9	4.18	2.56	3.84	79.2	135	90	55	10	.38	9
7	4.14	1.07	4.01	95.6	127	92	28	7	.30	7
21	4.20	3.20	3.71	51.3	144	91	28	25	.93	21
8	4.22	2.50	3.41	52.9	133	93	24	16	.55	8
HI	4.24	2.64	3.55	57.0	132	92	28	13.3	.48	HI
LO	4.12	1.85	3.77	76.2	136	96	33	14.7	.56	LO
AV	4.19	2.31	3.64	64.9	134	94	30	13.8	.51	AV

Estimated Feed Needed: Based on size of hen, production per hen and ages of young growing stock.

THE 1955 BREAKDOWN OF POULTRY EXPENSES

Cash Expenses		All Expenses	
Feed	83.5%	Feed	64.5%
Hired Labor	2.5%	All Labor	17.5%
Stock	6.0%	Stock	5.0%
Misc.	8.0%	Misc.	6.0%
		Depreciation	4.0%
		Interest	3.0%

DOES FEED WASTAGE COST?

On a farm averaging 3350 hens, a farmer wasting 50 cents worth of feed per hen loses \$1675.00 income per year. Ranches in this study during 1955 lost from \$200.00 income to as high as \$4800.00 income from feed wastage alone. This is a major expense that can be eliminated.

STEPS IN STOPPING FEED WASTAGE

- * Debeak stock early and thoroughly. Cut both beaks some.
- * Place feed in deep troughs. Use 6" deep troughs or 5" deep troughs with lip with laying hens.
- * Keep raising top level of trough as stock grows.
- * Feed grain and mash free choice or in proper percentages for stock.
- * Fill feeders only 1/3 full. Maryland reports White Leghorn hens wasted 15% feed with feeders 2/3 full as against 2% where feed level was at 1/3 point.

FEED PROPER AMOUNTS OF FEED IN PROPER SIZED TROUGHES

MANY LARGE EGGS SOLD = HIGH INCOME

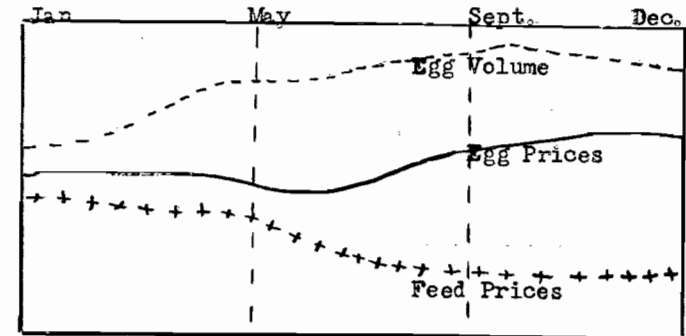
THE 1955 BREAKDOWN OF POULTRY INCOME:

Egg Sales	95.0%
Poultry Sales	5.0%
Miscellaneous Income	0.5%
Changing Stock Inv.	-0.5%

?? DID YOU KNOW THAT ??

- Before you make any money for wages, your egg income must be 17% above your feed expense each month.
- Before you make any money as profit your egg income must be 31% above your feed expense each month.

EGG VOLUME VERSUS FEED AND EGG PRICES



Ser. No.	Eggs Laid Per Hen	Percent of Eggs			Percent					Ser. No.
		Large	Med.	Small	Fall Eggs	Prod. in Fall	Pullets	Pullets Added June-Sept.	Hens Removed	
Flocks over 3000 hens										
2	222	66	23	11	22.7	52.0	100.0	0	94.1	2
14	220	76	19	5	38.7	59.0	83.2	55.2	53.1	14
18	212	71	17	12	40.1	54.5	81.6	69.3	62.6	18
13	215	58	30	12	32.8	55.1	90.1	67.0	81.8	13
16	206	65	25	10	43.6	56.6	83.9	81.6	60.4	16
12	208	66	23	11	30.1	51.2	100.0	62.4	91.9	12
17	218	79	14	7	40.3	62.3	82.3	57.2	56.4	17
11	196	65	22	13	51.0	51.9	73.7	68.7	29.7	11
19	210	52	33	15	22.3	46.1	100.0	42.9	139.4	19
Flocks under 3000 hens										
6	208	64	23	13	42.8	54.6	73.6	100.0	57.3	6
4	209	69	19	12	29.9	54.6	75.6	34.0	83.4	4
20	205	57	32	10	53.9	68.6	100.0	48.6	23.6	20
1	245	64	27	9	41.0	68.4	86.5	42.8	131.8	1
3	212	71	23	6	37.1	62.2	74.7	71.8	92.8	3
9	197	71	18	12	34.8	55.9	76.4	41.9	125.9	9
7	220	69	25	5	33.8	60.8	83.0	31.0	96.3	7
21	202	68	23	9	24.6	39.2	94.0	48.8	83.5	21
8	218	62	22	16	33.2	60.2	74.3	27.3	75.9	8
HI	216	68	22	10	36.2	56.8	85.7	57.0	77.3	HI
LO	208	65	24	11	33.8	53.8	82.3	47.5	91.9	LO
AV	213	67	23	10	35.2	55.6	84.3	53.1	83.3	AV

EGG VOLUME *** The overall volume of eggs in 1955 increased markedly in March and April and continued increasing to the peak period of September and October. At that point moulting birds and inclement weather caused the egg volume to drop quite rapidly.

EGG PRICES *** Prices were low during the Spring period, dropped even lower in May and June and then increased regularly to a November peak. Prices during the Fall were well above those of the rest of the year. Poultrymen making money made it from September through December.

FEED PRICES *** Feed prices were highest before grain harvests in June and July. After harvest feed prices dropped and gave poultrymen a very desirable egg-feed ratio during the Fall period.

TABLE V

COSTS RATHER THAN PRICES DETERMINE INCOME

Ser. No.	Doz. Sold Per Hen	Av. Price All Eggs	Cents per Dozen			Lbs. Feed Per Doz.	% Mash	Cost Per Lb. Feed	Min. Labor Per Case Eggs	Feed-Egg Ratio	Ser. No.
			Net Cost	Mgt. Income	Farm Income						
Flocks over 3000 hens											
2	18.8	41.0	27.7	13.3	18.3	7.1	53.4	3.2	22.8	12.8	2
14	18.7	44.8	31.4	13.4	17.0	7.0	51.0	3.5	18.5	12.7	14
18	17.6	43.6	42.2	1.4	14.0	7.7	50.1	3.5	75.6	12.5	18
13	18.7	40.9	33.0	7.9	13.0	6.9	56.0	3.5	48.9	11.6	13
16	17.8	44.7	39.7	5.0	13.0	7.6	55.3	3.6	48.2	12.3	16
12	17.6	42.1	35.1	7.0	13.0	7.6	52.3	3.5	28.8	12.1	12
17	18.2	44.3	38.0	6.3	12.0	7.0	60.8	3.6	28.5	12.4	17
11	16.0	42.8	36.2	6.6	13.6	7.3	99.0	3.6	42.7	11.9	11
19	18.8	46.0	44.3	1.7	9.0	9.3	55.1	3.4	44.7	13.5	19
Flocks under 3000 hens											
6	16.5	50.4	39.3	11.1	20.0	7.2	53.2	3.4	68.1	14.7	6
4	17.9	44.3	36.5	7.8	18.0	7.0	52.9	3.3	51.3	13.3	4
20	15.9	41.9	32.7	9.2	16.0	7.0	53.8	3.4	38.9	12.3	20
1	22.1	46.3	42.0	4.3	11.0	7.0	84.5	4.3	42.6	10.7	1
3	18.5	47.2	49.6	-2.4	11.0	7.2	100.0	4.4	69.2	10.7	3
9	16.6	41.8	43.8	-2.0	8.0	8.2	79.2	3.8	51.4	10.9	9
7	18.3	42.0	43.2	-1.2	6.0	7.0	95.6	4.0	30.0	10.5	7
21	16.8	43.8	52.0	-8.2	5.0	8.6	51.3	3.7	78.1	11.2	21
8	18.2	40.9	45.9	-5.0	-4.0	7.3	52.9	3.4	47.4	12.0	8
HI	18.4	44.2	36.5	7.8	14.9	7.2	57.0	3.5	43.3	12.5	HI
LO	17.6	43.5	45.0	-1.5	6.9	7.8	76.2	3.8	51.9	11.5	LO
AV	18.1	43.9	40.0	2.5	11.6	7.5	64.9	3.6	46.9	12.1	AV

HIGH INCOME FLOCKS	--VERSUS--	LOW INCOME FLOCKS
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I. Higher egg production, higher percentages of large eggs, higher production percentages in the Fall, and greater numbers of pullets added from June through September raised ranch-incomes.

	HIGH	LOW
Eggs per Hen	216	208
Dozen Eggs Sold	18.4	17.6
% Large Eggs	68	65
% Production in Fall	56.8	53.8
% Fall Eggs	36.2	33.8
% Pullets added June thr. Sept..	57.0	47.5

II. Higher priced feed fed with larger proportions of grain and with less feed waste resulted in decreased costs.

Average Price of Mash	4.24	4.12
Average Price of Grain	2.64	1.85
% of Mash in Ration	57.0	76.2
Average Price of All Feed	3.55	3.77
Lbs. Feed Wasted	13.3	14.7

III. Lower hen and chick mortality, higher egg production and fewer numbers of cull hens from comparative quality stock markedly increased income.

% Hen Mortality	18.4	21.0
% Chick Mortality	9.7	10.6
Eggs per Hen	216	208
% Hens Culled	58.9	71.9
Price of Chicks	34.	32.

IV. Comparative labor per hen with a lower percentage used in processing eggs characterized the high income ranches.

	High	Low
Hours Labor per Hen9	1.0
Minutes Handling Time per Case of Eggs	43.3	51.9

TABLE VI

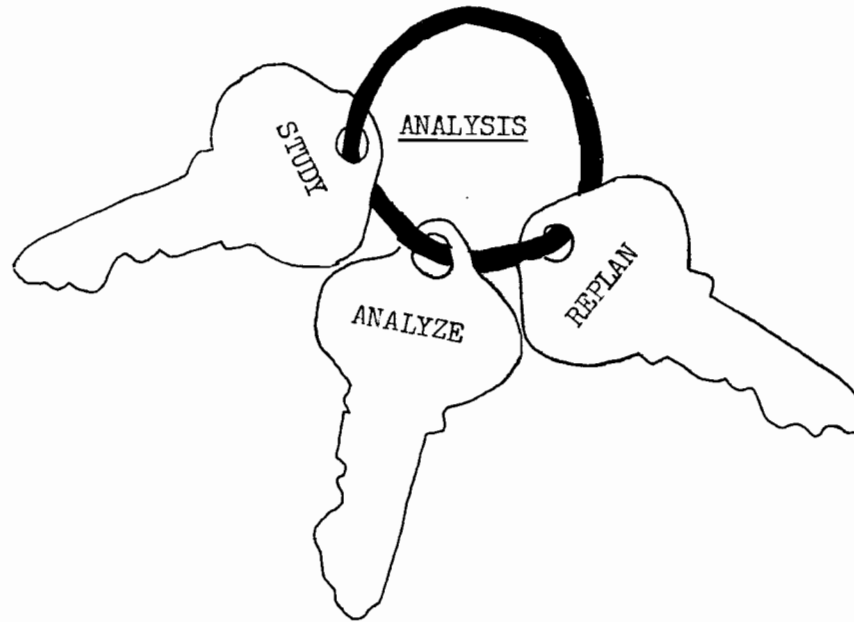
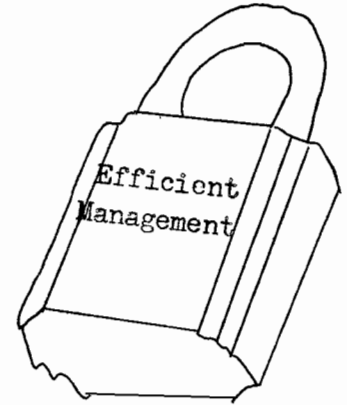
EFFICIENT POULTRY MEN MAKE MONEY EACH YEAR

	1946	1947	1948	1949	1950	1951	1952	1953	1954	1955	10 year Av.
No. Records	15	18	16	22	21	22	19	23	22	18	20
Av. No. Hens	1132	1212	1182	1283	1731	1891	2626	2785	2638	3349	1983
Eggs per Hen	185	192	203	209	208	200	206	200	208	213	202
% Fall Eggs	28	32	34	40	39	39	36	34	35	35	35
Av. Price Feed	3.44	4.26	4.43	3.96	3.65	4.23	4.38	4.10	3.94	3.64	4.00
Egg-Feed Ratio *	12.7	12.8	12.5	12.8	11.6	13.2	11.3	13.1	10.1	12.1	12.2
Av. Price per Doz.	44.7	55.4	56.2	51.4	44.5	58.0	50.1	55.3	42.0	43.9	50.2
Net Cost per Doz.	40.0	46.4	45.6	43.6	37.2	45.6	44.4	44.5	41.6	40.0	42.9
Mgt. Income per Doz.	4.7	9.0	10.6	7.8	7.3	12.4	5.7	10.8	0.4	2.5	7.3
Income per Hen											
Egg Sales	6.91	8.96	9.53	8.82	7.62	9.51	8.64	9.28	7.52	7.93	8.47
Poultry Sales	1.24	1.53	1.09	1.24	.71	1.15	.47	.63	.53	.43	.90
Misc. Income	.14	.24	.27	.28	.28	.35	.05	.05	.06	.04	.18
Change Stock Inv.	.02	.23	.43	.50	.66	.82	.46	-.13	-.04	-.03	.29
TOTAL	8.31	10.96	11.32	10.84	9.27	11.83	9.62	9.83	8.07	8.37	9.84
Expenses											
Feed	4.33	5.62	5.74	5.77	4.94	6.43	5.71	5.16	5.31	4.91	5.39
Hired Labor	.10	.11	.07	.09	.08	.22	.13	.17	.14	.14	.13
Chicks	.86	1.15	.78	.79	.58	.75	.48	.40	.46	.39	.66
Misc.	.31	.40	.51	.56	.47	.58	.45	.44	.45	.44	.46
Depreciation	.12	.14	.14	.21	.24	.31	.26	.27	.32	.31	.23
TOTAL CASH & DEP.	5.72	7.42	7.24	7.42	6.31	8.29	7.03	6.44	6.68	6.19	6.87
Farm Income **	2.59	3.54	4.08	3.42	2.96	3.54	2.62	3.39	1.39	2.18	2.97
Family Labor	1.64	1.84	2.03	1.75	1.39	1.47	1.39	1.35	1.07	1.20	1.51
Interest	.22	.25	.26	.32	.31	.39	.25	.23	.25	.24	.27
Profit	.73	1.45	1.79	1.35	1.26	1.68	.98	1.81	.07	.74	1.19

- * Egg-Feed Ratio: Pounds of feed that 1 dozen eggs will buy. (The greater this number the more favorable to the poultryman.)
 ** Farm Income: Actual cash received by the poultryman from each average hen.

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