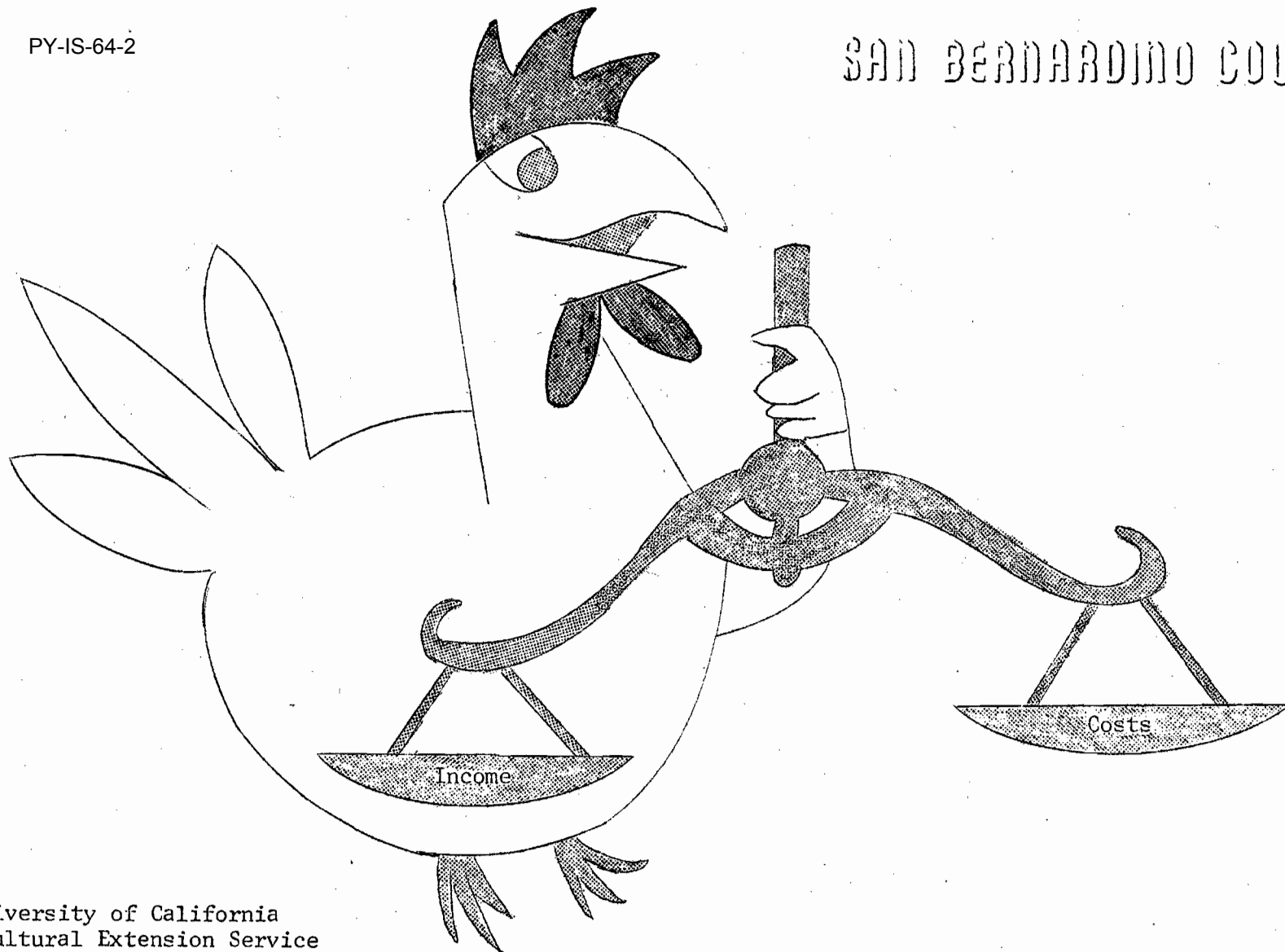


# 1964 POULTRY MANAGEMENT STUDY

PY-IS-64-2

SAN BERNARDINO COUNTY



University of California  
Agricultural Extension Service

UC COOPERATIVE EXTENSION

## INTRODUCTION

The Agricultural Extension Service in San Bernardino County has conducted Poultry Management Studies yearly, from 1953 through 1960. This was followed by a two-year break, and they were resumed again in 1963. The 1964 Poultry Management Study was compiled from data from nine cooperating poultrymen. It involves an average of 107,561 laying hens, or a ranch average of 11,940 laying hens.

Cooperating poultrymen have used this study as a means for comparing their operation with similar operations within the county and as a comparison with their own operation through the years. In addition, these studies provide management information and cost data for others in the poultry industry.

### Ranch Size Designation:

A = Under 5,000

B = 5,000 - 10,000

C = 10,000 - 15,000

D = Over 15,000

### Arrangement of Data:

The ranches in all tables are listed in the order of decreasing management income (as shown in Table IV).

### Averages:

Averages for each item were based on those ranches having data for that item.

\* \* \* \* \*

### ACKNOWLEDGMENT

Appreciation is due William D. Shupe, former San Bernardino County Farm Advisor, who conducted the study through October 1964.

\* \* \* \* \*

### AUTHOR

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## EXPLANATION OF TERMS

1. The laying flock consists of hens 24 weeks of age and older.
2. Per cent culled, died, added, and eggs per hen are the respective yearly totals divided by the average number of laying hens.
3. Per cent of eggs sold Large, Medium, Small, and Commercial are based on the Wholesale egg sales.
4. Commercial eggs include cracks, pee-wees, and Grade B eggs.
5. Change of inventory includes feed, eggs, and an evaluation of flock value change.
6. Miscellaneous costs include vaccines, medication, repair of equipment, taxes, utilities, auto, and office expense.
7. Depreciation is obtained from the Federal Income Tax report.
8. Family labor is valued at \$1.50 per hour times the estimated number of hours.
9. Interest on investment - The rancher's value of the land; average value of stock, buildings, and equipment; computed at 6 per cent.
10. Cost of feed per cwt. - Total cost of all feed, grit, shell, etc., + total pounds.
11. Feed consumption per hen -
  - a. All Feed: Total feed used on ranch ÷ average number of laying hens.
  - b. Layers: Total feed minus an estimate for replacements of 25 pounds per pullet added ÷ average number of hens.
12. Feed conversion (pounds of feed per dozen eggs) -
  - a. All Feed: Total feed ÷ dozens sold wholesale + retail.
  - b. Layers: Total feed minus replacement estimate ÷ dozens sold wholesale + retail.
13. Chick cost - Total cost of chicks ÷ number of chicks reported bought.
14. Cash income - Amount remaining after feed, replacement, hired labor, and miscellaneous cash costs are paid.
15. Net farm income - Cash income minus depreciation.
16. Management income - Net farm income minus family labor and interest on investment.
17. Per cent lay flock change - Ending lay flock inventory minus beginning ÷ beginning.
18. NA - Not available.

TABLE I. EGG PRODUCTION, SIZES, PRICES, AND TYPES OF SALE

Ranch No.	Eggs Per Hen	Per Cent Production	Per Cent of Eggs Marketed					Price Received (Cents Per Dozen)		
			Large	Medium	Small	Commercial	Retail	Wholesale	Retail	All Eggs
12-B	236.7	64.7	NA	NA	NA	NA	NA	NA	NA	32.76
3-C	253.0	69.1	69.2	19.9	2.5	8.5	0.5	28.28	37.62	28.33
10-C	237.8	65.0	73.8	19.3	3.2	3.7	4.2	29.01	33.08	29.18
8-B	208.2	56.9	70.9	22.6	2.6	3.9	0.0	27.18	None sold	27.18
4-C	186.8	51.0	75.6	17.1	3.4	3.9	0.0	27.02	None sold	27.02
13-D	217.1	59.3	69.4	21.1	4.0	5.5	11.7	27.33	38.23	28.60
9-C	229.0	61.5	72.1	21.9	3.4	2.6	0.0	27.43	None sold	27.43
7-B	245.6	67.1	57.5	26.3	7.2	9.0	0.8	25.66	33.47	25.73
6-B	228.7	62.6	55.6	32.8	9.3	2.3	5.1	27.25	33.22	27.55
Average	227.0	61.9	68.0	22.6	4.5	4.9	2.8	27.40	35.12	28.20

TABLE II. INCOME PER HEN  
(DOLLARS)

Ranch Number	Egg Sales	Cull Hens	Change of Inventory (Stock, Feed, and Eggs)	Miscellaneous	Total
12-B	6.34	0.09	0.82	0.00	7.25
3-C	5.95	0.10	0.34	0.00	6.45
10-C	5.70	0.14	-0.06	0.01	5.79
8-B	4.72	0.05	0.15	0.04	4.96
4-C	4.21	0.02	-0.03	0.03	4.23
13-D	5.18	0.08	0.18	0.00	5.44
9-C	5.20	0.13	-0.21	0.00	5.12
7-B	5.43	0.17	-0.40	0.00	5.20
6-B	4.94	0.10	0.62	0.00	5.67
Average	5.30	0.10	0.16	0.01	5.57

TABLE III. COSTS PER HEN  
(DOLLARS)

Ranch No.	CASH COSTS					NON-CASH COSTS			
	Feed	Replacement	Hired Labor	Misc.	Total	Depre- ciation	Family Labor	Interest on Investment	Total Costs Per Hen
12-B	4.50	0.19	0.03	0.05	4.78	0.41	0.68	0.28	6.15
3-C	3.87	0.45	0.17	0.14	4.62	0.36	0.31	0.20	5.49
10-C	3.72	0.27	0.15	0.36	4.50	0.21	0.43	0.11	5.25
8-B	3.45	0.18	0.76	0.21	4.60	0.00	0.17	0.08	4.85
4-C	3.22	0.16	0.53	0.21	4.13	0.00	0.09	0.01	4.24
13-D	3.83	0.73	0.20	0.11	4.86	0.09	0.32	0.19	5.46
9-C	3.96	0.29	0.22	0.26	4.73	0.19	0.34	0.24	5.49
7-B	4.06	0.31	0.21	0.20	4.78	0.34	0.21	0.28	5.61
6-B	4.31	0.40	0.01	0.38	5.11	0.17	0.64	0.19	6.10
Average	3.88	0.33	0.25	0.21	4.68	0.20	0.35	0.18	5.40

TABLE IV. INCOME OVER COSTS

(DOLLARS PER HEN)

Ranch No.	Total Income (-)	Cash Costs (=)	Cash Income (-)	Depreciation (=)	Net Farm Income (-)	Non-Cash Costs (=)	Mgmt. Income
12-B	7.25	4.78	2.47	0.41	2.06	0.96	1.10
3-C	6.45	4.62	1.83	0.36	1.47	0.51	0.96
10-C	5.79	4.50	1.29	0.21	1.08	0.54	0.54
8-B	4.96	4.60	0.36	0.00	0.36	0.25	0.11
4-C	4.23	4.13	0.10	0.00	0.10	0.10	-0.006
13-D	5.44	4.86	0.58	0.09	0.49	0.51	-0.02
9-C	5.12	4.73	0.39	0.19	0.20	0.58	-0.37
7-B	5.20	4.78	0.42	0.34	0.08	0.49	-0.41
6-B	5.67	5.11	0.56	0.17	0.40	0.83	-0.43
Average	5.57	4.68	0.89	0.20	0.69	0.53	0.16

TABLE V. INCOME AND INCOME OVER COSTS  
(CENTS PER DOZEN)

Ranch No.	INCOME			CASH COSTS					Cash In- come	Depr.	Net Farm Income	NON-CASH COSTS		Total Costs	Mgmt. Income
	Eggs	Other	Total	Feed	Replac- ments	Hired Labor	Misc.	Total				Family Labor	Interest on Invest.		
12-B	32.8	4.7	37.5	23.3	1.0	0.2	0.2	24.7	12.8	2.1	10.6	3.5	1.4	31.8	5.7
3-C	28.3	2.4	30.7	18.4	2.1	0.8	0.7	22.0	8.7	1.7	7.0	1.5	0.9	26.1	4.6
10-C	29.2	0.5	29.7	19.0	1.4	0.7	1.9	23.0	6.7	1.1	5.5	2.2	0.6	27.0	2.8
8-B	27.2	1.4	28.6	19.9	1.0	4.4	1.2	26.5	2.1	0.0	2.1	1.0	0.5	28.0	0.6
4-C	27.0	0.2	27.2	20.7	1.1	3.4	1.4	26.6	0.6	0.0	0.6	0.6	0.1	27.2	-0.04
13-D	28.6	1.4	30.0	21.2	4.0	1.1	0.6	26.9	3.1	0.5	2.7	1.8	1.1	30.2	-0.1
9-C	27.4	-0.4	27.0	20.9	1.5	1.2	1.4	25.0	2.0	1.0	1.1	1.8	1.3	29.0	-2.0
7-B	25.7	-1.1	24.6	19.3	1.5	1.0	0.9	22.6	2.0	1.6	0.4	1.0	1.3	26.6	-1.9
6-B	27.6	4.0	31.6	24.0	2.4	0.0	2.0	28.4	3.2	1.0	2.2	3.5	1.0	34.0	-2.4
Average	28.2	1.5	29.7	20.7	1.8	1.4	1.1	25.1	4.6	1.0	3.6	1.9	0.9	28.9	0.8



TABLE VI. MISCELLANEOUS MANAGEMENT DATA

Ranch No.	FEED REQUIREMENTS				Per Cent Mortality to 24 Weeks	Per Cent of Average Laying Flock			Per Cent Change in Lay Flock	Forced Molt- ing	Feed Cost Per Cwt. (\$)	LABOR REQUIREMENTS			Chick Price (¢)	Price Rec'd Per Cull (¢)
	Pounds Feed Per Hen		Pounds Per Dozen			Died	Culled	Added				Hours Family Labor Per Hen	Hours Hired Labor Per Hen	Total Hours Per Hen		
	All Feed	Layers	All Feed	Layers												
12-B	132.4	111.7	6.84	5.77	10.7	24.5	48.2	82.8	10.8	None	3.37	0.45	0.03	0.49	19.5	18.8
3-C	115.0	89.9	5.47	4.28	5.5	15.9	50.4	125.4	25.2	Some	3.35	0.21	0.11	0.32	31.8	19.3
10-C	110.4	86.1	5.65	4.41	4.9	12.9	79.6	97.2	0.1	None	3.37	0.29	0.12	0.41	28.4	18.6
8-B	113.7	103.4	8.95	5.96	18.2	27.5	17.0	41.2	0.0	Heavy	3.04	0.11	0.51	0.62	25.4	30.0
4-C	106.9	92.9	6.87	5.97	12.2	36.3	11.0	56.0	18.5	Heavy	3.02	0.06	0.35	0.41	32.3	20.1
13-D	107.9	85.1	6.00	4.71	4.6	25.9	41.3	91.4	22.2	None	3.55	0.21	0.15	0.36	30.8	20.5
9-C	116.3	90.7	8.06	4.78	5.7	34.5	83.5	88.9	-17.2	None	3.41	0.22	0.19	0.41	31.0	15.2
7-B	116.9	92.2	7.39	4.37	24.5	7.8	98.7	98.7	-21.1	None	3.48	0.14	0.19	0.33	26.5	17.1
6-B	118.1	85.7	6.59	4.78	8.7	20.9	62.4	129.9	60.6	None	3.65	0.42	0.01	0.43	28.8	17.2
Avg.	115.8	93.1	6.87	5.00	10.6	22.9	54.7	90.2	11.0		3.36	0.23	0.18	0.42	28.3	19.6

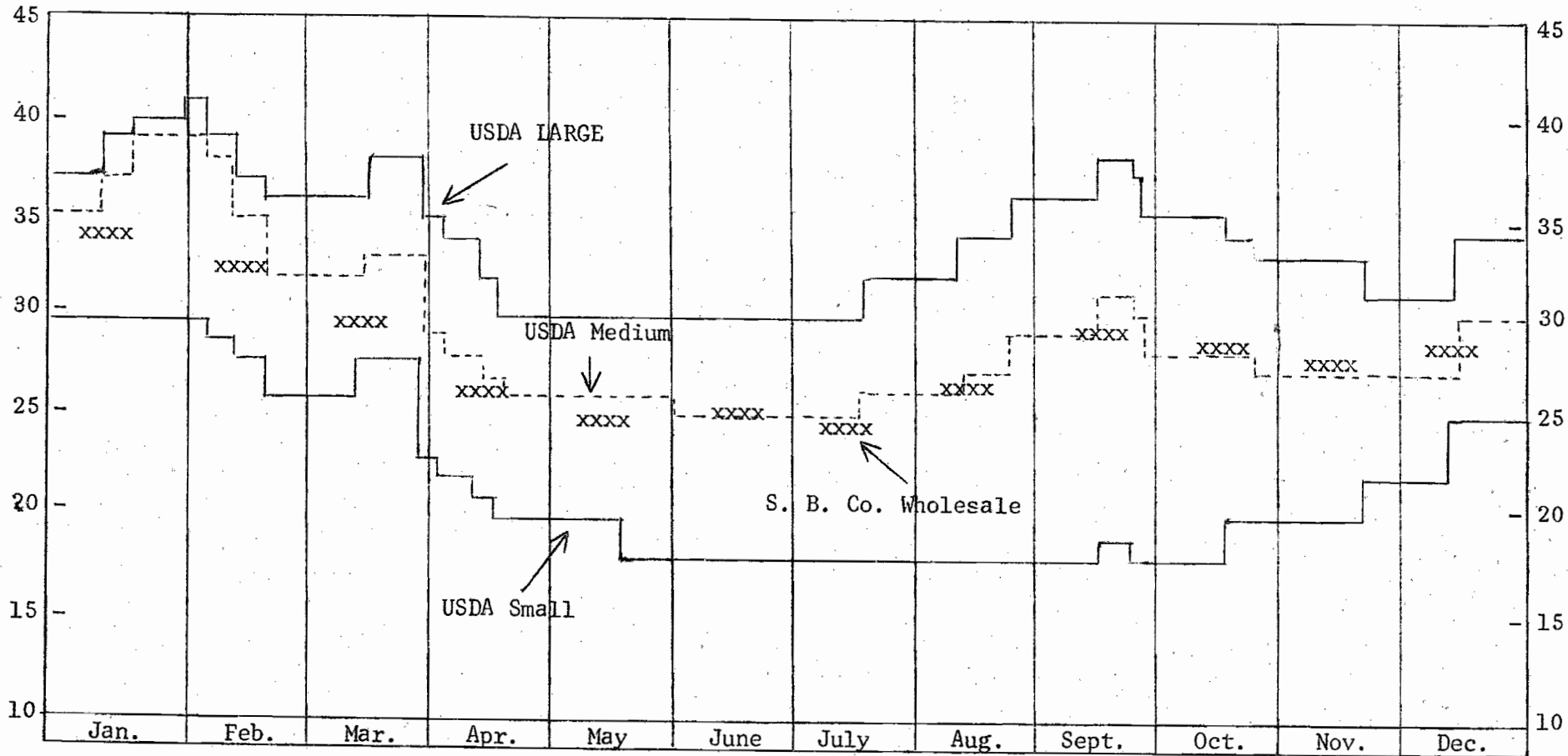
TABLE VII. MANAGEMENT AND OPERATION

Ranch No.	Type of House	Size of Cage (inches)	No. Birds Per Cage	Sq. In. Per Bird	Chicks or Started Pullets	Type of Brooder	No. Broods Per Year	Vaccination Program					Egg Processing
								Newcastle	Bronchitis	L.T.	Coryza	Pox	
12-B	Cage	8 x 16 8 x 16 12 x 16	1 2 3	128 64 64	Chicks only	Electric battery	3 or 4	12 weeks	2 weeks - water 14 weeks - Eye drop	6 - 8 weeks	6 - 8 weeks Intra-muscular	Day old	Wash Grade Candle
3-C	Cage	9 x 18 12 x 18 24 x 36	2 3 7	81 72 123	Chicks only	Gas heat hot water Wire	5	3 and 12 weeks Intra-muscular	6 days and 14 weeks Eye drop	8 weeks Vent Brush	3 and 8 wks. Intra-muscular	18 wks. Wing Web	None*
10-C	Cage	9 x 18 24 x 18	2 5	81 86	Chicks only	Electric Wire	4	1st week - Water 5 weeks - Wing Web	1st week - Water 5 weeks - Eye drop	8 weeks Eye drop	--	8 wks. Wing Web	Wash and Grade
8-B	Floor	--	-	--	Chicks only	Gas Floor	3	Intra-muscular and water	Water	Vent Brush	--	Wing Web	None
4-C	Cage	12 x 18 12 x 18	2 3	108 72	Chicks only	Gas heat hot water	6	Intra-muscular	Eye drop	Vent Brush	--	Wing Web	None
13-D	Cage	12 x 18 20 x 18 24 x 18	3 5 6	72 72 89	75% Chicks 25% Started Pullets	Electric (infrared) Floor	3 3	3 weeks Intra-muscular 18 weeks Wing Web	11 weeks Eye drop	5 and 16 weeks Vent Brush	3 and 14 weeks Intra-muscular	18 wks. Wing Web	None
9-C	Cage	16 x 16 12 x 16	4 3	64 64	Chicks only	Electric Wire	6.5	4, 10, 16 weeks Eye drop	1 week - Water 10 weeks - Eye drop	7 weeks Eye drop	4 weeks Intra-muscular	7 wks. Wing Web	None
7-B	Cage	12 x 18 8 x 18 10 x 18	3 2 3	72 72 60	Chicks only	Electric	5	3 weeks Intra-nasal 10 weeks - Wing Web	1 week and 12 weeks Intra-nasal	8 weeks Vent Brush	--	5 wks. Wing Web	None
6-B	Cage	12 x 18 16 x 18	3 4	72 72	Chicks only	Radiant gas Floor	6	3 weeks spray	--	9 weeks	--	9 wks. Wing Web	Wash Grade

\* Delivers eggs to plant.

TABLE VIII. USDA AVERAGE DAILY GRADE A EGG PRICES TO RETAILERS - LOS ANGELES - AND AVERAGE MONTHLY WHOLESALE PRICES RECEIVED BY NINE SAN BERNARDINO COUNTY EGG PRODUCERS

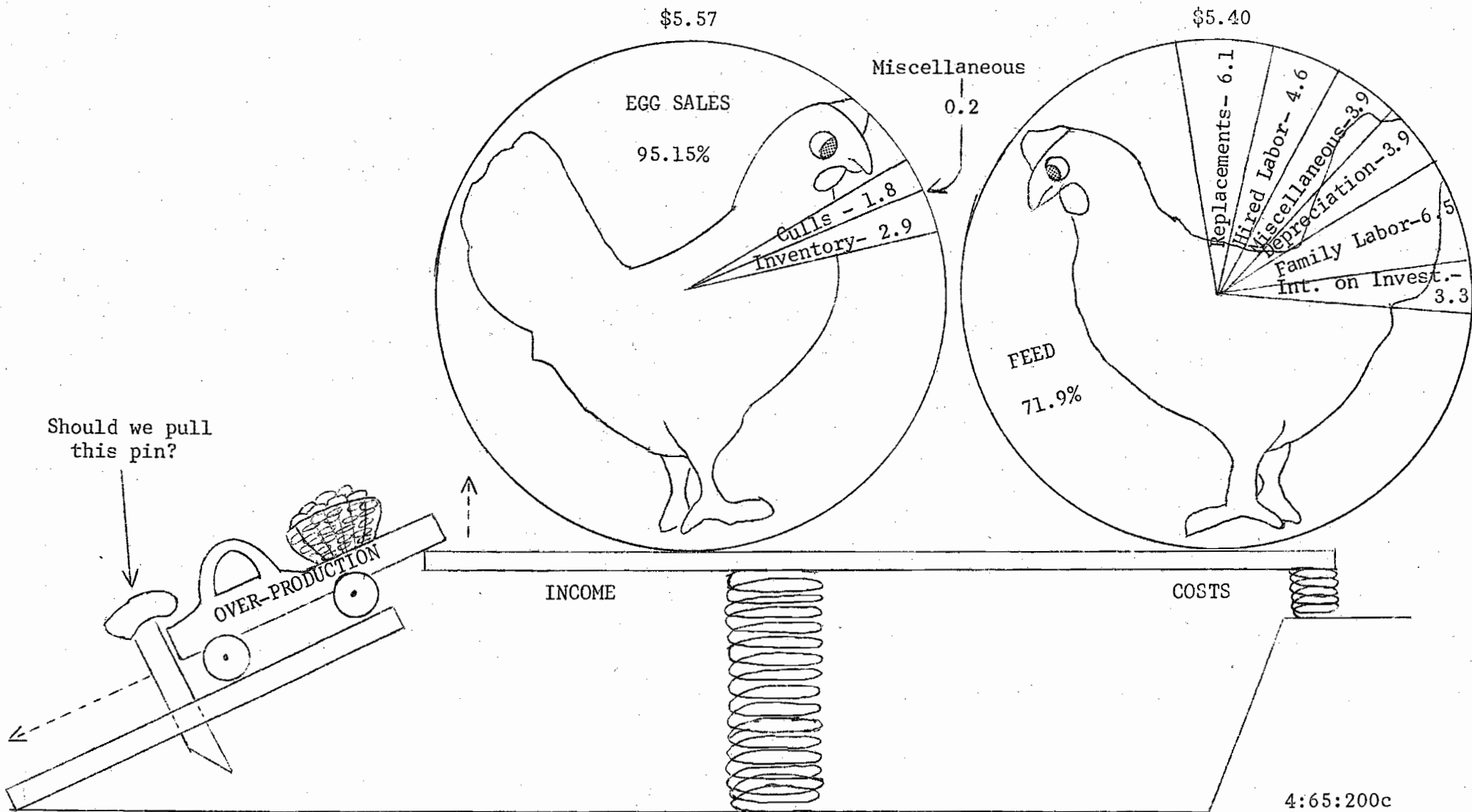
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SOURCE: USDA Prices--For each size, daily averages computed from high and low retailer prices f.o.b. Distributor's Plant, as reported in Federal State Market News Service, Dairy and Poultry Market News--Daily Report, 1964.

San Bernardino County Wholesale Prices--Average of monthly farm prices received by 9 poultrymen for all grades and sizes, as reported for the San Bernardino County Egg Production Management Study in 1964.

# How To Increase Income



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