

SECOND ANNUAL  
STANISLAUS COUNTY

POULTRY

STUDY

MANAGEMENT

1959

UNIVERSITY OF CALIFORNIA  
AGRICULTURAL EXTENSION SERVICE

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## SECOND ANNUAL REPORT

### STANISLAUS COUNTY POULTRY MANAGEMENT STUDY 1959

This report contains the summarized records of the 20 poultry ranches participating in 1959. These ranches varied in size from 2,000 to 10,700 hens, averaging 4,963 layers. As you will note in Table VI, all sizes and shapes of housing are also represented in this study.

This study of poultry management practices is conducted by the University of California Agricultural Extension Service in cooperation with the local poultrymen. The purpose of this study is to disclose important management, cost, income and profit information for the benefit of the cooperators and others in the local poultry industry.

Each cooperator furnishes detailed monthly reports covering production and mortality, as well as cost and income. When the individual record is completed each cooperator receives an annual record and analysis on his ranch. Certain figures from their annual records are presented in this report.

A careful comparison of the records in this report shows opportunities for improving profit. High egg production per hen, a good average price per dozen for eggs, and costs no higher than necessary are important profit-making factors. In comparing the twenty 1959 records, you will see a wide range in costs, returns, and flock statistics.

It is our desire that this information will be of use to all area poultrymen as well as those cooperating in the study. Another study is now under way for 1960 and will conclude on December 31, 1960. Six more poultrymen are participating in the 1960 study and we hope more will become interested in the 1961 study.

## Definition of Terms

"Per Hen" - This term refers to the average number of hens on that ranch during the year. It is determined on a "hen day" basis, with all birds over five months of age considered hens.

"Per Dozen" - All figures based on "per dozen eggs" refer to the total income or cost of that item divided by the total dozens sold.

Farm Income is the difference between total income and total cash and depreciation cost.

Management Income is Farm Income less a value for family labor (\$1.50 per hour) and 5% interest on the total average investment.

Per cent Mortality or Culled or Added - The number of hens that died or were culled or disposed of or the number of pullets added to the flock, divided by the average number of hens.

Net Pounds of Feed per Hen - This figure is the amount consumed by the hen only. The amount eaten by young stock has been subtracted.

Total Net Cost per Dozen Eggs - Total cost including family labor and interest on investment.

Net Cash and Depreciation Cost per Dozen Eggs - This is the cash cost per dozen eggs. If the average price of eggs is below this figure, the ranch is losing money.

Averages - All averages are the total of each column divided by 20. We feel that this type of average shows a better comparison for ranch evaluation.

TABLE I - INCOME AND EXPENSE PER HEN  
(Ranked by Management Income)

Ranch No. & Size	Income per Hen					Cash and Depreciation Costs per Hen						Farm Income per Hen	Non-cash Costs per Hen		Management Income per Hen
	Egg Sales	Poultry Sales	Misc. Income	Change Stock Income	TOTAL INCOME	Feed	Chicks	Misc.	Depre- ciation	Hired Labor	TOTAL EXPENSE		Family Labor	Interest on Invest.	
1-L	5.37	.29	.09	-.25	5.50	3.62	.16	.23	.24	.51	4.76	.74	.20	.17	.37
2-S	5.63	.19	.04	1.20	7.06	4.02	.57	.36	.37	---	5.33	1.73	1.13	.24	.36
3-M	5.69	.24	.04	-.10	5.86	3.66	.37	.26	.18	---	4.47	1.40	.91	.15	.33
4-M	6.16	.26	.05	.12	6.60	3.78	.52	.28	.41	1.14	6.13	.47	---	.22	.25
5-M	5.57	.20	.05	-.71	5.11	3.20	.22	.28	.26	.01	3.97	1.14	.74	.16	.24
6-M	6.46	.20	.06	-.24	6.47	4.45	.30	.16	.32	---	5.23	1.25	.93	.18	.13
7-L	5.38	.09	.03	.43	5.93	3.08	1.38	.29	.20	.17	5.12	.81	.31	.44	.07
8-M	5.66	.23	.04	.25	6.19	3.19	1.48	.36	.19	.03	5.25	.94	.71	.17	.06
9-M	5.95	.29	.01	-.02	6.23	3.58	.49	.39	.23	.02	4.70	1.53	1.22	.26	.05
10-M	5.64	.36	.04	.23	6.26	3.65	1.28	.38	.24	---	5.54	.72	.52	.16	.04
11-L	5.69	.34	.07	.08	6.19	4.05	.42	.54	.22	.70	5.93	.26	.13	.17	-.04
12-L	5.40	.12	.04	.64	6.21	3.26	1.45	.41	.18	.14	5.44	.76	.67	.14	-.06
13-L	4.75	.32	---	.58	5.65	3.72	.75	.47	.25	.04	5.23	.42	.37	.21	-.17
14-S	5.59	.29	---	.11	5.98	3.60	.53	.22	.25	---	4.60	1.38	1.49	.17	-.28
15-M	5.89	.19	.01	-.40	5.69	3.57	.23	.55	.18	.16	4.68	1.02	1.12	.18	-.28
16-L	5.01	.25	.06	.01	5.33	3.78	.66	.27	.23	.48	5.42	-.09	.13	.21	-.43
17-S	5.95	.23	.02	.15	6.35	4.00	.53	.47	.50	---	5.50	.85	1.05	.28	-.48
18-M	5.32	.11	.03	.10	5.56	5.59	.66	.25	.40	---	4.91	.65	.97	.23	-.55
19-S	5.15	.26	---	.03	5.44	3.57	.57	.28	.22	.01	4.66	.79	1.20	.21	-.62
20-M	5.26	.21	.08	.34	5.89	3.63	.52	.57	.39	.01	5.11	.78	1.57	.32	-1.11
Hi 7	5.75	.21	.05	.06	6.08	3.69	.50	.27	.28	.26	5.00	1.08	.60	.22	.25
Lo 7	5.45	.22	.03	.05	5.75	3.96	.53	.37	.31	.09	4.98	.77	1.08	.23	-.54
1959 ave.	5.58	.23	.04	.13	5.98	3.75	.65	.35	.27	.17	5.10	.88	.77	.21	-.11
1958 ave.	6.98	.41	.06	.27	7.71	4.03	.46	.43	.28	.30	5.50	2.21	.77	.21	1.23

TABLE A - RANKING BASED ON NET FARM INCOME

Rank	Ranch No. & Size	Farm Income	Mgt. Income	Eggs Sold	% Hen Mortality	Invest. Per Hen	Feed Cost/Doz.	Net Cash & Deprec. Cost/Doz.	Hrs. Labor/Hen	Cost Hired Labor/Hen
1	2-S	1.73	.36	230	10	4.74	15.1	20.3	.76	---
2	9-M	1.53	.05	235	14	5.14	15.0	22.5	.83	.02
3	3-M	1.40	.33	223	15	3.05	16.2	23.1	.61	---
4	14-S	1.38	-.28	202	20	3.48	17.6	25.0	.99	---
5	6-M	1.25	.13	250	13	3.64	17.8	25.0	.62	---
6	5-M	1.14	.24	220	18	3.17	15.6	24.2	.50	.01
7	15-M	1.02	-.28	235	16	3.61	15.5	24.9	.98	.16
8	8-M	.94	.06	231	19	3.38	14.4	24.6	.49	.03
9	17-S	.85	-.48	234	14	5.58	16.6	26.2	.70	---
10	7-L	.81	.07	214	13	3.63	14.8	25.7	.34	.17
11	19-S	.79	-.62	221	13	4.13	15.9	23.7	.81	.01
12	20-M	.78	-1.11	223	13	6.49	15.7	24.0	1.05	.01
13	12-L	.76	-.06	214	16	2.88	15.3	26.0	.55	.14
14	1-L	.74	.37	221	14	3.43	16.7	25.2	.50	.17
15	10-M	.72	.04	220	21	3.23	16.3	26.9	.35	---
16	18-M	.65	-.55	215	17	4.63	16.9	26.1	.65	---
17	4-M	.47	.25	254	8	4.37	14.6	26.9	.83	1.14
18	13-L	.42	-.17	202	13	4.28	16.4	25.7	.28	.04
19	11-L	.26	-.04	214	14	3.45	18.0	30.4	.57	.70
20	16-L	-.09	-.43	212	19	4.29	17.3	28.8	.45	.48
High 7	7) 1959	1.35	.08	228	15	3.84	16.1	23.6	.76	.03
Low 7		.45	-.08	220	15	3.95	16.6	27.1	.52	.36
High 8	8) 1958	2.69	1.83	232	13	3.78	16.0	22.9	.79	.20
Low 8		1.86	.46	217	18	4.44	18.8	26.7	.69	.15
Average All-1959		.88	-.11	224	15	4.03	16.1	25.3	.64	.17
Average All-1958		2.21	1.23	226	15	4.16	17.3	25.4	.74	.30

TABLE - B

Relationship of Feed Conversion and Mortality  
to Eggs per Hen

Number of Eggs	Net Feed Conversion		Feed Cost per Dozen	% Hen Mortality	
	1958	1959		1958	1959
240 or more (2)	4.4	4.4	16.2(14.8)*	9.6	10.5
230 - 239 (5)	4.6	4.5	15.3	13.5	14.6
220 - 229 (6)	4.8	4.8	16.1	17.2	15.7
210 - 219 (5)	5.0	4.9	16.5	19.0	15.8
209 or less (2)	5.1	4.8	17.0	15.6	16.5

\*The high figure is due to high feed price of one ranch. Recalculated at the average feed price, the figure would be 14.8¢.

In Table B, the same clear-cut patterns held true this year as well as last. HIGH EGG PRODUCTION MEANS TOP CONVERSION AND LOW FEED COST PER DOZEN, if the price is right.

Also note that the flocks with low mortality produced more eggs. The rate of mortality is a fair indicator of the general level of health of the flock and the quality of the management.

- Table III shows a slightly wider range of feed conversion (4.2 to 5.6) than last year. Feed price was more uniform in 1959 and 20¢ per hundred lower. The net result amounts to a reduction in feed cost per dozen of 1.2¢ but shows a variation from 14.4 to 17.8¢, a difference of 3.4¢ per dozen.
- The column "Less Income Not Egg" refers to all income other than egg income such as meat, manure and the difference in poultry inventory between the beginning and end of the year. This column is subtracted from the Total Expense per Dozen to arrive at the actual cost of producing a dozen eggs. "Total Net Cost" per dozen includes Family Labor and Interest while "Net Cash and Depreciation Cost" per dozen does not.
- Note the varying Medication costs per dozen. Three ranches had a medication cost of about ONE CENT for every dozen eggs produced.

TABLE II - PRODUCTION AND MANAGEMENT PRACTICES  
(Ranked by Management Income)

Ranch No. & Size	Eggs Laid per Hen	Eggs Sold per Hen	Dozen Sold per Hen	Based on Average Number of Hens for Year						Investment per Hen	Price per Cull Hen	Price per Chick	% Chick Mortality
				% Production	% Mortality	% Pick-outs of mortality	% Sold	% Added	% Change				
1-L	223	221	18.4	61	14	31	71	81	- 4	3.43	.41	.36	4
2-S	233	230	19.2	64	10	8	57	200	133	4.74	.34	.41	2
3-M	226	223	18.6	62	15	2	73	93	5	3.05	.31	.37	4
4-M	256	254	21.2	70	8	10	77	87	2	4.37	.34	.39	4
5-M	222	220	18.3	61	18	32	75	50	-43	3.17	.27	.37	13
6-M	250	250	20.9	68	13	—	61	98	24	3.64	.33	.39	7
7-L	215	214	17.8	59	13	36	36	81	32	3.63	.24	.28	10
8-M	231	231	19.2	63	19	34	70	131	43	3.38	.34	—	—
9-M	238	235	19.6	65	14	19	92	100	- 6	5.14	.31	.35	4
10-M	221	220	18.3	61	21	1	94	147	33	3.23	.38	.49	17
11-L	216	214	17.9	59	14	28	103	105	-12	3.45	.34	.32	8
12-L	216	214	17.9	59	16	29	36	128	76	2.88	.34	.43	5
13-L	204	202	16.9	56	13	18	82	158	62	4.28	.39	.37	6
14-S	202	202	16.9	55	20	10	77	72	-24	3.48	.37	.34	3
15-M	238	235	19.6	65	16	40	54	83	13	3.61	.35	.32	6
16-L	219	212	17.7	60	19	13	86	87	-18	4.29	.29	.37	7
17-S	237	234	19.5	65	14	8	68	86	4	5.58	.34	.38	6
18-M	217	215	17.9	59	17	13	36	89	36	4.63	.30	.37	5
19-S	226	221	18.4	62	13	32	75	98	10	4.13	.34	.43	5
20-M	226	223	18.6	62	13	13	61	112	38	6.49	.35	.38	5
Hi 7	232	230	19.2	64	13	17	64	99	21	3.72	.32	.37	6
Low 7	224	220	18.4	61	16	18	65	90	8	4.60	.33	.37	5
1959 av.	226	224	18.6	62	15	19	69	104	20	4.03	.33	.37	6
1958 av.	228	226	18.8	62	15	—	70	101	16	4.16	.51	.35	—

TABLE III - POUNDS OF FEED AND COSTS PER DOZEN  
(Ranked by Management Income)

Ranch No. & Size	Feed				Cents Per Dozen Eggs							Misc. Costs per Dozen			
	Net Pounds per Hen	Net Pounds per Doz.	Cost Per Hundred	Net Cost per Doz.	Total Expense	Less Income Not Egg	Total Net Cost	Less Fam. lbr. & Int.	Net Cash & Deprec. Cost	Farm Income	Mgt. Income	Medication	Misc. Exp.	Depreciation	Interest
1-L	90	4.9	3.40	16.7	27.9	0.7	27.2	2.0	25.2	4.0	2.0	.2	1.3	1.3	0.9
2-S	85	4.5	3.39	15.1	34.9	7.5	27.5	7.2	20.3	9.0	1.9	.4	1.9	2.0	1.2
3-M	90	4.9	3.35	16.2	29.7	0.9	28.7	5.7	23.1	7.5	1.8	.2	1.4	0.9	0.8
4-M	92	4.3	3.38	14.6	30.0	2.1	27.9	1.0	26.9	2.2	1.2	--	1.3	1.9	1.0
5-M	84	4.6	3.40	15.6	26.6	-2.5	29.1	4.9	24.2	6.2	1.3	.5	1.6	1.4	0.9
6-M	92	4.4	4.04	17.8	30.4	0.1	30.3	5.4	25.0	6.0	0.6	.1	0.7	1.5	0.9
7-L	80	4.5	3.30	14.8	32.9	3.0	29.8	4.2	25.7	4.5	0.4	.4	1.6	1.1	2.4
8-M	82	4.2	3.39	14.4	32.0	2.7	29.2	4.6	24.6	4.9	0.3	.4	1.9	1.0	0.9
9-M	86	4.4	3.40	15.0	31.5	1.4	30.1	7.5	22.5	7.8	0.3	.2	2.0	1.1	1.3
10-M	84	4.6	3.55	16.3	34.0	3.4	30.6	3.7	26.9	3.9	0.2	.1	2.1	1.3	0.9
11-L	92	5.2	3.49	18.0	34.9	2.8	32.1	1.7	30.4	1.4	-0.3	.6	3.0	1.2	1.0
12-L	81	4.5	3.40	15.3	35.0	4.5	30.5	4.6	26.0	4.3	-0.3	1.1	2.3	1.1	0.8
13-L	82	4.9	3.36	16.4	34.5	5.4	29.2	3.5	25.7	2.5	-1.0	1.3	2.8	1.5	1.3
14-S	78	4.6	3.79	17.6	37.2	2.3	34.8	9.8	25.0	8.2	-1.6	--	1.3	1.5	1.0
15-M	89	4.5	3.40	15.5	30.6	-1.0	31.6	6.6	24.9	-5.2	-1.4	.9	2.8	0.9	0.9
16-L	99	5.6	3.12	17.3	32.6	1.8	30.8	1.9	28.8	-0.5	-2.4	.4	1.6	1.3	1.2
17-S	95	4.9	3.40	16.6	35.1	2.0	33.0	6.8	26.2	4.3	-2.4	.1	2.4	2.5	1.4
18-M	88	4.9	3.46	16.9	34.2	1.3	32.8	6.7	26.1	3.6	-3.1	.6	1.4	2.2	1.3
19-S	84	4.6	3.48	15.9	33.0	1.6	31.4	7.7	23.7	4.2	-3.4	.4	1.5	1.2	1.1
20-M	99	5.3	2.95	15.7	37.6	3.4	34.2	10.2	24.0	4.2	-6.0	.7	3.0	2.1	1.7
Hi 7	88	4.6	3.47	15.8	30.3	1.7	28.6	4.3	24.3	5.6	1.3	.2	1.4	1.4	1.2
Low 7	90	4.9	3.37	16.5	34.3	1.6	32.7	7.1	25.5	4.2	-2.9	.4	2.0	1.7	1.2
1959 av.	88	4.7	3.42	16.1	32.7	2.2	30.5	5.3	25.3	4.7	-0.6	.4	1.9	1.5	1.1
1958 av.	90	4.8	3.62	17.3	---	---	30.5	5.2	25.4	11.7	6.5	--	---	---	---



## COMMENTS ON TABLE IV

- \* The 17 ranches in the top portion of the table are selling eggs on a quality program. If selling to Safeway Egg Co., the Extra Large AA were combined with Large AA for comparison purposes.
- \* The 3 ranches in the lower portion of the table grade the eggs on the ranch and sell on a size basis.
- \*\* The greatest difference between 1958 and 1959 was the price received per dozen. The average price was 7¢ per dozen below last year -- or \$1400 less income per thousand birds.
- \*\* The variation in wholesale price per dozen was less in 1959 but still too much. Note the close relationship between the price per dozen and the per cent Large and Commercials.
- \* As indicated by the averages, there was no improvement in egg size or quality this year. The ranches running 8% or more Commercials have plenty of room to improve.

TABLE IV - EGG QUALITY SUMMARY  
 Ranked by Wholesale Price per Dozen

No.	% of TOTAL EGGS			% of AA of Lg	% of TOTAL EGGS				AVERAGE PRICE/DOZ. EGGS			% Retail	% Comm. of Retail
	Lg AA	Lg A	Lg B		Large	Med.	Sm.	Comm.	Whlse	Retail	All		
11-L	69	--	4	94	73	18	4	5	31.6	38.7	31.9	4.0	35
17-S	70	--	4	95	73	15	2	9	30.7	27.4	30.6	3.1	99
5-M	63	7	4	86	74	17	2	7	30.4	41.7	30.4	1.1	100
9-M	68	--	4	94	72	18	3	7	30.3	30.8	30.3	.9	66
7-L	61	9	2	85	72	19	2	8	30.2	30.7	30.2	.2	54
15-M	59	8	3	85	70	22	3	6	30.0	47.1	30.2	1.2	12
3-M	65	--	2	97	68	25	3	5	29.9	41.0	30.6	6.3	6
18-M	56	8	4	82	69	21	3	7	29.7	32.0	29.7	.4	57
8-M	51	9	4	80	64	24	4	8	29.4	27.6	29.4	.9	93
12-L	56	4	2	91	62	27	5	6	29.3	44.5	30.2	6.0	25
1-L	62	--	5	93	67	19	5	9	29.2	35.2	29.2	.1	0
4-M	54	8	3	83	65	24	4	7	29.1	28.0	29.1	.2	0
2-S	50	7	3	84	60	25	6	10	29.0	34.9	29.4	6.1	59
20-M	46	--	3	92	49	34	9	7	28.3	28.1	28.3	.9	77
16-L	55	1	5	90	61	24	4	11	28.3	38.9	28.3	.2	0
13-L	52	1	4	91	57	28	7	8	28.2	13.3	28.2	.3	100
19-S	39	12	2	73	52	29	8	11	27.7	40.6	28.1	3.3	0
1959av.	57		3	87	65	23	4	8	29.5	34.2	29.7	2.0	
1958av.	56		4	84	66	21	5	8	36.5	39.4	36.9	3.5	
6-M					66	26	3	5	30.6	34.6	30.9	7.4	57
10-M					74	20	4	3	30.5	33.1	30.8	12.0	17
14-S					72	19	5	3	29.7	41.9	33.2	29.3	7
1959av.					71	22	4	4	30.3	36.5	31.6	16.2	
1958av.					77	17	3	3	37.6	44.6	38.4	9.8	

Total Average All Eggs 1959 . . . . . 29.6 34.5 30.0  
 Total Average All Eggs 1958 . . . . . 36.7 40.2 37.0

TABLE V

## LABOR ANALYSIS

Ranked by Hours per Hen

No. & Size	Total Hrs/Hen	Total Cost/Hen	Cost per Dozen		
			Hired	Family	Total
13-L	.28	.42	.3	2.2	2.5
7-L	.34	.48	1.0	1.7	2.7
10-M	.35	.52	----	2.8	2.9
16-L	.45	.61	2.7	0.7	3.4
8-M	.49	.74	0.2	3.7	3.8
1-L	.50	.71	2.8	1.1	3.8
5-M	.50	.75	0.1	4.0	4.1
12-L	.55	.81	0.8	3.8	4.5
11-L	.57	.83	3.9	0.7	4.6
3-M	.61	.91	----	4.9	4.9
6-M	.62	.93	----	4.5	4.5
18-M	.65	.97	----	5.4	5.4
17-S	.70	1.05	----	5.4	5.4
2-S	.76	1.13	----	5.9	5.9
19-S	.81	1.21	0.1	6.5	6.6
4-M	.83	1.14	5.4	----	5.4
9-M	.83	1.25	0.1	6.2	6.3
15-M	.98	1.28	0.8	5.7	6.5
14-S	.99	1.49	----	8.8	8.8
20-M	1.05	1.58	----	8.4	8.5
Ave.					
1959	.64	.94			5.0
1958	.74	1.07			

TABLE VI

A COMPARISON OF -- -- SIZE OF OPERATION

TYPE OF OPERATION

Management Factor		SIZE OF OPERATION			TYPE OF OPERATION		
		Large	Medium	Small	Cage	Colony	Floor
Eggs Sold per Hen -	1959	213	231	222	231	220	216
	1958	220	236	226	227	229	215
Mortality (hen)	1959	15	15	14	15	15	14
	1958	15	14	16	15	15	16
Labor/Hen - Hours	1959	.45	.69	.82	.57	.71	.65
	1958	.50	.95	.86	.68	.75	.87
Labor/Hen - Cost	1959	.64	1.01	1.22	.83	1.03	.97
	1958	.67	1.41	1.25	.98	1.06	1.29
Farm Income/Hen	1959	.48	.99	1.19	.86	.90	.87
	1958	2.04	2.22	2.36	2.09	2.29	2.28
Mgt. Income/Hen	1959	-.04	-.08	-.26	.07	-.19	-.32
	1958	1.62	1.02	.99	1.33	1.31	.80
Total Net Cost/Doz.	1959	30.0	30.5	31.7	28.5	31.3	30.7
	1958	27.8	31.7	32.2	29.7	30.4	32.7
Net Cash & Deprec. (Cost per Doz.)		27.0	24.8	23.8	25.6	25.3	24.3
Net Lbs. Feed/Dozen		4.9	4.6	4.7	4.6	4.8	5.0
Net Feed Cost/Dozen		16.4	15.8	16.3	15.9	16.2	16.1
Investment Per Hen		3.66	4.07	4.48	3.71	4.12	4.61

THE TEST

# HOW EFFICIENT ARE YOU ?

Compare your results below to determine what factors need improving. Then determine how!!!

	Ave. of Hi 7	Your Results 1959	Your Results 1958
Farm Income per Hen - - - - -	\$ 1.08	_____	_____
Management Income per Hen - - - - -	\$ .25	_____	_____
Egg Production per Hen - - - - -	230 eggs	_____	_____
Egg Price per Dozen, Wholesale - - - - -	29.6¢	_____	_____
Hen Mortality - - - - -	13%	_____	_____
Feed Cost per Dozen Eggs - - - - -	15.8¢	_____	_____
Net Lbs. Feed per Dozen - - - - -	4.6#	_____	_____
Cost per Hundred - - - - -	\$ 3.42	_____	_____
Total Net Cost per Dozen - - - - -	28.6¢	_____	_____
Net Cash and Depreciation Cost per Dozen - - - - -	24.3¢	_____	_____
Medication Cost per Dozen - - - - -	.2¢	_____	_____
Miscellaneous Cost per Dozen - - - - -	1.4¢	_____	_____
Labor per Hen - - - - -	.60 hrs.	_____	_____
Labor Cost per Dozen - - - - -	5.0¢	_____	_____