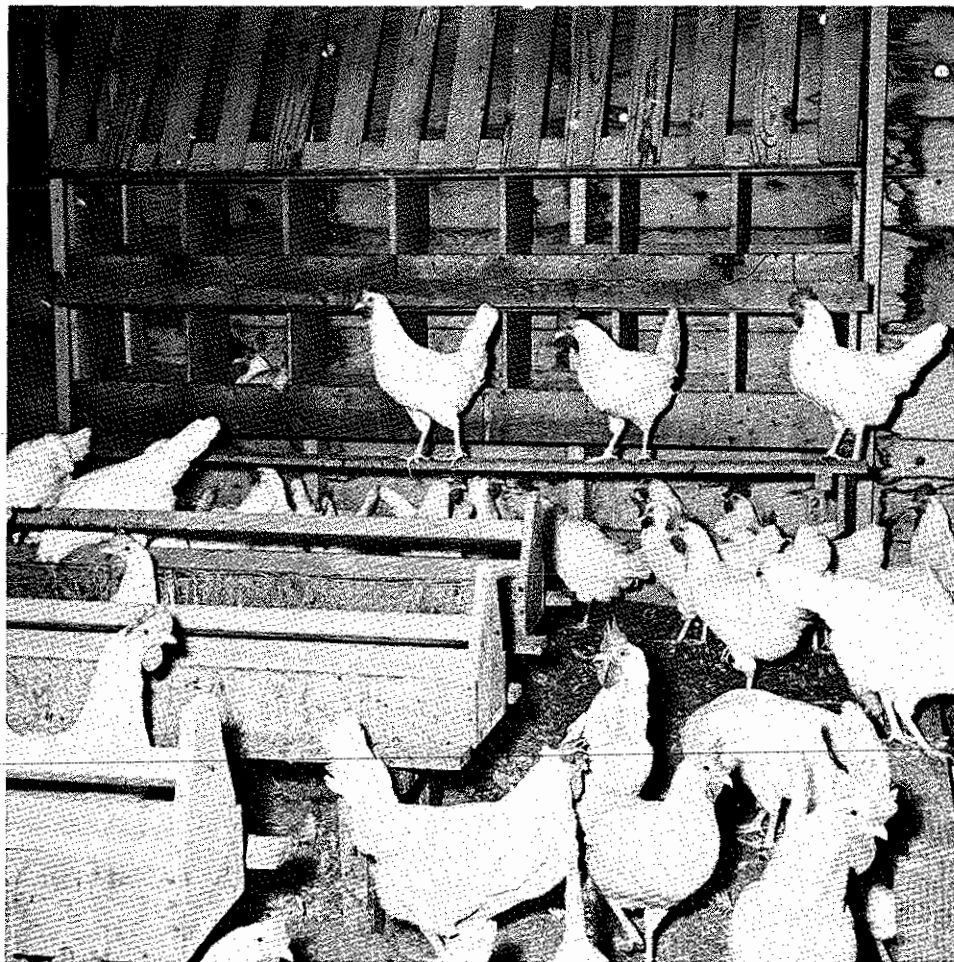


FIFTH ANNUAL REPORT  
TULARE COUNTY  
POULTRY MANAGEMENT STUDY  
1953



Study conducted by  
UNIVERSITY OF CALIFORNIA  
Agricultural Extension Service  
in cooperation with  
Tulare County Poultrymen

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## INTRODUCTION

This is the fifth annual report of the Tulare County Poultry Management Study, covering the calendar year 1953. This study is conducted by the Agricultural Extension Service in cooperation with a small group of local poultrymen for the purpose of improving efficiency and profit. Detailed monthly reports are furnished by each cooperator, covering production and mortality as well as costs and income. At the end of the record year an annual record and analysis is prepared for each cooperator. Certain figures from these annual records are presented in this report.

The number of records in this study is small, and some may not be typical flocks in certain respects. The average is, therefore, not to be taken as typical of the entire local poultry industry. This study is, however, very useful in demonstrating to cooperators and other poultrymen important profit making factors. No study is underway in 1954, but another study may be conducted in 1955. Any county poultryman who wishes to participate should contact the Farm Advisors Office.

There are many important essentials to making a profit from poultry. High egg production per hen, a good average price per dozen for eggs, and costs per hen no higher than necessary are the most important. To have low costs one must be a good buyer and user of feed and keep enough poultry to properly utilize the available labor and facilities. The ten 1953 records show a wide range in costs, returns, and flock statistics. A careful comparison shows opportunities for improving profit.

## POULTRY OUTLOOK - FEBRUARY 1954

At present there are reports indicating poultrymen have purchased or will purchase more flock replacement chicks. In California "the total hatch of light breeds since November 1 was 36 percent greater. . ." The USDA states that orders for February delivery of chicks exceeded last year by 16 percent. More replacement chicks now can be expected to adversely affect egg prices late in 1954.

Egg prices the first half of 1954 will be comparable to a year ago. Production the first half of 1954 will exceed 1953 only slightly, as the number of potential layers was up only 3 percent on January 1, 1954.

Since price supports will continue at high levels in 1954, little change can be anticipated in feed costs. Reduced cotton acreage will result in more local grain and may lower feed costs slightly later in the year.

Fryers and turkeys will be in greater supply and, therefore, hens will probably remain low in price.

The situation is such that somewhat lower earnings than in 1953 are forecast for 1954. If the present hatches are indicative, the number of layers on hand January 1, 1955 will be much increased, and egg prices will be lowered. Sound management under these conditions will be essential for profit.

TABLE 1 - INCOME, COSTS AND EARNINGS PER HEN FOR INDIVIDUAL FLOCKS - 1953  
AND AVERAGES FOR 5 YEARS

Ranch number & size <u>1/</u>	Income Per Hen				Cash and Depreciation Costs Per Hen							Farm income per Hen	Non cash costs per hen		Manage- ment income per hen
	Egg sales	Poultry sales	Misc.	Change stock inv.	Total	Feed	Hired labor	Chix	Misc.	Deprec- iation	Total		Family labor	Interest	
20-L	10.16	.16	.22	.75	11.29	5.65	.01	.45	.26	.20	6.57	4.72	.94	.23	3.55
7-L	9.56	.94	.28	-.34	10.44	5.80	.48	.54	.28	.26	7.36	3.08	.60	.26	2.22
5-L	10.32	.57	.15	.26	11.30	6.90	.86	.41	.35	.21	8.73	2.57	.56	.21	1.80
22-M	9.38	.73	-	.41	10.52	6.17	-	.60	.20	.27	7.24	3.28	1.48	.20	1.60
10-L	9.58	.69	.38	.34	10.99	7.26	-	.65	.18	.27	8.36	2.63	1.02	.22	1.39
19-M	10.40	1.35	-	1.70	13.45	7.34	-	.85	.57	.55	9.31	4.14	2.50	.40	1.24
14-L	10.77	.82	.14	-.34	11.39	6.93	-	.39	.45	.32	8.09	3.30	1.79	.28	1.23
25-S	9.89	.32	.14	1.45	11.80	7.39	-	.81	.24	.66	9.10	2.70	1.84	.47	.39
13-M	9.35	.80	.14	-.30	9.99	6.11	-	.38	.49	.23	7.21	2.78	2.21	.21	.36
11-M	9.15	.37	.02	1.14	10.68	6.47	-	.87	.46	.30	8.10	2.58	3.38	.31	-1.11
1953 Av.	9.93	.64	.18	.32	11.07	6.44	.23	.54	.33	.27	7.81	3.26	1.30	.25	1.71
1951 Av.	9.51	.79	.21	.69	11.20	6.71	.38	.67	.44	.28	8.48	2.72	.90	.25	1.57
1950 Av.	7.88	.44	.21	.84	9.37	5.68	.19	.67	.32	.22	7.08	2.29	1.70	.25	.34
1949 Av.	8.49	.80	.18	-.16	9.31	5.10	.08	.49	.42	.25	6.34	2.97	1.71	.25	1.01
1948 Av.	9.58	.84	.21	.67	11.30	6.37	.04	.49	.41	.24	7.55	3.75	2.20	.28	1.27
5 yr. Av.	9.08	.70	.20	.47	10.45	6.06	.18	.57	.39	.25	7.45	3.00	1.58	.26	1.16

1/ Flock size based on average number of hens; S = under 750; M = 750-1500; L = over 1500

Individual flocks are arranged in the above table in order of decreasing management income per hen, as shown in the extreme right column. An analysis of this table, along with cost and management factors shown in Tables 2 and 3, will indicate why some flocks were considerably more profitable than others. Number 20 was by far the most profitable, due mainly to the low net cost of production per dozen eggs, as shown in Table 3. This flock was very efficiently managed which shows up in low feed costs per hen and below average mortality and labor. Number 11, on the other hand, the least profitable flock in the study, showed below average production and price per dozen eggs, with a relatively high feed cost and above average labor.

It will be noted that no average is shown for 1952. Since too few records were completed that year no summary was made. Therefore, the five-year average shown above covers a six-year period, with 1952 omitted. 1952 was a relatively poor income year.

Farm income, as shown in this table, is income above total cash and depreciations costs. Management income reflects more nearly the true profit and is farm income less family labor and interest charges. It will be noted that management income in 1953 was the highest of any of the five years shown above. Farm income was also the highest with the exception of 1948.

TABLE 2 - FLOCK STATISTICS AND MANAGEMENT - 1953  
AND AVERAGES FOR 5 YEARS

Ranch number	Laying flock			Price per culled hen	Cost per cwt.			Pounds per hen	Percent mash	Egg feed ratio	Home labor per hen	Cost per chick	Percent chick mortality
	Per-cent died	Per-cent culled	Per-cent replaced		Mash	Grain	Average						
20	8	27	97	.54	5.53	3.30	4.31	126	45	11.5	.9	44.6	3
7	17	127	122	.73	4.85	3.62	4.31	134	56	11.3	.6	37.9	16
5	13	80	104	.71	5.01	4.09	4.90	138	88	10.3	.5	33.2	6
22	13	99	153	.73	4.29	-	4.29	143	100	11.6	1.5	50.4	16
10	6	109	110	.64	4.92	4.46	4.91	148	99	10.6	1.0	40.1	11
19	17	103	213	1.23	4.44	3.98	4.41	165	95	11.5	2.5	35.0	10
14	32	100	99	.81	5.09	4.20	5.06	136	97	11.5	1.8	37.7	20
25	31	46	113	.67	5.13	-	5.13	142	100	10.1	1.8	38.0	7
13	12	56	55	1.43	5.02	4.56	4.91	124	75	10.2	2.2	45.1	4
11	7	60	124	.52	5.23	2.93	5.21	123	99	9.4	3.4	49.3	7
1953 Av.	14	83	113	.76	4.97	3.60	4.68	136	79	10.9	1.2	39.8	11
1951 Av.	22	81	135	.86	4.35	3.84	4.31	154	92	12.0	.9	36.3	16
1950 Av.	30	55	133	.71	4.47	3.11	4.26	132	85	10.4	2.0	38.1	16
1949 Av.	23	80	99	.87	4.57	3.23	4.21	119	73	12.1	1.9	37.5	11
1948 Av.	18	73	82	1.10	5.10	4.10	4.86	130	77	11.7	2.6	34.1	9
5 yr. Av.	21	74	112	.86	4.70	3.58	4.47	134	81	11.6	1.7	37.2	13

Some of the important management factors are compared in the above table for flocks in this year's study. The five-year average, at the bottom of the table, covers a period of six years, with 1952 being excluded. Considerable variation between flocks for most of the management factors shown will explain why some flocks are more profitable than others. Feed costs, on the average, accounted for 82% of the total cash and depreciation costs this year and, therefore, are the most important factor affecting profits. It will be noted that the more profitable flocks in the study average lower cost per hundredweight for mash and grain than the less profitable flocks.

Egg Feed Ratio is the amount of feed in pounds which can be purchased for the average selling price of a dozen eggs.

TABLE 3 - EGG PRODUCTION AND SALES FACTORS - 1953  
AND AVERAGES FOR 5 YEARS

Ranch number	Main breed	Eggs per hen	Percent of market eggs sold			Percent fall eggs	Fall eggs per fall hen	% Pullets added July - October	% of flock 6-18 months	Dozen eggs sold per hen	Value per dozen			
			Large	Medium	Small						Price	Net cost	Mgt. in-come	Farm in-come
20	W.L.	232				47	75	100	78	20.5	49.5	32.2	17.3	23.0
7	W.L.	233				35	77	64	91	19.7	48.6	37.3	11.3	15.6
5	W.L.	233	59	26	15	40	78	71	79	20.5	50.2	41.4	8.8	12.5
22	W.L.	215	59	23	18	51	73	65	100	19.0	49.5	41.1	8.4	17.3
10	W.L.	223				36	70	71	87	18.2	52.7	45.0	7.7	14.5
19	R.I.R.	229				49	78	39	100	20.6	50.5	44.5	6.0	20.1
14	W.L.	227	65	25	10	37	76	61	80	18.7	57.6	51.0	6.6	17.7
25	W.L.	235	73	16	11	30	62	0	100	19.1	51.7	49.7	2.0	14.1
13	W.L. & R.I.R.	221				33	69	54	81	18.7	50.0	48.1	1.9	14.9
11	W.L.	219	45	40	15	46	71	65	86	18.8	48.7	54.6	-5.9	13.7
1953 Av.		228	59	27	14	40	75	67	85	19.6	50.7	42.0	8.7	16.7
1951 Av.		216	57	28	15	39	67	53	86	18.3	51.8	43.3	8.5	14.8
1950 Av.		213	58	29	13	42	67	80	86	17.9	43.9	42.0	1.9	12.8
1949 Av.		200	63	26	11	37	66	81	71	16.6	51.2	45.1	6.1	17.9
1948 Av.		204	-	-	-	35	63	78	63	16.9	56.8	49.3	7.5	22.3
5 yr. Av.		212	-	-	-	39	68	72	78	17.9	50.8	44.3	6.5	16.8

Factors affecting egg prices and net costs are compared in the above table for flocks in this year's study. As in the previous two tables, the five-year average shown in this table covers a six-year period. It will be noted that the range in net cost of production for those in this year's study was from 32.2¢ per dozen for No. 20 up to 54.6¢ per dozen for No. 11.

Fall eggs are eggs produced during September, October, November, and December, when egg prices are customarily their highest.