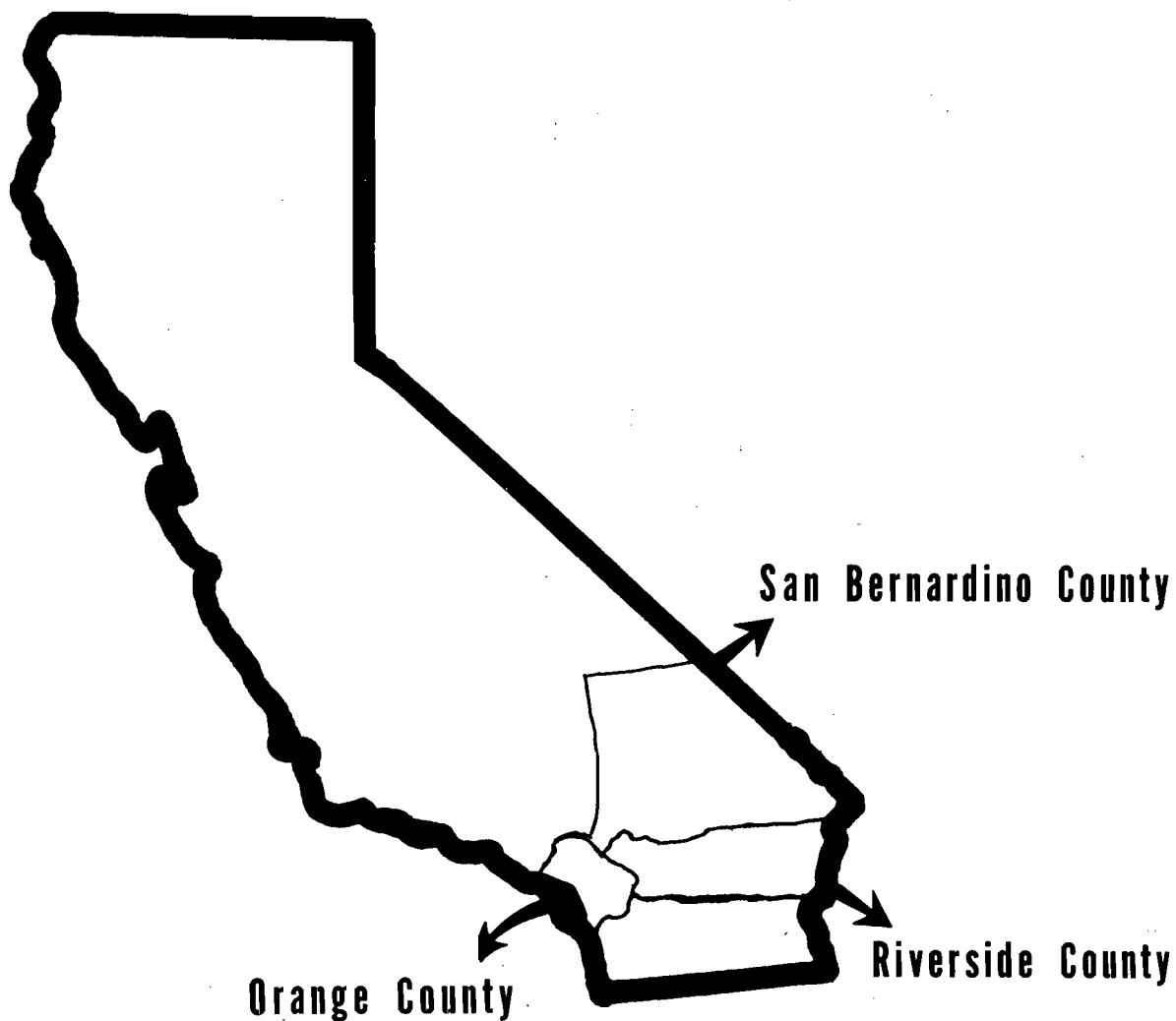


AGRICULTURAL EXTENSION SERVICE • UNIVERSITY OF CALIFORNIA
Orange • Riverside • San Bernardino Counties

SOUTHERN CALIFORNIA POULTRY MANAGEMENT STUDY



Introduction

The Agricultural Extension Service has conducted individual county poultry management studies for many years. Cooperating poultrymen use these studies to compare their operations with similar operations within their county, and as a comparison of their own operation through the years. In addition, these cost studies have provided management information and cost data for others in the poultry industry.

In 1965, a pilot study of 17 ranches from Orange, Riverside and San Bernardino Counties was undertaken to develop a program for electronic data processing equipment. This program will allow more rapid compilation and return of data in succeeding cost studies, and will allow individual cooperators to compare their records with results from other counties as well as with poultrymen in their own county. Results between participating counties are easier to compare in this study because of the standardization of methods of analysis.

Explanation of Terms

1. The laying flock consists of hens 24 weeks of age and older.
2. Per cent culled, died, added, dozens laid, and dozens sold per hen are the respective totals divided by the average number of laying hens.
3. Per cent of eggs sold Large, Medium, Small, Commercial, and Retail are based on the wholesale egg sales.
4. Commercial eggs include cracks, pee-wees, Grade B eggs, etc.
5. Miscellaneous costs include vaccines, medication, repair of equipment, taxes, utilities, auto, insurance, rent, office expense, etc.
6. Depreciation is obtained from the Federal Income Tax report.
7. Family labor is valued at \$1.50 per hour times the estimated number of hours.
8. Interest on investment: The rancher's value of the land; plus value of stock, buildings, and equipment; computed at six per cent.
9. Feed: Cost of all feed per cwt. equals total cost of all feed (layer, pullet and chick), grit, shell, etc., divided by total cwt.
10. Feed conversion: Pounds of all feed purchased per dozen eggs laid.
11. Replacement stock: Interest price paid for replacements, (chicks or started pullets), divided by dozens of eggs sold.
12. Cash income equals amount remaining after feed, replacement, hired labor, and miscellaneous cash costs are paid.
13. Net farm income equals cash income minus depreciation.
14. Management income equals net farm income minus family labor and interest on investment.

Donald D. Bell, Farm Advisor
Orange and Riverside Counties

William D. McKeen, Farm Advisor
San Bernardino County

Example of Producer Report Form

UNIVERSITY OF CALIFORNIA AGRICULTURAL EXTENSION SERVICE
POULTRY MANAGEMENT STUDY

County Code 2 Period 5 Initial Date April 23 Final Date May 20

Name of Ranch John Doe Address Rt. 1, Box 10, Rangeshire

Day	Hens (24 wks)	Died	Sold or Eaten	Added	Eggs Laid
1*	19649	7			12868
2		8			12768
3		8			12754
4		10			12758
5		8			13337
6		24	203		13107
7		7			12990
8		23			13386
9		12			13104
10		3			13416
11		7			13458
12		8			12738
13		2		174	13109
14		21			13246
15		10			12758
16		10			12273
17		7			12867
18		6			12716
19		8			12566
20		6			12693
21		11			12967
22		14			12481
23		9			12905
24		6			12037
25		12			12766
26		20			13099
27		8	247		13024
28		9			13171

* Inventory number on January 1 -- not to be filled in unless actual inventory made at later date. Please circle inventory figures.

Week	Income				Value
	Large doz.	Medium doz.	Small doz.	Commercial doz.	
1	3979	2033	375	459	\$1567.27
2	3834	2397	650	439	\$1605.25
3	3841	2685	551	363	\$1526.14
4	3719	2686	361	314	\$1479.35

Week	Retail doz.	Value	Culls	Value	Misc. Code	Value
1	184	\$ 62.95	203	\$ 29.01		\$
2	147	\$ 41.45	174	\$ 22.08		\$
3	215	\$ 68.55	247	\$ 36.86		\$
4	212	\$ 80.25				\$

Replacements					
Number	Month	Date	Age	Units (weeks, days)	Value
4310	May	4	1	day	\$1200.00
					\$
					\$

Week	Feed CWT		Value		Labor Hrs	Labor Hrs	Cost	Labor Hrs	Cost
	Lay	Repl.	Lay	Repl.	Hired	Family			
1	441.3	40.3	\$1420.98	\$ 133.79			\$	\$	
2	401.0	40.1	\$1295.23	\$ 174.44			\$	\$	
3	441.2	80.5	\$1429.47	\$ 268.07			\$	\$	
4		40.3	\$	\$ 134.60		422	\$	\$ 633.00	

Miscellaneous Costs	
Item	Cost
Medicines and Vaccines	\$ 46.86
Repairs and Minor Equipment	\$ 53.94
Utilities	\$ 42.27
Water	\$ 5.38
Auto and Truck at 10¢/mile	\$ 51.00
Insurance	\$
Taxes	\$
Other	\$ 7.49

Do not write below this line

Depreciation	Interest
\$	\$

Example of 4-Week Summary Report

INCLUSIVE DATES
APRIL 23, 1965 TO MAY 20, 1965

NAME _____
ADDRESS _____

1ST WEEK	DAY	NO. HENS BEGIN. OF DAY	HENS DIED	HENS SOLD OR EATEN	PULLETS ADDED	EGGS LAID
	1	19649	7	0	0	12808
	2	19642	8	0	0	12968
	3	19634	8	0	0	12754
	4	19626	10	0	0	12758
	5	19616	8	0	0	13337
	6	19608	24	203	0	13107
	7	19381	7	0	0	12990
	TOTAL	137156	72	203	0	90722 (66.15%)
2ND WEEK	1	19374	23	0	0	13386
	2	19351	12	0	0	13104
	3	19339	2	0	0	13416
	4	19337	7	0	0	13458
	5	19330	8	0	0	12738
	6	19322	2	174	0	13109
	7	19146	31	0	0	13346
	TOTAL	135199	85	174	0	92557 (66.46%)
3RD WEEK	1	19115	10	0	0	12758
	2	19105	10	0	0	12273
	3	19095	7	0	0	12867
	4	19088	6	0	0	12716
	5	19082	8	0	0	12566
	6	19074	6	0	0	12683
	7	19068	11	0	0	12967
	TOTAL	133627	58	0	0	88830 (66.48%)
4TH WEEK	1	19057	14	0	0	12481
	2	19043	8	0	0	12905
	3	19035	6	0	0	13037
	4	19029	12	0	0	12966
	5	19017	20	0	0	13099
	6	18997	8	247	0	13024
	7	18742	9	0	0	13171
	TOTAL	132920	77	247	0	90683 (68.22%)

4-WEEK SUMMARY (TOTALS AND PER CENT)									
HEN-DAYS	538902	DIED	292	CULLED	624	ADDED	0	EGGS LAID	362792
AVG. HENS	19246.50		1.51		3.24		0.00		67.32058
FINAL COUNT	18733								

Sheet A

INCOME EGGS SOLD WHOLESALE

WEEK	LARGE		MEDIUM DOZENS	SMALL DOZENS	COMMERCIAL DOZENS	TOTAL DOZENS	TOTAL VALUE
	DOZENS	PER CENT					
1	3973	58.08479	2033	375	459	6840	1567.27
2	3834	52.37704	2397	650	439	7320	1605.25
3	3841	51.62634	2685	551	363	7440	1536.14
4	3719	52.52824	2686	361	314	7080	1479.35
CURRENT	15367	53.58089	9801	1937	1575	28680	6168.01
PER DOZEN							.2157604
TO DATE	69970	58.97566	36287	7374	5011	118643	27666.88
PER DOZEN							.2331943

WEEK	EGGS SOLD DOZENS	RETAIL VALUE	TOTAL EGGS SOLD		CULL NUMBER	SALES VALUE	MISC. C	INCOME VALUE	TOTAL INCOME
			DOZENS	VALUE					
1	184	62.95	7024	1630.22	203	29.01	0	0.00	1659.23
2	147	41.45	7467	1646.70	174	22.08	0	0.00	1668.78
3	215	68.55	7655	1604.69	247	36.86	0	0.00	1641.55
4	212	80.25	7292	1559.60	0	0.00	0	0.00	1559.60
CURRENT	758	253.20	29438	6441.21	624	87.95	0	0.00	6529.16
PER UNIT		.334036		.218805		.140945			.221793
TO DATE	4193	1444.10	122836	29110.98	3757	449.16	0	0.00	29560.14
PER UNIT		.344407		.236990		.119552			.240647

CURRENT 29438 DOZEN EGGS SOLD 122836 TO DATE

Sheet B

Example of 4-Week Summary Report (cont'd)

EXPENSES							
REPLACEMENTS							
	NUMBER	MONTH	DATE	AGE	UNITS	VALUE	PER BIRD
	4310	MAY	4	1	DAY	1200.00	.278422
	0	---	---	---	---	0.00	0.000000
	0	---	---	---	---	0.00	0.000000
CURRENT	4310					1200.00	
PER DOZEN						.040763	
TO DATE	12630					3770.00	
PER DOZEN						.030691	

	FEED CMT.		FEED VALUE		HIRED LABOR		FAMILY LABOR	
WEEK	LAY	REPL.	LAY	REPL.	HOURS	COST	HOURS	COST
1	441.3	40.3	1420.98	133.79	0	0.00	0	0.00
2	401.0	40.1	1295.23	174.44	0	0.00	0	0.00
3	441.2	80.5	1429.49	268.07	0	0.00	0	0.00
4	0.0	40.3	0.00	134.60	0	0.00	422	633.00
CURRENT	1283.5	201.2	4145.70	710.90	0	0.00	422	633.00
PER DOZEN			.140828	.024149	0.000000			.021502
TO DATE	6924.8	845.9	22174.59	2887.06	0	0.00	2424	3632.00
PER DOZEN			.180521	.023503	0.000000			.029567

MISCELLANEOUS COSTS		
CURRENT		TO DATE
46.86	MEDICINES AND VACCINES	153.60
53.94	REPAIRS AND MINOR EQUIPMENT	500.26
42.27	UTILITIES	363.18
5.38	WATER	137.60
51.00	AUTO AND TRUCK @ .10/MILE	359.42
0.00	INSURANCE	322.48
0.00	TAXES	353.47
0.00	RENT	0.00
7.49	OTHER	376.51
206.94	TOTAL	2566.52
.007029	PER DOZEN	.020893

MANAGEMENT RESULTS						
	HEN-DAYS	DIED	CULLED	ADDED	EGGS LAID	DAYS
CURRENT TOTALS	538902	292	624	0	362792	28
TOTALS TO DATE	2292961	1265	3757	7853	1514950	140
AVG. AND PCT.	16378.292	7.72 PCT.	22.93 PCT.	47.94 PCT.	66.06 PCT.	

Sheet C

COSTS						
	CURRENT			TOTAL	TO DATE	
		\$/DOZEN				\$/DOZEN
TOTAL	4145.70	.14082818	LAYING FEED	22174.59		.18052191
	710.90	.02414905	REPLACEMENT FEED	2887.06		.02350337
	1200.00	.04076363	REPLACEMENTS	3770.00		.03069132
	0.00	0.00000000	HIRED LABOR	0.00		0.00000000
	206.94	.00702968	MISCELLANEOUS	2566.52		.02089387
	6263.54	.21277054	TOTAL CASH COSTS	31398.17		.25561047
	170.14	.00577960	DEPRECIATION	850.70		.00692549
	166.45	.00565425	INTEREST	763.42		.00621495
	633.00	.02150281	FAMILY LABOR	3632.00		.02956787
	7233.13	.24570724	TOTAL COSTS	36644.29		.29831881

PROFIT OR LOSS						
	CURRENT			TOTAL	TO DATE	
		\$/DOZEN				\$/DOZEN
TOTAL	6529.16	.22179360	INCOME	29560.14		.24064720
	6263.54	.21277054	TOTAL CASH COSTS	31398.17		.25561047
	265.62	.00902306	CASH INCOME	-1838.03		-.01496327
	969.59	.03293668	NON-CASH COSTS	5246.12		.04270832
	-703.97	-.02391362	MANAGEMENT INCOME	-7084.15		-.05767159

MISCELLANEOUS RESULTS						
	CURRENT			TOTAL	TO DATE	
	3.229996		AVERAGE PRICE LAYING FEED/CMT.	3.202190		
	3.533300		AVERAGE PRICE REPLACEMENT FEED/CMT.	3.413003		
	3.271098		AVERAGE PRICE ALL FEED/CMT.	3.225138		
	.215760		EGG PRICE - WHOLESALE	.233194		
	.334036		EGG PRICE - RETAIL	.344407		
	30232.66		DOZENS OF EGGS LAID	126245.83		
	1.57081		DOZENS OF EGGS LAID PER HEN	7.70811		
	29438.00		DOZENS OF EGGS SOLD	122836.00		
	1.52952		DOZENS OF EGGS SOLD PER HEN	7.49992		
	53.580892		PER CENT LARGE EGGS	58.975666		
	34.173640		PER CENT MEDIUM	30.585453		
	6.753835		PER CENT SMALL	6.215284		
	5.491631		PER CENT COMMERCIAL	4.223595		
	128350.		POUNDS OF FEED USED	692482.		
	4.245407		POUNDS PER DOZEN LAID	5.485187		
	4.360010		POUNDS PER DOZEN SOLD	5.637451		

Sheet D

UC Cooperative Extension

Summary of Results For 32 Weeks

TRAIT	4 Week Period Averages								Average Results* Jan. 1 to Aug. 12		
	Period Number								17		
	1	2	3	4	5	6	7	8	Hi 5	Low 5	Ranch Av.
FLOCK PERFORMANCE-Per Cent											
Production	62.0	63.8	64.7	64.7	67.2	63.9	62.7	64.9	62.9	63.0	64.4
Added	4.4	11.0	3.9	8.0	6.3	3.6	6.6	6.8	53.0	59.8	50.1
Culled	4.4	3.8	4.3	5.1	3.0	4.1	2.8	3.4	27.8	34.9	30.0
Died	1.1	1.3	1.4	1.1	1.2	1.2	1.3	1.4	11.7	10.1	10.1
EGG SIZE & RETAIL SALES-Per Cent											
Large	75.3	74.2	74.2	73.3	72.1	73.3	73.2	71.9	75.5	71.6	73.2
Medium	16.7	17.8	16.5	17.4	18.0	18.3	18.0	18.1	14.7	17.3	17.8
Small	3.0	2.6	3.2	3.0	3.6	2.7	2.9	3.7	2.6	4.3	3.1
Commercial	5.0	5.3	6.1	6.3	6.3	5.7	5.9	5.7	7.2	6.7	5.8
Retail	5.6	5.3	5.0	5.4	4.8	4.5	4.5	4.5	4.3	7.2	4.9
POUNDS FEED PER DOZ. (ALL FEED)	6.2	6.0	5.8	6.0	4.8	6.0	5.4	5.5	5.6	5.7	5.7
FEED PRICE PER CWT (ALL FEED)	\$3.21	3.21	3.20	3.21	3.22	3.22	3.29	3.29	3.18	3.36	3.23
COSTS-INCOME-CENTS PER DOZEN											
Expenses:											
All Feed	20.1	19.6	19.2	19.2	16.1	19.5	18.1	18.2	17.9	19.8	18.5
Replacement Stock	2.7	4.5	3.2	4.2	1.0	1.4	6.1	3.9	1.7	4.9	3.1
Hired Labor	1.5	1.5	1.2	1.4	1.3	1.4	1.5	1.4	1.3	1.3	1.4
Miscellaneous	1.6	1.8	1.6	2.1	1.4	1.7	1.6	1.5	1.5	1.9	1.7
Total Cash Costs	25.9	27.4	25.2	26.9	19.8	24.0	27.3	25.0	22.4	27.9	24.7
Depreciation	1.3	1.2	1.2	1.2	1.1	1.1	1.2	1.1	1.0	1.7	1.2
Interest on Invest. (6%)	1.0	.9	.9	1.0	1.0	1.0	1.1	1.0	1.1	.9	.9
Family Labor	1.3	1.2	1.1	1.3	1.2	1.3	1.3	1.0	.7	1.2	1.2
Total Expenses	29.4	30.8	28.4	30.3	23.0	27.4	30.8	28.1	25.3	31.7	28.0
Income:											
Eggs	28.5	25.3	23.9	25.2	23.4	23.5	24.4	26.7	25.0	25.3	25.0
Other	.4	.5	.5	.6	.4	.6	.5	.5	.3	.5	.5
Profit or Loss:											
Total Income	28.9	25.8	24.4	25.8	23.8	24.1	24.9	27.2	25.3	25.8	25.5
- Total Cash Costs	25.9	27.4	25.2	26.9	19.8	24.0	27.3	25.0	22.4	27.9	24.7
= Cash Income	3.0	-1.6	-.8	-1.1	4.0	.1	-2.4	1.8	2.9	-2.1	.8
- Depreciation	1.3	1.2	1.2	1.2	1.1	1.1	1.2	1.1	1.0	1.7	1.2
= Net Farm Income	1.7	-2.8	-2.0	-2.3	2.9	-1.0	-3.6	.7	1.9	-3.8	-.4
- Family Labor + Int. on Investment	2.3	2.1	2.0	2.3	2.2	2.3	2.4	2.0	1.8	2.1	2.1
= Management Income	-.6	-4.9	-4.0	-4.6	.7	-3.3	-6.0	-1.3	.1	-5.9	-2.5

Represents 17 ranches with a January 1 inventory of 451,509 hens.

* Based on management income per dozen eggs sold

POULTRY MANAGEMENT STUDIES IN CALIFORNIA, 1958-1964

by Olan D. Forker, Extension Economist

Berkeley, May 1965

Management studies on egg production have been conducted by the Agricultural Extension Service since 1925. These studies are for the purpose of helping cooperating poultrymen improve their efficiency and profits, and to furnish useful data to others interested. Individual annual records are compiled from detailed monthly reports of production, expenses and income. Here are brief summary results of all record averages over the last seven years. Items are figured on average hens for the year on a hen-day basis. Per dozen estimates for any item can be determined by dividing the item by the dozen eggs sold per hen. The estimates presented here are not necessarily representative of the state, but reflect only the conditions of the cooperating poultrymen.

	1958	1959	1960	1961	1962	1963	1964
Thousands of hens involved	994	913	1114	1120	1218	1168	1546
Number of records	203	155	158	111	89	77	81
Average number of hens per flock	4899	5892	7051	10187	13680	15175	19084
Eggs laid per hen, hen-day basis	233	235	237	239	239	238	237
Dozen eggs sold per hen	19.4	19.6	19.7	19.9	20.0	19.8	19.7
Per cent mortality, hens	12.9	12.7	13.6	13.4	13.6	15.0	15.4
Per cent culled or removed	77.6	77.9	65.9	74.9	70.4	62.4	68.6
Per cent added as new layers	103.6	104.0	96.3	99.4	102.8	90.3	95.0
Per cent mortality of chicks to layers	--	7.5	8.7	7.2	7.1	7.9	9.0
Average price of feed per cwt.	\$3.38	\$3.29	\$3.07	\$3.08	\$3.09	\$3.18	\$3.17
Pounds of feed per hen	117	116	114	115	115	111	112
Hours of labor per hen	0.8	0.7	0.6	0.5	0.5	0.4	0.3
Average price per dozen eggs	37.5¢	30.2¢	34.0¢	31.3¢	28.7¢	28.8¢	28.5¢
Net cost per dozen	30.7	29.8	27.5	26.6	25.8	25.1	25.1
Management income per dozen	6.8	0.4	6.5	4.7	2.9	3.7	3.4
Income per hen from eggs	\$7.29	\$5.91	\$6.69	\$6.23	\$5.73	\$5.70	\$5.63
Poultry sales	.37	.23	.20	.21	.16	.15	.14
Miscellaneous income, manure	.04	.03	.02	.01	.00	.01	.04
Increase in poultry stock inventory	.22	.16	.21	.15	.28	.12	.16
Total income per hen	\$7.92	\$6.33	\$7.12	\$6.60	\$6.17	\$5.98	\$5.97
Feed cost per hen	\$3.99	\$3.82	\$3.51	\$3.54	\$3.54	\$3.54	\$3.54
Poultry stock bought	.51	.52	.48	.46	.52	.41	.51
Miscellaneous costs	.50	.44	.49	.41	.42	.36	.31
Hired labor	.44	.38	.36	.41	.39	.31	.33
Value of operator's labor	.59	.54	.47	.31	.22	.18	.17
Depreciation	.32	.31	.31	.30	.27	.24	.22
Interest on investment	.25	.24	.24	.23	.23	.21	.21
Total expense per hen	\$6.60	\$6.25	\$5.86	\$5.66	\$5.59	\$5.25	\$5.29
Management income per hen	1.32	.08	1.26	.94	.58	.73	.68
Farm income per hen*	2.16	.86	1.97	1.48	1.03	1.12	1.06

*Farm income per hen is management income plus the value of the operator's labor and interest on the investment. It is the amount the operator makes from his management, labor, and all invested capital.

The 1,545,842 hens covered by these records represented about 4½ per cent of the total number of hens in California during 1964.