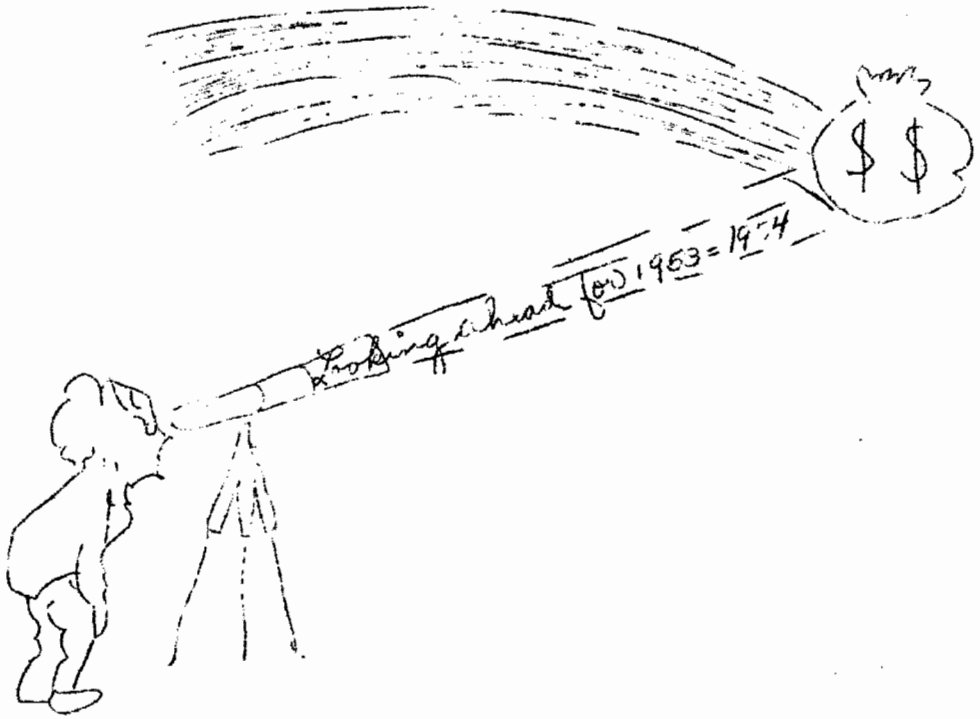
1952
TWENTY-SECOND ANNUAL

SAN BERNARDINO COUNTY

POULTRY MANAGEMENT STUDY

PY-SI-52-2



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MANAGEMENT PRACTICES FOLLOWED BY COOPERATORS

Serial No.	Type of Housing	Time of Brooding	Vaccination Program (X)				(1) Bronchitis diagnosed on Place
			"Pneumo" or Newcastle Intra Nasal	Intra Ocular	"Pneumo" Wing Web (live virus)	Tracheitis (method used)	Fowl Pox	
52	Litter	Mar., May, July, Oct.					X 12 wks.	
69	Cages	Every 3 weeks	X		X	X 10 wks. (N)	X 6 wks.	
65	Cages	Every month	X		X 10-12 wks.	X 8-10 wks. (Br)	X 8-10 wks.	
53	Cages	Every 7 weeks		X	X 14 wks.	X 15 wks. (N)	X 15 wks.	
41	Litter	Jan., Feb., Apr.		X	X	X 12-14 wks. (N)	X Day old	
63	Litter	Feb., Mar.		X	X 14 wks.		X Day old	X
48	Cages	Apr., Sept., Jan.	X		X 13 wks.		X 3 mo.	
42	Litter	Jan., Mar.		X	X	X 6 wks. (Br)	X 6 wks.	
47	Litter	Feb., Mar.			X	X 12 wks. (N)	X 12 wks.	
61	Cages	Broods every month		X	X 5-6 wks.	X 9-10 wks. (N)	X 9-10 wks.	
50	C & L	Nov., Dec., Jan., Mar., May		X	X	X 15 wks. (Br)	X 8 wks.	X
54	Cages	Every 7 weeks		X	X	X 16 wks. (N)	X 16 wks.	
56	Cages	Jan., Mar., May, July, Aug., Oct., Dec.			X	X	X	
70	Litter	Feb., May, July		X	X 14 wks.		X 12 wks.	
49	Cage	Every month except Aug.			X	X 7-10 wks. (N)		
44	Cage	Dec., Feb., Apr., June			X	X 12 wks. (Br)	X Day old	
60	C & L	Apr., May, Nov., Jan., Feb.			X	X 8-10 wks. (N)	X 12 wks.	
67	Litter	Feb., June, Oct.		X	X		X 12 wks.	
72	Cages	Mar., Nov., Dec., Feb.	X		X	X 4 mo. (N)	X 6 wks.	
43	Litter	Feb., Apr., June, Sept.			X	X 12 wks. (N)	X 12 wks.	X
66	Cages	March						
59	Cages			X	X	X 6-8 wks. (N)		X

X - Indicates vaccination practice followed

(N) - Needle

(Br) - Brush

(1) - Laboratory Diagnosis

WHAT THE STUDY SHOWS

The operations of twenty-nine farms in San Bernardino County with over 71,000 hens for the calendar year of 1952. The management income per hen was the lowest since 1933 when it was a minus income per hen.

The fifteen high profit flocks had 1.18 more gross income per hen than the fourteen low profit flocks. Their cash cost was also 5¢ per hen less than the low profit group.

High profit flock hens average 217 eggs each for the year. Low profit hens laid 194 eggs each. High profit flocks had 2,597 hens each. Low profit flocks with nearly as many had 2,291 hens each. High profit flock hens laid 71 eggs each from September 1 to January 1 during high egg prices.

Low profit flock hens laid 64 eggs each for the same period.

High profit flocks averaged 82.7% pullets for the year.

Low profit flocks only averaged 71.4% pullets for the year.

High profit flocks had 14% mortality. Low profit flocks averaged 17% mortality.

High profit flocks received 72¢ per cull hen.

Low profit flocks received 62¢ per cull hen.

High profit flocks paid $4.58 per 100 for mash.

Low profit flocks paid $4.66 per 100 for mash.

High profit flocks fed 85% mash, 15% grain.

Low profit flocks fed 92% mash, 8% grain.

High profit flocks paid $3.64 per 100 for grain.

Low profit flocks paid $4.08 per 100 for grain.

High profit flocks averaged 46.7¢ per dozen for eggs in the year.

Low profit flocks averaged 46.3¢ per dozen for eggs in the year.

High profit flocks had 1.34 per hen of hired and family labor.

Low profit flocks had 1.32 per hen of hired and family labor.

A SUMMARY OF THE INCOME AND EXPENSE PER HEN IS A NECESSARY STARTING POINT IN ANALYZING THE RECORDS IN THIS STUDY.

Ranch Number	Total Income	Cash Cost	Farm Income	Non-Cash Costs		Management Income
				Family Labor	Interest	
42	10.65	7.59	3.06	1.11	.17	1.78
14	10.30	7.52	2.78	1.03	.24	1.51
34	12.04	9.30	2.74	1.16	.27	1.31
33	8.73	7.17	1.56	.37	.18	1.01
27	9.92	7.53	2.39	1.15	.24	1.00
1	9.55	6.93	2.62	1.56	.18	.88
16	8.82	7.11	1.71	.60	.25	.86
13	9.97	7.62	2.35	1.31	.24	.80
2	11.06	9.15	1.91	.93	.34	.64
18	8.65	6.94	1.71	.91	.22	.58
7	10.21	7.76	2.45	1.57	.32	.56
28	10.97	9.47	1.50	.75	.20	.55
35	11.14	9.34	1.80	1.09	.31	.40
5	10.45	9.14	1.31	.59	.37	.35
41	9.66	7.50	2.16	1.57	.26	.33
21	8.02	6.97	1.05	.59	.14	.32
11	9.66	7.85	1.81	1.46	.26	.09
10	7.86	7.15	.71	.66	.18	-.13
38	9.40	8.40	1.00	.97	.19	-.16
36	7.81	7.43	.38	.45	.20	-.27
25	9.09	8.21	.88	1.09	.22	-.43
26	10.28	8.58	1.70	1.96	.24	-.50
12	8.57	7.34	1.23	1.48	.26	-.51
24	7.91	7.71	.20	.69	.19	-.68
32	8.56	7.69	.87	1.31	.27	-.71
37	10.25	8.94	1.31	1.90	.28	-.87
31	9.17	9.47	-.30	.96	.34	-1.60
4	7.86	8.65	-.79	1.66	.34	-2.79
39	11.58	12.20	-.62	2.09	.30	-3.01
Hi.15	9.98	7.99	1.99	.91	.24	.84
Lo.14	8.80	8.04	.76	1.14	.23	-.61
Av.	9.45	8.02	1.43	1.01	.23	.19

BREAKDOWN OF INCOME AND EXPENSE PER HEN

Ranch Number	Income From: Egg Sales	Poultry Sales	Manure & Sacks	Change Stock Inv.	Total	Cash and Depreciation Costs: Feed	Hired Labor	Chix	Misc	Depreciation	Total	Farm Income	Non-Cash Costs: Family Labor	Interest	Management Income
42	9.73	.68	.11	.13	10.65	6.63	.14	.56	.11	.15	7.59	3.06	1.11	.17	1.78
14	9.04	.67	.15	.44	10.30	6.08	.38	.49	.40	.17	7.52	2.78	1.03	.24	1.51
34	9.93	.78	.17	1.16	12.04	7.51	.21	.79	.56	.23	9.30	2.74	1.16	.27	1.31
33	7.58	.60	.14	.41	8.73	5.17	1.02	.41	.42	.15	7.17	1.56	.37	.18	1.01
27	7.62	.93	.06	1.31	9.92	6.45	-	.49	.37	.22	7.53	2.39	1.15	.24	1.00
1	8.95	.58	.11	-.09	9.55	5.64	.06	.47	.63	.13	6.93	2.62	1.56	.18	.88
16	7.55	.58	.08	.61	8.82	5.67	.55	.34	.33	.22	7.11	1.71	.60	.25	.86
13	8.66	.61	.17	.53	9.97	6.23	-	.47	.63	.29	7.62	2.35	1.31	.24	.80
3	9.33	.81	.09	.83	11.06	7.20	.09	.80	.51	.55	9.15	1.91	.93	.34	.64
18	7.48	.72	.11	.34	8.65	5.80	.19	.53	.32	.10	6.94	1.71	.91	.22	.58
7	8.95	.95	.53	-.22	10.21	6.56	.03	.61	.34	.22	7.76	2.45	1.57	.32	.56
28	9.62	1.62	.13	-.40	10.97	7.32	.94	.55	.53	.13	9.47	1.50	.75	.20	.55
35	9.93	.64	.05	.52	11.14	7.33	.04	.82	.71	.44	9.34	1.80	1.09	.31	.40
5	9.17	.54	.02	.72	10.45	6.87	.48	.64	.35	.80	9.14	1.31	.59	.37	.35
41	8.67	.56	.19	.24	9.66	6.39	.04	.50	.40	.17	7.50	2.16	1.57	.26	.33
21	7.48	.73	.21	-.40	8.02	5.94	.29	.37	.26	.11	6.97	1.05	.59	.14	.32
11	8.34	.40	.05	.87	9.66	6.48	-	.74	.45	.18	7.85	1.81	1.46	.26	.09
10	6.85	.60	.24	.17	7.86	5.93	.64	.13	.36	.09	7.15	.71	.66	.18	-.13
38	7.97	.73	.09	.61	9.40	7.21	.01	.57	.43	.18	8.40	1.00	.97	.19	-.16
36	6.71	.31	-	.79	7.81	6.60	-	.61	.10	.12	7.43	.38	.45	.20	-.27
25	7.78	.73	.18	.40	9.09	7.15	.25	.32	.36	.13	8.21	.88	1.09	.22	-.43
26	8.55	.70	.05	.98	10.28	7.03	-	.69	.59	.27	8.58	1.70	1.96	.24	-.50
12	7.76	.66	.07	.08	8.57	6.13	.06	.39	.43	.33	7.34	1.23	1.48	.26	-.51
24	7.67	.44	.05	-.25	7.91	6.04	.43	.50	.34	.40	7.71	.20	.69	.19	-.68
32	7.30	.76	.05	.45	8.56	6.49	.08	.65	.27	.20	7.69	.87	1.31	.27	-.71
37	8.29	.57	.12	1.27	10.25	7.48	-	.78	.27	.41	8.94	1.31	1.90	.28	-.87
31	7.66	.88	.12	.51	9.17	8.01	-	.77	.24	.45	9.47	-.30	.96	.34	-1.60
4	8.00	1.58	.16	-1.88	7.86	7.28	.03	.53	.47	.34	8.65	-.79	1.66	.34	-2.79
39	8.94	2.34	.06	.24	11.58	9.97	-	1.46	.34	.43	12.20	-.62	2.09	.30	-3.01
Hi.15	8.71	.78	.13	.36	9.98	6.34	.43	.54	.43	.25	7.99	1.99	.91	.24	.84
Lo.14	7.69	.72	.11	.28	8.80	6.71	.18	.56	.36	.23	8.04	.76	1.14	.23	-.61
Av.All	8.25	.76	.12	.32	9.45	6.51	.32	.55	.40	.24	8.02	1.43	1.01	.23	.19

PRODUCTION FACTORS AFFECTING MANAGEMENT PRACTICES AND PROFIT

Ranch Number	Av. No. Hens	Breed	Type of House	Percent of Laying Flock			Hours Labor Per Hen	Lbs. Feed Per Hen			% Mash	Cost Per Cwt.			% Mortality Chicks
				Died	Sold	Added		Total	Est. For Pullets	Est. For Hens		Mash	Grain	Average	
42	2,190	WL&AW	Cage	10	101	140	1.3	152	35	117	99	4.38	3.95	4.36	5
14	2,433	WL&AW	Cages&Wire	12	91	110	1.6	139	28	111	100	4.38	-	4.38	9
34	1,868	WA&AW	Cage	20	68	119	1.4	167	30	137	99	4.49	4.65	4.49	4
33	6,475	WL	Litter	22	100	98	1.2	118	24	94	60	4.81	3.45	4.26	15
27	974	WL&GL	Litter	8	81	93	1.1	132	32	100	63	5.09	4.26	4.78	3
1	2,374	WL	Litter&Wire	17	95	105	1.6	128	26	102	93	4.52	3.85	4.34	6
16	3,085	WL&AW	Litter	13	57	92	1.1	127	23	104	60	4.88	3.65	4.39	5
13	1,588	WL	Cage	11	102	139	1.3	145	35	110	98	4.30	3.87	4.30	23
3	2,570	AW	Cage	10	98	166	1.0	153	42	111	100	4.70	4.00	4.70	17
18	2,987	AW	Wire	12	101	142	1.1	127	35	92	66	4.88	3.82	4.51	7
7	1,618	AW	Cage	8	118	127	1.6	148	32	116	100	4.43	-	4.43	17
28	4,766	GL	Litter&Cage	14	129	106	1.5	166	35	131	86	4.50	3.52	4.38	19
35	1,979	AW	Cage	9	102	145	1.1	166	36	130	100	4.40	3.94	4.40	29
5	2,637	WL&AW	Cage	9	91	148	1.1	148	37	111	100	4.67	4.24	4.67	7
41	1,412	GL,AW,WL,RxL	Litter&Wire	21	81	105	1.6	140	26	114	76	4.79	3.74	4.54	8
21	1,961	WL	Litter	9	136	124	.8	126	31	95	100	4.71	-	4.71	12
11	4,519	WL	Litter&Cage	18	79	181	1.5	139	45	94	100	4.66	-	4.66	4
10	4,602	WL	Litter	16	72	85	1.4	126	26	100	69	4.91	4.04	4.64	4
38	1,697	WL&AW-AxL	Cage	25	57	103	1.0	159	30	129	97	4.50	4.22	4.50	13
36	2,399	WL	Litter&Wire	30	66	142	.4	143	35	108	99	4.56	3.48	4.56	8
25	1,599	WL&AW	Litter	14	99	131	1.4	146	33	113	80	5.08	4.00	4.85	7
26	1,340	AW	Litter	11	77	143	2.0	149	37	112	67	4.91	4.18	4.66	5
12	1,975	WL&AW	Cage	10	110	100	1.5	129	25	104	100	4.66	4.69	4.66	13
24	3,488	WL	Litter	17	87	125	1.3	134	31	103	100	4.51	-	4.51	23
32	3,218	WL,AW,RIR	Litter&Cage	17	118	129	1.4	148	32	116	98	4.35	3.95	4.35	10
37	949	AW	Wire	28	57	127	1.9	143	32	111	98	5.20	4.38	5.18	12
31	1,139	AW	Litter	13	109	145	1.0	157	36	121	85	5.03	4.37	4.93	9
4	1,468	AW	Litter&Cage	11	245	133	1.7	155	34	121	91	4.71	3.79	4.62	14
39	1,725	RIR	Cage	11	179	186	2.1	224	65	159	100	4.45	-	4.45	25
Hi.15	2,597			14	97	120	1.3	141	31	110	85	4.58	3.64	4.44	14
LO.14	2,291			17	100	131	1.3	144	33	111	92	4.66	4.08	4.61	12
AVall	2,449			15	98	125	1.3	143	32	111	88	4.62	3.77	4.52	13

EGG PRODUCTION AND SALES DATA

Ranch Number	Eggs Per Hen	Percent of Market Eggs Sold			% Fall Eggs	% Fall Hens of Av.	% Production During Fall	% Added July Oct.	Percent Pullets	Value Per Dozen		
		Large	Medium	Small						Av. Price	Net Cost	Mgt. Income
42	247	67	26	7	36	112	64	45	84	46.8	38.2	8.6
14	230	55	33	12	38	112	64	51	88	44.1	36.7	7.4
34	253	59	35	6	39	117	69	39	86	47.1	40.9	6.2
33	176	56	29	15	31	99	45	67	71	50.4	43.7	6.7
27	200	63	25	12	41	122	56	68	78	44.5	38.6	5.9
1	222	57	30	13	33	97	61	41	80	45.9	41.4	4.5
16	196	53	27	20	39	127	49	79	73	44.8	39.7	5.1
13	211	60	29	11	46	131	60	49	98	46.7	42.4	4.3
3	250	56	30	14	39	121	66	40	88	44.5	41.5	3.0
18	183	55	33	12	37	115	48	58	84	44.0	40.6	3.4
7	225	59	32	9	32	106	56	27	72	45.2	42.4	2.8
28	248	63	24	13	29	86	67	49	92	46.6	43.9	2.7
35	236	74	21	5	44	134	63	65	98	48.2	46.3	1.9
5	214	70	23	7	42	121	61	29	84	51.7	49.7	2.0
41	228	55	32	13	37	113	61	57	89	45.0	43.3	1.7
21	181	62	25	13	34	101	50	48	86	46.1	44.1	2.0
11	208	48	37	15	49	141	59	45	90	46.2	45.7	.5
10	175	65	25	10	37	107	50	60	31	45.6	46.5	-.9
38	192	79	15	6	34	113	48	43	79	48.6	49.6	-1.0
36	175	62	27	11	39	120	47	37	34	41.6	48.0	-1.9
25	195	70	24	6	34	95	56	30	71	46.7	49.2	-2.5
26	218	46	39	15	34	108	56	56	89	44.0	46.6	-2.6
12	210	63	29	8	34	102	57	41	82	45.5	48.5	-3.0
24	197	62	29	9	34	107	52	52	86	45.7	49.7	-4.0
32	181	64	24	12	34	115	44	59	66	47.8	52.5	-4.7
37	217	61	31	8	40	118	60	79	77	46.9	51.8	-4.9
31	198	67	27	6	37	120	50	49	81	45.9	55.5	-9.6
4	190	63	24	13	28	91	48	50	86	44.9	60.6	-15.7
39	226	56	25	19	41	123	61	49	92	48.8	65.2	-16.4
Hi.15	217	60	28	12	36	111	58	51	83	46.7	42.2	4.5
LO.14	194	61	28	11	37	114	52	49	71	46.3	50.0	-3.7
Av.All	207	60	28	12	37	112	56	50	78	46.5	45.5	1.0

SUMMARY OF SAN BERNARDINO COUNTY POULTRY STUDY SINCE 1942

	1942	1943	1944	1945	1946	1947	1948	1949	1950	1951	1952
Number of records	14	17	10	8	6	14	19	21	35	27	29
Average number hens	1544	1592	1733	1864	1960	2077	2128	1926	1897	2271	2449
Eggs per hen	188	182	191	192	194	185	192	196	201	197	207
Per cent fall eggs	32	29	30	29	35	32	31	34	35	35	37
% Production during fall	46	42	47	45	51	44	46	50	53	52	56
Per cent mortality	18	22	19	19	18	16	16	17	16	15	15
Per cent culled	63	65	75	78	105	68	75	68	79	84	98
Percent mortality chicks	20	15	14	20	12	17	12	13	11	14	13
Hours labor per hen	2.2	2.2	2.1	1.6	1.6	1.6	1.7	1.7	1.6	1.4	1.3
Pounds feed per hen	114	118	130	128	147	141	142	138	132	138	143
Percent mash	63	69	61	70	82	76	78	73	77	80	88
Cost per cwt: Mash	2.78	3.11	3.43	3.44	4.15	4.72	4.86	4.33	3.98	4.23	4.62
Grain	1.98	2.27	2.59	2.80	3.30	3.43	3.86	2.88	2.82	3.20	3.77
Average	2.49	2.79	3.11	3.25	4.00	4.41	4.64	3.93	3.71	4.02	4.52
Egg-Feed ratio	14.3	15.1	12.2	13.7	12.0	13.2	12.3	13.2	11.5	13.9	10.2
Price per cull hen	.66	.71	.96	1.05	1.02	1.14	1.22	.99	.81	.90	.67
Average price per dozen	35.7	42.5	37.9	44.4	49.3	57.8	57.4	51.7	43.4	55.8	46.5
Net cost per dozen	24.8	29.3	31.0	32.1	41.4	44.8	46.9	42.0	37.1	42.0	45.5
Management income	10.9	13.2	6.9	12.3	7.9	13.0	10.5	9.7	6.3	13.8	1.0
Income per hen	6.58	7.59	7.54	8.55	9.77	11.04	11.24	9.90	8.53	10.73	9.45
Cash cost per hen	3.79	4.47	5.28	5.48	7.41	7.71	8.27	6.95	6.31	7.10	8.02
Farm income per hen	2.79	3.12	2.26	3.07	2.36	3.33	2.97	2.95	2.22	3.63	1.43
Mgt. income per hen	1.72	1.99	1.11	1.95	1.27	2.04	1.68	1.62	1.07	2.29	.19

LOOKING AHEAD

How can I as a poultryman determine whether 1954 or 1955 or 1956, will be a good or not a very profitable poultry year? By watching the records. Whenever it takes more than ten dozen eggs in the spring months to buy 100 pounds of poultry feed, you can be pretty sure that the following year will be a ~~less~~ more profitable poultry year. Whenever it takes only seven or eight dozen eggs to pay for 100 pounds of feed in the spring and there are a lot of chicks brooded, bad prices will follow. Take a look at the following feed-egg ratios.

MONTH	1949	1950	1951	1952
January	6.66	9.80	8.17	10.37
February	7.92	10.83	9.03	11.83
March	8.82	11.18	8.84	12.19
April	8.82	11.32	8.81	11.43
May	8.46	11.57	8.53	12.02
June	7.98	11.39	8.00	11.41
July	7.79	9.67	7.91	9.17
August	6.78	8.82	7.49	8.75
September	6.36	8.36	7.03	8.65
October	6.35	7.24	7.08	8.30
November	7.25	6.86	7.26	8.35
December	8.60	6.16	8.17	8.65
Average	7.65	9.43	8.03	10.09
Management Income per hen San Bernardino County Records	1.62	1.07	2.29	.19

A low spring feed-egg ratio usually results in a poor management income the following year. Look at the spring of 1949 ratio and at the 1950 management income for the year. If the outbreak of war in Korea in June 1950 had not boosted egg prices the last six months, management income that year would probably have been 60 to 70¢ per hen instead of $1.07. Keep comparing future feed-egg ratios with the past records as shown in this chart.