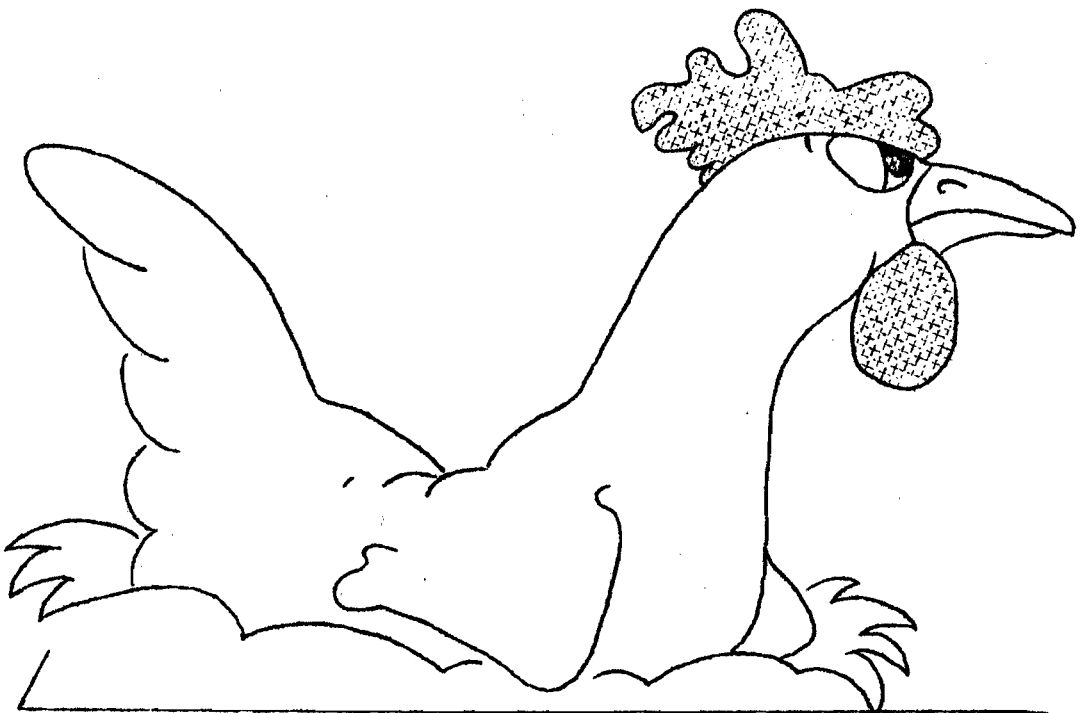


SEVENTH ANNUAL REPORT  
TULARE COUNTY  
POULTRY MANAGEMENT STUDY

1958



UNIVERSITY OF CALIFORNIA  
AGRICULTURAL EXTENSION SERVICE  
TULARE COUNTY

STUDY PREPARED BY  
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Introduction

The calendar year 1958 was generally a good year for egg producers in this area. Egg prices were slightly higher than during 1957 while feed costs were slightly lower.

This study is conducted by the Agricultural Extension Service in cooperation with a small group of local poultrymen. Its purpose 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 fourteen 1958 records, you will see a wide range in costs, returns, and flock statistics.

Another study covering the calendar year 1959 is underway.

Outlook

Hatchery output indicates that egg production will be higher in 1959 and egg prices lower. On March 3, 1959, the Poultry Survey Committee, a committee of five college economists, forecast that for the United States, "Egg prices will be two cents to five cents lower from March through September of 1959, compared to the same period of 1958. Prices for the last three months of this year will probably show no improvement over last year's."

On March 26, the United States Department of Agriculture stated that the flock of potential layers was larger because of a heavy out-of-season hatch the last five months of 1958. The hatch January to June would have to be reduced five per cent to avert an increase in the size of the 1959-60 laying flock. Hatchery production of egg type chicks in January and February, 1959, was approximately the same as these months in 1958 and eggs in incubators on March 1 were two per cent below 1958.

In California, the hatch of egg type chicks from January 1 to March 28, 1959, was twenty per cent over the corresponding period a year earlier. Export markets will undoubtedly have to absorb some of this increased production in California, perhaps with a weakening effect on our California egg prices.

TABLE 1 - INCOME, COSTS AND EARNINGS PER HEN FOR INDIVIDUAL FLOCKS - 1958

Ranch Number & Size <u>1/</u>	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.	Change Stock Inv.	Total	Feed	Hired		Deprec- iation	Total	Family Labor		Interest		
							Labor	Chix*				Misc.			
13 S	7.93	.31	.07	.35	8.66	4.00	.03	.41	.13	.23	4.80	3.86	.62	.25	2.99
25 L	7.47	.17	.04	.93	8.61	4.40	.55	.42	.23	.14	5.74	2.87	.01	.18	2.68
12 M	7.69	.19	.09	1.72	9.69	4.94	-	.63	.50	.18	6.25	3.44	.62	.20	2.62
16 L	7.69	.41	.26	.52	8.88	3.87	.01	1.40	.18	.24	5.70	3.18	.61	.23	2.34
4 S	9.00	.57	.06	.52	10.15	5.12	.10	.61	.28	.27	6.38	3.77	1.27	.25	2.26
2 M	7.91	.44	.04	-.07	8.32	4.22	.45	.32	.27	.19	5.45	2.87	.53	.20	2.14
9 S	8.94	.54	.05	1.10	10.63	5.30	.07	1.02	.59	.31	7.29	3.34	1.02	.27	2.05
7 S	8.08	.35	.17	.25	8.85	4.84	.04	.50	.29	.20	5.87	2.98	.86	.20	1.92
23 L	7.85	.55	.05	-.02	8.43	4.83	.17	.47	.24	.25	5.96	2.47	.71	.23	1.53
26 M	7.15	.46	.10	.52	8.23	4.47	.07	.77	.65	.35	6.31	1.92	.64	.30	.98
6 M	6.70	.28	.04	.10	7.12	3.99	.59	.39	.22	.42	5.61	1.51	.73	.27	.51
8 L	5.77	.27	.04	.27	6.35	3.61	.52	.42	.58	.26	5.39	.96	.18	.28	.50
19 L	6.48	.46	.05	.12	7.10	4.26	1.25	.41	.35	.39	6.66	.44	.07	.10	.27
5 M	6.29	.63	.04	-.13	6.83	4.59	-	.45	.28	.30	5.62	1.21	1.12	.22	-.13
Avg. 3920	7.50	.40	.08	.44	8.42	4.46	.27	.59	.34	.27	5.93	2.49	.64	.23	1.62

1/ Flock size based on average number of hens: S - under 3,000; M - 3,000-4,000; L - over 4,000.

Individual flocks in this table are arranged in order of decreasing management income per hen as shown in the extreme right column. A study of the tables will indicate why some flocks were considerably more profitable than others. The term "chix" in the above table includes started pullets. Cooperator No. 16 used started pullets only.

TABLE 2 - FLOCK STATISTICS AND MANAGEMENT - 1958

Ranch Number	Laying Flock			Price Per Culled Hen	Cost Per Cwt.			Total Pounds Per Hen	Est. Pounds Hens Only	Per Cent Mash	Hours Labor Per Hen	Cost Per Chick	Per Cent Chick Mortality
	Per Cent Died	Per Cent Culled	Per Cent Replaced		Mash	Grain	Average						
13	8.2	62.7	127.5	.49	3.84	2.44	3.18	124	94	53	0.7	53.8	4.3
25	10.6	39.7	78.2	.42	4.04	—	4.04	109	84	100	0.4	37.1	3.1
12	19.1	50.1	119.2	.37	3.68	3.64	3.68	133	90	99	0.6	31.3	17.5
16	13.4	88.5	136.5	.46	3.30	2.35	3.27	115	90	97	0.6	—	4.9
4	5.9	112.3	130.2	.50	3.82	3.07	3.80	134	101	98	1.4	38.1	4.9
2	4.6	87.9	112.6	.50	3.73	3.26	3.72	112	89	98	1.0	38.2	4.6
9	12.0	100.1	123.5	.56	4.07	—	4.07	129	99	100	1.1	34.5	8.3
7	17.5	71.8	118.2	.48	3.86	2.85	3.83	125	95	97	0.9	39.0	8.8
23	13.2	102.1	131.8	.54	3.89	—	3.89	124	93	100	0.9	34.9	9.0
26	20.1	89.9	108.3	.51	4.10	2.23	3.59	123	83	73	0.7	38.8	14.4
6	13.8	71.1	102.2	.45	4.16	2.26	3.23	122	97	59	1.3	42.6	5.0
8	13.2	58.0	85.7	.46	—	—	2.80	126	104	—	0.8	45.4	5.4
19	8.5	98.2	114.8	.46	3.57	2.43	3.41	124	95	86	1.2	33.5	5.5
5	18.4	125.9	93.5	.58	3.81	—	3.81	120	90	100	1.1	40.4	8.7
Average	12.8	82.7	113.0	.48	3.84	2.73	3.59	123	93	89	0.9	39.0	7.5

Some important management factors are compared in the above table and show considerable variation. Feed cost is one of the most important, averaging 75 per cent of the total cash and depreciation cost in 1958. Notice that Cooperator No. 13 had low average feed cost. Cooperator No. 25 had high feed cost but feed consumption per hen was low. This was due to a high energy ration. Cooperator No. 8 had his own storage and mixing facilities. His average feed cost was determined by adding an estimated cost of operating these facilities to his cost of ingredients.

TABLE 3 - EGG PRODUCTION AND SALES FACTORS - 1958

Ranch Number	Type Housing	Eggs Per Hen	Per Cent of Market Eggs Sold			No. Months Replacements Added	% Of Flock 6-18	Dozen Eggs Sold Per Hen	Values Per Dozen			
			Large	Medium	Small				Price	Net Cost	Mgt. In- come	Farm In- come
13	Litter	245	--	--	--	2	74	20.8	38.2	23.8	14.4	18.6
25	W.F. pen	244	--	--	--	3	100	20.2	37.0	23.7	13.3	14.2
12	W.F. pen	246	--	--	--	2	100	19.5	39.5	26.1	13.4	17.7
16	Litter	240	--	--	--	3	88	20.5	37.7	26.3	11.4	15.6
4	Cages	263	84	13	3	11	92	23.4	38.5	28.8	9.7	16.2
2	Litter	254	--	--	--	5	92	21.9	36.1	26.3	9.8	13.2
9	Litter & W.F. pen	267	--	--	--	6	100	23.4	38.2	29.5	8.7	14.3
7	Cages	249	55	35	10	5	89	23.2	34.8	26.5	8.3	12.8
23	Cages	249	70	22	8	7	98	20.5	38.2	30.7	7.5	12.1
26	Litter	225	60	30	10	2	78	19.1	37.5	32.4	5.1	10.1
6	Cages	213	--	--	--	6	95	17.4	38.4	35.5	2.9	8.7
8	Litter	190	--	--	--	1	63	16.0	36.1	33.0	3.1	6.0
19	Litter & W.F. pen	217	--	--	--	1	100	16.8	38.6	37.0	1.6	2.6
5	Cages	202	79	19	2	4	98	16.7	37.8	38.6	-0.8	7.3
Average		236	69	24	7	4	90	20.0	37.6	29.9	7.7	12.1

Wide differences are obvious in some of the columns above. Average egg production is quite good. In our last study the average was 227 eggs per hen. One of the most important columns above is the "net cost" per dozen eggs. This is obtained by taking total expenses - including farm labor, interest on investment, etc. - and deducting poultry sales, change in stock inventory, and miscellaneous income.

W.F. pen - wire floored pen.

TABLE 4 - MAJOR COST AND INCOME FACTORS ARRANGED IN ORDER AND IDENTIFIED BY COOPERATOR

Change From Ranch Number To Letter	Dozen Eggs Sold Per Hen	Price Per Dozen	Feed Cost Per Cwt.	Estimated Pounds Feed For Hens		Hrs. Labor Per Hen	Per Cent Mortality Laying Flock
				Per Hen	Per Dozen		
13 - (A)	<u>23.4</u> (E)	39.5 (C)	2.80 (L)	83 (J)	4.1 (F)	0.4 (B)	4.6 (F)
25 - (B)	23.4 (G)	38.6 (M)	<u>3.18</u> (A)	84 (B)	4.1 (H)	0.6 (C)	5.9 (E)
12 - (C)	23.2 (H)	38.5 (E)	<u>3.23</u> (K)	89 (F)	4.1 (B)	0.6 (D)	<u>8.2</u> (A)
16 - (D)	21.9 (F)	38.4 (K)	3.27 (D)	90 (N)	4.2 (G)	<u>0.7</u> (A)	<u>8.5</u> (M)
4 - (E)	20.8 (A)	38.2 (G)	3.41 (M)	90 (C)	4.3 (E)	0.7 (J)	10.6 (B)
2 - (F)	<u>20.5</u> (D)	<u>38.2</u> (A)	3.59 (J)	90 (D)	4.3 (J)	0.8 (L)	12.0 (G)
9 - (G)	20.5 (I)	<u>38.2</u> (I)	3.68 (C)	93 (I)	4.4 (D)	0.9 (H)	13.2 (L)
7 - (H)	20.2 (B)	37.8 (N)	3.72 (F)	<u>94</u> (A)	<u>4.5</u> (A)	0.9 (I)	13.2 (I)
23 - (I)	19.5 (C)	37.7 (D)	3.80 (E)	95 (H)	4.5 (I)	1.0 (F)	13.4 (D)
26 - (J)	19.1 (J)	37.5 (J)	3.81 (N)	95 (M)	4.6 (C)	1.1 (N)	13.8 (K)
6 - (K)	17.4 (K)	37.0 (B)	3.83 (H)	97 (K)	5.4 (N)	1.1 (G)	17.5 (H)
8 - (L)	16.8 (M)	36.1 (F)	3.89 (I)	99 (G)	5.6 (K)	1.2 (M)	18.4 (N)
19 - (M)	16.7 (N)	36.1 (L)	4.04 (B)	101 (E)	5.7 (M)	1.3 (K)	19.1 (C)
5 - (N)	16.0 (L)	34.8 (H)	4.07 (G)	104 (L)	6.5 (L)	1.4 (E)	20.1 (J)
Average	20.0	37.6	3.59	93	4.7	0.9	12.8

In Table 4 the ideal position is at the top of the table. Cooperator No. 13, whose letter is (A) has been underlined so he can be followed easily through the table. Cooperator No. 12 sold 36 per cent of his eggs other than strictly wholesale. Cooperator No. 7 obtained good production but below average egg size. Notice how well high egg sales agree with the pounds of feed used per dozen eggs sold.

TABLE 5 - A COMPARISON WITH OTHER CALIFORNIA COUNTIES - 1958

	Tulare	Sonoma	Los Angeles	San Diego
No. Records	14	18	14	42
Avg. No. Hens	3920	2989	--	6426
Eggs Per Hen	236	243	243	239
Lbs. Feed Per Hen	123	123	126	115
Cost Mash Per Cwt.	3.84	3.88	--	--
Cost Grain Per Cwt.	2.73	2.84	--	--
Average	3.59	3.47	3.39*	3.31*
Hours Labor Per Hen	0.9	0.9		
Avg. Price Eggs	37.6	38.4	37.6	37.0
Net Cost Per Dozen	29.9	31.4	--	28.3
Income Per Hen	8.42	8.51	8.45	7.93
Cash & Depreciation	5.93	5.82	6.04	5.57
Farm Income Per Hen	2.49	2.69	2.41	2.36
Family Labor	.64	1.02	.52	.38
Interest	.23	.22	.36	.25
Management Income Per Hen	1.62	1.45	1.53	1.73

\* Feed cost per cwt. appears to include shell and grit.