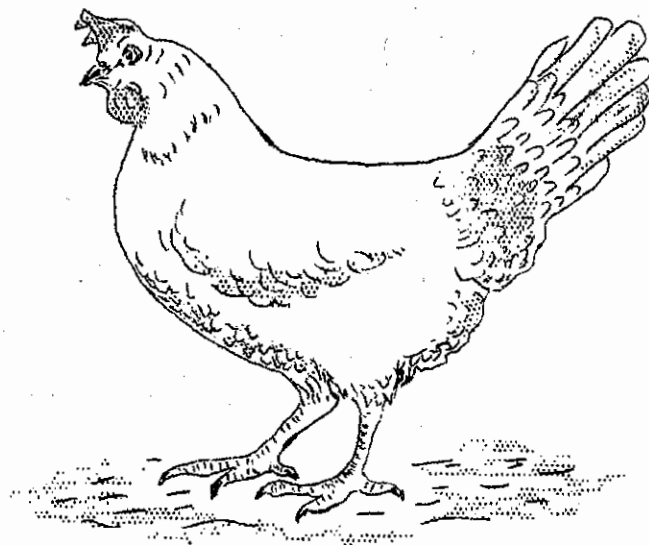


28th

SACRAMENTO COUNTY



POULTRY MANAGEMENT STUDY

1955

University of California
College of Agriculture Extension Service
310 Old Post Office Building
Sacramento, California.

This study started March 1, 1928, with 26 cooperating poultrymen located in the Rio Linda district of Sacramento County. This year, 1955, completes 28 years of records in this area. Two ranches have been in the study for the entire 28 years. Three have been in the study for 22 years or more, and four for 17 years or more indicating the permanence of poultry production in this area. Several of the older ranches are being operated by the second generation.

In order to continue the management study and to allow the Farm Advisor time to work with poultrymen on specific problems which are brought out through records obtained from the summaries, the members of the study elected an Advisory Committee to work with the Agricultural Extension Service. The group then assessed each member a fee and engaged an accountant to compile the monthly and annual reports. It was also decided to change from a fiscal year to a calendar year basis so that our calculated figures would correspond to the same period used by nearly all of the other counties.

The flocks in this study have nearly all been of the White Leghorn breed. Most of the feed has been purchased through the Rio Linda Poultry Producers' Association, a local feed cooperative. Most of the egg sales are through the Poultry Producers of Central California, except for hatching eggs sold to hatcheries. Management practices have varied some from ranch to ranch, but there has been rather universal adoption of practices as soon as their worth was proven.

However, due to the low returns in 1954, many new practices are being tried out or adopted in 1955. For instance, most ranches are brooding or planning to brood three or even four broods of chicks during the year. Each operator is studying his plant to see if more efficient ways can be adopted for handling the work. The care and handling of eggs is being given special study.

Advisory Committee:

Compiled by:

W. W. Mitchell, Farm Advisor,
Sacramento County

A. D. Reed, Farm Management Specialist

John Cox, Chairman
E. R. Temperli, Treasurer
Joe Minke, Member
Phillip Rees, Member

(Mrs.) Lavonne Newton, Accountant

Trends observed through Management Study conducted during the past 25 years. See Table I.

1. Size of flocks - Average number maintained per ranch has quadrupled.
2. Egg Production - Increased from a low of 153 eggs in 1932 to a high of 210 in 1955 or a 37% production increase.
3. Mortality - Due to breeding, disease control and management, death losses have been cut in half.
4. Culling - Each year, culling has increased, and now most poultrymen maintain "all pullet" flocks which contributes to the increased egg production and egg quality.
5. Feed Consumption - Has increased from 100 pounds per hen per year to 125 pounds per hen due to higher pullet replacement and increased egg production.
6. Labor - By increasing the size of their flock, and by using labor saving equipment, poultrymen have cut their average hours of labor required from two hours per hen to one and one-half hours per hen per year and some individuals spend less than one hour per hen per year.
7. Income - Due to efficient management, 1955 showed a net farm income of \$1.52 per hen and a management income of 94 cents per hen.

DEFINITIONS:

Management Income - Total income minus total expense including family labor and interest on investment as expenses.

Farm Income - Total income minus cash and depreciation costs (not including family labor) and interest on investment as expenses.

Egg-Feed Ratio - The pounds of feed which can be purchased with a dozen eggs.

TABLE I. SUMMARY OF SACRAMENTO COUNTY POULTRY MANAGEMENT STUDY, 1931-55

Record Year	No. Records	Hens per Flock	Eggs per Hen	Laying Flock		Lbs. Feed per Hen	Hrs. Labor per Hen	Value per Dozen			Cost Feed per Cwt.	Egg Feed Ratio	Value per Hen			
				% Mortality	% Culled			Average Price	Net Cost	Net Income			Total Income	Total Cost	Management Inc.	Farm Income
1931	54	1260	164	26	59	99	1.9	19.7	18.9	.8	1.51	13.2	3.19	3.07	.12	1.09
1932	58	1232	153	28	64	100	1.9	17.4	19.5	-2.1	1.28	13.5	2.49	2.77	-.28	.63
1933	30	1453	157	27	61	104	2.0	16.5	17.5	-1.0	1.35	11.6	2.59	2.73	-.14	.59
1934	22	1580	158	25	70	108	2.2	20.8	17.9	2.9	1.55	12.5	3.50	3.09	.41	1.14
1935	24	1697	166	24	61	118	2.2	23.2	17.6	5.6	1.58	14.1	4.08	3.26	.82	1.44
1936	24	2022	165	25	66	108	1.8	23.2	19.6	3.6	1.64	13.5	3.53	3.01	.52	1.07
1937	20	2234	174	22	71	107	1.8	21.5	19.7	1.8	1.85	11.1	3.45	3.17	.28	.76
1938	24	2361	180	19	68	112	1.7	23.7	16.9	6.8	1.52	15.2	3.92	2.89	1.03	1.50
1939	26	2812	187	17	82	112	1.5	18.9	15.8	3.1	1.49	12.2	3.26	2.77	.49	.89
1940	25	3298	186	15	71	112	1.4	21.4	16.1	5.3	1.47	14.1	3.58	2.75	.83	1.19
1941	30	3422	175	15	73	116	1.5	29.2	19.3	9.9	1.75	16.1	4.74	3.25	1.49	1.86
1942	28	3819	172	16	74	118	1.4	36.6	24.6	12.0	2.09	16.9	5.69	3.92	1.77	2.26
1943	26	3913	177	14	83	117	1.6	42.1	25.8	16.3	2.36	17.2	6.87	4.41	2.46	2.99
1944	24	4106	185	18	91	121	1.7	39.6	28.3	11.3	2.74	14.1	6.95	5.15	1.80	2.35
1945	21	4291	178	14	85	121	1.6	43.7	30.7	13.0	2.82	14.9	7.38	5.38	2.00	2.56
1946	23	3817	175	13	98	127	1.6	44.2	40.4	3.8	3.59	12.4	7.61	6.79	.82	1.47
1947	21	4842	187	14	84	121	1.5	53.0	41.5	11.5	4.10	12.5	8.83	7.01	1.82	2.40
1948	21	4875	177	14	75	125	1.7	55.9	45.0	10.9	4.09	13.2	9.10	7.46	1.64	2.23
1949	24	4875	181	15	80	121	1.6	46.0	38.8	7.2	3.48	12.6	7.53	6.42	1.11	1.71
1950	22	5713	184	14	74	115	1.3	42.0	34.5	7.5	3.23	12.4	6.91	5.74	1.17	1.69
1951	24	5689	180	13	88	119	1.4	52.6	41.9	10.7	3.76	13.4	8.42	6.78	1.64	2.20
1952	22	6246	184	14	81	117	1.2	47.3	43.5	3.8	4.08	11.1	7.69	7.10	.59	1.11
1953	29	5513	190	12	81	119	1.3	50.7	44.0	6.7	3.85	12.7	9.02	7.93	1.09	1.84
1954	31	5124	203	11	93	120	1.2	34.1	38.7	-4.6	3.49	9.4	6.48	7.29	-.81	-.08
1955	30	5128	210	10	83	125	1.2	38.7	37.6	1.1	3.36	11.5	7.67	6.58	.22	1.09
Av.	27	3653	178	17	77	115	1.6	34.5	28.5	5.9	2.56	13.2	5.78	4.83	.94	1.52

Income and Expense Per Hen - See Table II

1. Total Income - Varied from a low of \$4.81 to a high of \$12.50 per hen this year.
 - a. Income from egg sales was largely responsible for total extremes with a low of \$4.93 to a high of \$8.66 per hen. Also, change of stock inventory varied considerably from ranch to ranch.
 - b. Percentagewise - Income from poultry sales and manure show extreme variations.
2. Total Costs - Varied from a low of \$4.42 to a high of \$10.95 per hen.
 - a. Feed Cost - Largest single expense item varies from a low of \$3.36 per hen to a high of \$7.20 per hen.
 - b. Labor cost varies in proportion to size of the operation.
 1. Small operators doing own work have low labor costs.
 2. Medium sized operators often are not able to use full time help efficiently.
 3. Large operators usually depend entirely on hired labor and costs per hen are high.

Farm Income - Greater variations occurred between individual ranches in 1955 than between averages over the 25 year period.

Management or net income - Shows even a greater variation.

* The following pertains to Table III:

Size of flock: Large - over 7,000; Medium - 4,000 to 7,000; Small - under 4,000.

Pounds Feed per Hen:

Total: Pounds of feed fed divided by the average number of hens.

Estimated for pullets: Number of pullets raised times 25 divided by average number of hens.

Estimated for hens: Total minus estimated for pullets.

TABLE II. INCOME AND EXPENSE PER HEN

Rank	Income					Cash and Depreciation Costs						Farm Income	Non-cash Costs		Management Income
	Egg Sales	Poultry Sales	Manure	Change Stock Inv.	Total	Feed	Hired Labor	Chix	Misc.	Deprec.	Total		Family Labor	Interest	
1	8.14	.38	.05	.94	9.51	4.29	.03	.74	.77	.74	6.09	3.42	1.25	.32	1.85
2	7.75	.33	.03	.40	8.51	3.73	.63	.58	.95	.43	6.32	2.19	.59	.20	1.40
3	6.74	.24	.04	.17	7.19	3.79	-	.34	.35	.12	4.60	2.58	.97	.25	1.37
4	8.66	.57	.03	.01	9.27	5.20	.04	.60	.69	.33	6.86	2.41	.81	.23	1.37
5	6.30	.54	.02	.10	6.96	3.53	.15	.57	.43	.25	4.93	2.03	.43	.26	1.34
6	6.53	.66	.04	-.08	7.15	3.51	.53	.43	.64	.17	5.28	1.87	.54	.16	1.17
7	8.12	.27	.05	-.05	8.39	4.05	.51	.61	.85	.50	6.51	1.89	.39	.44	1.05
8	7.70	.52	.04	.02	8.28	4.86	.81	.37	.26	.60	6.90	1.38	.02	.36	.90
9	6.67	.52	.13	-.36	6.96	3.49	.24	.42	.79	.33	5.28	1.68	.51	.30	.87
10	6.86	.61	.03	.73	8.23	4.43	.56	.62	.79	.33	6.73	1.50	.33	.30	.87
11	8.23	.56	.08	3.63	12.50	5.96	.02	1.95	1.50	1.12	10.55	1.95	1.11	.36	.48
12	6.63	.60	.04	.18	7.45	3.83	1.12	.55	.57	.25	6.32	1.13	.37	.29	.47
13	6.19	.40	.06	-.40	6.25	3.53	.45	.50	.45	.28	5.21	1.04	.34	.25	.45
14	6.14	.48	.15	-.12	6.65	3.91	.41	.35	.52	.23	5.42	1.23	.62	.18	.43
15	6.42	.73	.04	.05	7.05	4.17	.81	.24	.68	.10	6.00	1.05	.43	.29	.33
16	6.54	.57	.09	-.02	7.18	4.13	.03	.49	.72	.26	5.63	1.55	1.08	.15	.32
17	6.62	.68	.09	.34	7.73	4.24	.53	.83	.65	.42	6.67	1.06	.55	.35	.16
18	7.04	.84	.09	-.34	7.63	4.20	1.14	.61	.61	.32	6.88	.75	.37	.25	.13
19	6.58	.71	.04	-.01	7.32	4.20	.80	.55	.63	.43	6.61	.71	.27	.31	.13
20	6.40	.08	.07	.58	7.13	4.01	.37	.16	.84	.77	6.15	.98	.55	.37	.06
21	6.41	.04	.08	.92	7.45	4.25	.67	.46	.62	.28	6.28	1.17	.98	.14	.05
22	7.02	.78	.11	.26	8.17	4.22	1.34	.54	1.37	.28	7.75	.42	.13	.32	-.03
23	6.20	.39	.05	.46	7.10	4.43	.28	.47	.84	.16	6.18	.99	.90	.22	-.20
24	5.05	.32	.02	-.58	4.81	3.36	.32	.12	.37	.25	4.42	.39	.41	.23	-.25
25	4.93	.37	.02	-.30	5.02	3.65	.85	.33	.25	.23	5.31	-.29	-	.15	-.44
26	6.84	.78	.08	.64	8.34	4.89	1.08	.76	1.04	.46	8.23	.11	.30	.36	-.55
27	7.09	.82	-	-.55	7.36	4.08	.52	.56	1.56	.42	7.14	.22	.69	.32	-.79
28	6.57	.58	.03	.41	7.59	5.25	1.00	.49	.91	.25	7.90	-.31	.35	.21	-.87
29	7.32	.79	-	-.41	7.70	5.46	.58	.54	1.45	.24	8.27	-.57	.88	.32	-1.77
30	7.60	.57	-	1.04	9.21	7.20	.04	1.22	.79	1.70	10.95	-1.74	1.23	.86	-3.83
Hi 15	7.14	.49	.04	.35	8.02	4.15	.42	.59	.68	.36	6.20	1.82	.58	.28	.96
Lo 15	6.55	.55	.06	.16	7.32	4.50	.64	.54	.85	.43	6.96	.36	.59	.30	-.53
Av All	6.84	.52	.05	.26	7.67	4.33	.53	.55	.77	.40	6.58	1.09	.58	.29	-.22

TABLE III. PRODUCTION FACTORS AND MANAGEMENT PRACTICES

Rank	Size of Flock	Laying Flock			Price per Cull Hen	Hours Labor per Hen	Pounds Feed per Hen			% Mash	Cost per Cwt.			Average Cost per Pullet Chicks	% Chix Died
		% Died	% Cull-ed	% Add-ed			Total	Est. for Pullets	Est. for Hens		Mash	Grain	Av.		
1	M	7	68	114	.52	1.3	119	29	90	66	3.96	2.80	3.38	.52	5
2	M	7	72	70	.46	1.2	109	18	91	61	3.56	2.77	3.16	.36	6
3	S	10	42	61	.58	1.0	114	15	99	62	3.62	2.72	3.17	.41	17
4	M	9	92	137	.62	1.2	134	34	100	90	3.94	3.40	3.67	.47	12
5	M	10	84	97	.64	.6	109	24	85	51	3.60	2.70	3.15	.46	8
6	M	6	102	76	.64	1.0	105	19	86	51	3.69	2.96	3.33	.35	15
7	L	8	69	44	.38	1.0	109	11	98	68	3.96	2.96	3.46	.56	5
8	M	23	70	94	.69	1.0	125	23	102	100	3.89	0	3.89	.30	18
9	M	6	80	110	.65	.8	111	28	83	54	3.54	2.61	3.03	.47	10
10	L	12	85	114	.71	.9	129	29	100	53	3.86	2.85	3.35	.33	16
11	S	32	68	318	.83	1.1	187	80	107	57	3.58	2.59	3.08	.39	7
12	L	15	79	96	.76	1.3	116	24	92	51	3.63	2.83	3.23	.40	1
13	L	7	71	80	.56	.9	112	20	92	50	3.56	2.67	3.11	.34	9
14	L	12	83	82	.58	.9	110	21	89	56	3.89	3.02	3.45	.30	12
15	M	12	91	124	.77	1.1	124	31	93	50	3.73	2.90	3.31	.35	12
16	M	10	104	109	.54	1.1	121	27	94	57	3.62	3.00	3.31	.53	4
17	M	14	99	90	.69	1.2	131	23	108	51	3.60	2.78	3.19	.44	17
18	L	8	130	94	.64	1.5	126	24	102	50	3.64	2.94	3.29	.44	16
19	L	12	102	105	.67	1.1	129	26	103	51	3.70	2.77	3.28	.43	11
20	M	8	28	91	.28	.9	118	23	95	58	3.72	2.88	3.30	.33	5
21	S	8	14	118	.28	1.9	139	30	109	57	3.39	2.52	2.95	.35	9
22	L	9	121	136	.63	1.5	131	34	97	52	3.65	2.70	3.17	.33	15
23	M	11	74	109	.53	1.2	128	27	101	53	3.89	2.84	3.36	.35	14
24	M	8	56	39	.56	.7	98	10	88	52	3.91	2.81	3.36	.30	3
25	M	7	59	53	.63	.6	110	13	97	53	3.62	2.94	3.28	.35	44
26	L	7	111	121	.68	1.7	144	30	114	51	3.89	2.82	3.35	.40	12
27	S	4	150	110	.55	1.2	123	28	95	52	3.62	2.96	3.29	.34	32
28	M	8	91	132	.64	1.5	132	33	99	54	4.58	3.17	3.88	.32	13
29	S	10	125	141	.63	2.3	142	39	103	90	3.89	3.09	3.49	.42	15
30	S	13	65	67	.65	1.3	158	16	142	100	4.56	0	4.56	.31	14
Hi 15	4872	12	77	108	.58	1.0	121	27	94	61	3.73	2.65	3.32	.40	10
Lo 15	5384	9	89	101	.57	1.3	129	25	104	59	3.82	2.68	3.40	.38	15
Av. All	5128	10	83	104	.58	1.2	125	26	99	60	3.78	2.67	3.36	.39	13

TABLE IV. EGG PRODUCTION AND SALES

Rank	Eggs Per Hen	Per Cent of Eggs Sold		Per Cent of Market Eggs Sold			% Fall Eggs	% Production During Fall	% Fall Hens of Av.	% Pullets	Price Market Eggs	Per Dozen		
		Mar- ket	Hatch- ing	Large	Medium	Small						Av. Price Eggs	Net Cost	Mgt. Income
1	239	100	-	44	35	21	37	64	114	57	39.8	39.7	30.7	9.0
2	222	100	-	58	31	11	38	60	114	83	40.6	40.6	33.2	7.4
3	186	100	-	69	27	4	31	43	108	61	42.6	42.6	34.0	8.6
4	241	100	-	67	21	12	46	68	133	86	42.4	42.4	36.0	6.4
5	200	100	-	49	25	26	34	52	106	100	37.5	37.5	29.5	8.0
6	203	100	-	49	26	25	32	54	99	76	37.4	37.4	30.6	6.8
7	228	77	23	60	23	17	30	56	100	82	38.5	*43.1	37.5	5.6
8	218	100	-	67	18	15	32	57	99	95	41.0	41.0	36.2	4.8
9	213	100	-	46	29	25	41	58	125	43	37.6	37.6	32.8	4.8
10	217	100	-	47	27	26	40	58	123	100	37.3	37.3	32.5	4.8
11	236	100	-	35	34	31	83	71	226	100	38.8	38.8	36.4	2.4
12	211	100	-	49	29	22	37	56	113	100	38.6	38.6	35.9	2.7
13	199	100	-	44	30	26	35	49	114	86	36.9	36.8	34.2	2.6
14	194	100	-	54	24	22	36	52	112	69	38.6	38.6	35.9	2.7
15	199	97	3	42	28	30	36	51	117	57	36.6	*37.7	35.7	2.0
16	204	100	-	45	30	25	38	55	118	90	37.5	37.5	35.7	1.8
17	196	100	-	53	28	19	37	55	107	100	38.8	38.8	37.8	1.0
18	224	100	-	51	29	20	33	67	89	100	35.6	35.6	34.9	.7
19	201	96	4	46	28	26	38	52	120	90	37.0	*38.3	37.6	.7
20	196	100	-	48	30	22	42	48	139	38	38.6	38.6	38.3	.3
21	204	100	-	51	22	27	55	54	170	78	37.6	37.5	37.2	.3
22	210	97	3	47	24	29	40	59	116	83	36.9	*37.7	37.9	-.2
23	222	100	-	47	27	26	39	52	127	68	36.1	36.1	37.3	-1.2
24	171	100	-	53	34	13	23	28	112	70	38.5	38.5	40.5	-2.0
25	170	100	-	52	23	25	27	45	114	86	35.0	35.0	38.2	-3.2
26	212	95	5	44	31	25	42	60	122	81	37.1	*38.9	42.0	-3.1
27	219	100	-	46	27	27	32	63	91	100	38.5	38.4	42.8	-4.4
28	209	100	-	45	28	27	45	58	133	100	37.1	37.0	42.0	-5.0
29	235	100	-	71	17	12	32	57	109	94	40.4	40.5	50.2	-9.7
30	220	100	-	73	15	12	28	59	87	71	40.8	41.4	62.2	-20.8
Hi 15	214	98	-	52	27	21	39	57	120	80	39.0	39.3	34.1	5.2
Lo 15	206	99	-	52	26	22	37	54	117	83	37.7	38.0	41.0	-3.0
Av. All	210	99	-	52	27	22	38	55	119	81	38.3	38.7	37.6	1.1

* Average price of eggs includes hatching eggs sold.