

THIRTEENTH ANNUAL REPORT
OF THE
ALAMEDA COUNTY
POULTRY MANAGEMENT STUDY
FOR THE YEAR
1954

If this report is studied carefully, it will assist the poultryman in deciding which management practices to follow and what pitfalls to avoid. The report presents, in the form of an annual summary, many interesting figures and relationships which, if properly interpreted, should lead to better management and greater profits in local flocks. It is hoped that everyone will study the factors that influence results in this study and better his 1955 production and profits.

REPORT COMPILED BY

Arthur Shultis
Extension Economist, Farm Management

John H. Evans
Extension Assistant

ISSUED BY

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INTRODUCTION

This is the thirteenth annual report of the Alameda County Poultry Management Study. These 22 individual poultry enterprises are all in this county and records covered the calendar year 1954. Averages shown at the bottom of Tables 1 to 3 apply only to the poultry farms covered by these complete and detailed records. They may or may not be truly typical of the area, but are not represented as "average." They provide considerable useful information on what is currently happening in the local poultry business.

These studies are conducted by the Agricultural Extension Service of the University of California in cooperation with local poultrymen for the purpose of helping them to make as much profit as possible under the constantly changing technical and price conditions. Individual cooperators in these studies receive, in addition to this report, a more detailed complete record and analysis of their business and also a monthly comparison of results and prices obtained. Other poultrymen and those interested in the business may also find in this report much helpful information.

This study is largely the activity of Stanley Coates, Farm Advisor, Alameda County, who at time of summarization of this year's records is away on sabbatical leave for further professional study.

OUTLOOK

The year 1954 was a relatively unprofitable one for egg producers. The good profits in 1953 had stimulated expansion, and by midsummer we had too many layers and a surplus of eggs and resulting low prices. For the first time on record, egg prices were lower in the fall than in the spring. These low egg prices have discouraged some producers and resulted in some failures. Hatching of light breed chicks for laying flock replacements is currently below the previous year in December '54 and January '55 in California and in the United States. Recent small increases in egg prices however have improved hopes, so perhaps more chicks may be hatched than looked for a month or so ago. Some time this summer or fall the number of layers in flocks will be below the year before, total egg production will be lower, and egg prices should be better.

The maintenance of high fryer production, despite low poultry prices and the large supply of hens culled from laying flocks, have resulted in rather low prices of cull hens, particularly of the light breeds. This situation will continue through 1955, and somewhat reduce potential profit.

Feed prices should be lower in 1955 with a large national supply of feed grains and a reduction in government support prices from 85 to 70% of parity. It looks now as though 1955 will be a little more profitable than 1954 for egg producers, and that 1956 will be even better.

EXPLANATION OF TERMS USED IN THIS POULTRY STUDY

- 1 - TOTAL INCOME - is composed of returns from the sale of eggs, poultry, manure, and other miscellaneous income and the value of eggs eaten in the home, if any. The income from sacks sold was deducted from feed cost to make feed prices more comparable to bulk buying costs.
- 2 - TOTAL EXPENSE - is made up of all costs of feed, chicks or poultry, hired labor, and other cash expenses, the value of farm-grown feeds, the value of the operator's or family labor, depreciation on buildings and equipment, and interest on the average investment at 5%.
- 3 - MANAGEMENT INCOME - is the amount by which the total income exceeds the total expense. If the total expense is larger, a Net Loss occurs, which is designated by a minus sign (-), preceding the figure.
- 4 - FARM INCOME - is the sum of the management income, the value of the operator's labor, and interest on investment. It is the net income above cash expenses and depreciation. It includes interest for the use of capital, wages for actual labor, and profit for management.
- 5 - AVERAGE NUMBER OF HENS - is the average number of hens in the flock for the year. It is obtained by dividing the total hen days by the number of days for the year.
- 6 - PERCENT MORTALITY - is the percent of the average number of hens that died during the year. It is obtained by dividing the number died by the average number of hens.
- 7 - PERCENT CULLED - is the percent of the average number of hens that were sold and eaten in the home during the year. Dividing the number so disposed of by the average number of hens gives this figure.
- 8 - PERCENT ADDED - is the percent of the average number of hens which were actually added to the flock during the year. It is obtained by dividing total additions by the average number of hens. Pullets are added at about six months of age.
- 9 - PERCENT PULLETS - is the percent pullets 6 to 18 months of age are of total layers in the flock as counted at beginning and end of the year.
- 10 - PERCENT INCREASE - is increase in number of layers in the flock between the beginning and end of the year. A decrease is shown by a minus sign.
- 11 - EGG-FEED RATIO - is the pounds of feed that 1 dozen eggs at wholesale market egg price will buy. The greater this number, the greater the profit opportunity for the egg producer.

TABLE 1. INCOME LESS EXPENSE EQUALS EARNINGS OR PROFIT PER HEN

Ser. No.	Income per Hen					Cash and Depreciation Costs per Hen						Net Farm Inc. 4c	Non-cash Costs		
	Egg Sales	Poultry Sales	Misc., Manure	Change Stock Inv.	Total Inc. 1c	Feed	Chicks bought	Misc. Costs	De-precia-tion	Hired Labor	Total cash & dep. 2c		Family labor	Int. on invest-ment	Manage-ment Income 3c
<u>Flocks over 3000 hens</u>															
25	9.46	.77	.03	- .05	10.21	7.07	.14	.50	.29	.48	8.48	1.73	.22	.30	1.21
12	7.39	.53	.02	- .07	7.87	4.89	.38	.43	.22	.34	6.26	1.61	.63	.16	.82
14	7.46	.61	.06	- .38	7.75	4.81	.48	.38	.59	.01	6.27	1.49	.67	.23	.58
7	7.68	.55	.05	- .05	8.23	5.56	.50	.29	.23		6.58	1.65	1.50	.17	-.02
2	6.67	.56	.16	.05	7.44	5.12	.72	.48	.18		6.50	.93	.81	.19	-.06
6	6.75	.88	.05	-1.14	6.54	4.39	.53	.56	.54	.21	6.23	.31	.80	.31	-.80
<u>Flocks 1000 to 3000 hens</u>															
5	7.86	.32	.04	.30	8.52	4.22	.28	.39	.13		5.02	3.50	1.00	.22	2.28
3	7.74	.26	.06	- .01	8.05	4.45	.30	.27	.34	.06	5.42	2.63	.58	.19	1.86
9	7.91	.55	.08	.11	8.65	4.83	.53	.52	.30	.48	6.66	1.99	.95	.27	.77
19	7.67	.26	.04	.60	8.57	4.69	.70	.38	.30	.06	6.13	2.44	1.54	.28	.62
13	6.86	.80		- .28	7.38	5.08	.63	.48	.32		6.51	.87	.72	.23	-.08
17	6.59	.19		.50	7.28	4.64	.33	.32	.29		5.58	1.70	1.50	.32	-.12
18	6.03	.28	.08	- .05	6.34	4.05	.26	.30	.28		4.89	1.45	1.28	.31	-.14
11	6.84	.57	.15	- .13	7.43	4.60	.50	.50	.31	.08	5.99	1.44	1.33	.26	-.15
22	6.80	.21		.42	7.43	4.90	.33	.31	.26	.16	5.96	1.47	1.55	.20	-.28
16	6.11	.71	.02	.02	6.86	5.23	.30	.45	.08		6.06	.70	1.47	.23	-.90
15	8.52	.45	.10	.20	9.27	6.71	.60	.57	.58	.26	8.72	.55	1.50	.36	- 1.31
8	8.13	.51	.01	.01	8.64	6.34	.90	.39	.39		8.02	.52	1.81	.31	- 1.50
24	6.25	.49		1.33	8.07	6.60	.62	.71	.16	.09	8.18	-.11	1.41	.43	- 1.95
10	8.60	.57	.14	- .83	8.48	5.92	.42	.65	.30	.03	7.32	1.16	3.05	.28	- 2.17
<u>Flocks under 1000 hens</u>															
4	7.78	.54	.11	- .89	7.54	5.12	.25	.68	.48	.07	6.60	.94	2.05	.27	- 1.38
1	10.71	.06	.06	- .09	10.74	10.16		.71	.30		11.17	-.44	2.45	.27	- 3.15
HI	7.67	.54	.06		8.27	5.23	.45	.42	.29	.15	6.54	1.73	.82	.23	.68
LOW	7.25	.51	.06	- .10	7.72	5.46	.46	.51	.36	.11	6.90	.82	1.52	.29	-.99
AV.	7.52	.53	.06	- .04	8.07	5.31	.46	.45	.32	.14	6.68	1.39	1.07	.25	.07

Records appear above in order of management income per hen (last column) within each size group. Averages at the bottom of the table apply to all records. The "HI" group of the 11 most profitable records had higher incomes with higher egg production and with lower costs per hen made a true profit of 68¢, as compared to a loss of 99¢ a hen in the 11 least profitable records, and 7¢ for all 22 records.

TABLE 2. PRODUCTION, MORTALITY, REPLACEMENTS, FEED AND LABOR USE DETERMINE PROFITS

Ser. No.	Eggs Laid Per Hen	Per cent of average number of hens				Per cent Pullets	% Prod. Sept-Dec.	% Added July-Oct.	Av. Price Cull Hens	% Chicks Lost	Net Stock Income per hen	Average price per cwt.			% of feed mash	Lbs mash & gr. per hen	Hours labor per hen
		Died	Cull-ed	Add-ed	Incr. or Decr.							Mash	Grain	M & G			
		6*	7*	8*	10*	9*											
Flocks over 3000 hens																	
25	233	24	94	147	29	100	60	37	.67	1.0	.58	4.48	2.51	4.01	76	175	.7
12	216	22	82	97	- 7	70	54	68	.65	10.5	.08	4.28	3.14	3.79	57	128	.8
14	203	30	130	104	-56	77	57	51	.47	11.8	-.25	4.22	3.10	3.92	73	122	.5
7	222	31	135	96	-70	100	63	48	.40	16.6		4.43	3.28	4.00	63	137	1.2
2	199	39	120	102	-57	77	60	82	.46	20.8	-.21	4.35	3.20	3.82	53	133	.6
6	182	13	193	99	-107	65	52	100	.45	20.1	-.79	3.99		3.99	100	110	.8
Flocks 1000 to 3000 hens																	
5	216	15	57	76	4	76	56	67	.54	3.0	.34	4.21	3.01	3.66	54	113	1.0
3	225	9	69	117	39	86	55	25	.34	3.1	-.05	4.21	3.09	3.64	49	121	.5
9	208	11	93	103	- 1	76	59	76	.57	6.7	.13	4.20	2.85	3.66	60	129	.8
19	228	14	61	126	51	100	60	73	.42	8.2	.16	4.29	3.09	3.77	57	123	1.3
13	193	19	134	129	- 24	79	59	82	.59	7.5	-.11	4.30	2.89	3.78	63	133	.6
17	202	18	40	92	34	60	52	69	.48	5.9	.36	4.34	2.92	3.77	60	121	1.2
18	176	8	74	64	- 18	63	44	51	.37	7.6	-.03	4.23	2.96	3.79	65	106	1.3
11	189	15	119	103	- 31	84	51	100	.47	7.0	-.06	4.30	2.97	3.71	56	123	1.2
22	190	30	50	88	8	79	39	31	.57	11.8	.30	4.23	2.90	3.57	50	136	1.4
16	180	12	70	98	16	59	48	49	.40	9.8	.43	4.14	2.70	3.95	87	131	.8
15	225	21	78	117	18	84	50	39	.54	11.0	.05	4.86	3.66	4.86	100	138	1.5
8	228	21	76	131	34	80	64	66	.67	11.4	-.48	4.67		4.67	100	136	1.4
24	190	24	61	182	97	83	50	66	.80	18.9	1.20	4.34	2.95	3.91	70	167	1.2
10	244	14	117	100	- 31	100	65	50	.48	2.0	-.68	4.23	3.25	3.93	69	150	2.5
Flocks under 1000																	
4	240	30	87	168	51	89	68	26	.51	8.9	-.60	4.17	2.79	3.65	62	139	1.7
1	158	27	3	160	130	100	37		.54	17.1	-.03	5.66	3.24	5.46	92	183	2.0
HI	214	24	99	111	- 12	84	58	59	.52	9.1	.09	4.34	3.03	3.85	63	135	.8
LOW	198	19	96	112	- 3	55	50	59	.50	12.6	-.05	4.44	2.95	4.09	77	133	1.3
AV.	208	22	98	111	- 9	82	55	59	.51	10.4	.03	4.38	3.01	3.94	68	134	1.0

Higher production per hen is shown by the more profitable group and the higher profit flocks. There are exceptions - No. 10 with 244 eggs per hen was highest in egg production but low in earnings for other reasons. High egg production per hen is shown as usual to be associated with a high per cent production in the fall - September-December - and a high per cent of pullets. Low feed cost per cwt. and low % mash are important to profits.

TABLE 3. EGG KIND, SIZE, QUALITY AND SEASONAL DISTRIBUTION AFFECT PRICE AND PROFIT

Ser. No.	Doz. sold per hen	Per cent of all eggs sold					Hatch- ing	% of Eggs Sept- Dec.	Lbs. feed per doz.	Average price per dozen				Net Cost	Mgt. Inc.	Farm Income
		Large	Med.	Sm. & Coml.	Whsle Mkt	Re- tail				Whsle Mkt.	Re- tail	Hatch- ing	All Eggs			
Flocks over 3000 hens																
25	20.0	61	27	12	59		41	36	8.8	35.5		64.9	47.4	41.3	6.1	8.6
12	18.4	64	24	12	100			29	6.9	40.2			40.2	35.7	4.5	8.8
14	17.6	68	22	10	99	1		39	6.9	42.3	48.1		42.3	39.0	3.3	8.4
7	20.4	58	28	14	98	2		32	6.9	38.4	36.2		38.4	38.5	-.1	8.3
2	17.1	62	25	13	99	1		35	7.8	39.1	35.4		39.1	39.5	-.4	5.5
6	16.3	67	22	11	100			36	6.7	41.4			41.4	46.3	- 4.9	1.9
Flocks 1000 to 3000 hens																
5	18.3	66	22	12	100			31	6.2	42.9			42.8	30.4	12.4	19.1
3	19.2	58	28	14	100			30	6.3	40.2			40.2	30.6	9.6	13.7
9	17.1	58	25	17	62	38		42	7.5	36.6	61.5		46.1	41.6	4.5	11.6
19	19.5	63	27	10	100			45	6.3	39.3	42.2		39.3	36.1	3.2	12.5
13	16.6	70	24	6	100			39	8.0	41.3			41.3	41.8	-.5	5.3
17	17.1	58	23	19	88	12		35	7.1	37.2	49.3		38.6	39.3	-.7	9.9
18	15.0	74	16	10	100			27	7.1	40.2			40.2	41.2	- 1.0	9.7
11	16.1	69	25	6	96	4		41	7.6	41.9	54.0		42.4	43.4	- 1.0	8.9
22	15.7	71	22	7	78	22		28	8.6	40.3	54.3		43.4	45.2	- 1.8	9.4
16	14.9	74	15	11	99	1		33	8.8	40.9	39.4		40.9	46.9	- 6.0	4.7
15	19.7	62	24	14	87	13		32	7.0	41.8	53.5		43.2	49.8	- 6.6	2.8
8	19.7	46	36	18	75	24		41	6.9	42.5	37.9		41.4	49.0	- 7.6	3.2
24	15.9	72	18	10	91	9		46	10.5	39.2	42.9		39.3	51.6	-12.3	-.7
10	21.4	58	33	9	100			27	7.0	40.3			40.2	50.3	-10.1	5.4
Flocks under 1000 hens																
4	19.6	50	36	14	84	16		35	7.1	35.6	61.7		39.6	46.6	- 7.0	4.8
1	14.9	61	22	17	38	3	59	38	12.2	31.6	43.9	99.4	71.6	92.7	-21.1	- 2.9
HT	18.4	63	25	12	91	2	7	36	7.3	39.5	56.0	64.9	41.6	37.9	3.7	9.3
LOW	17.0	65	24	11	89	9	2	34	7.8	40.7	50.6	99.4	42.6	48.4	- 5.8	4.8
AV.	17.9	64	25	11	90	5	5	35	7.5	39.9	52.6	69.6	42.0	41.6	.4	7.8

The higher dozen sold per hen resulted in lower net cost per dozen and a higher profit per dozen in the high profit group. Egg price per dozen is determined by size, quality and kind of eggs sold. Usually, more of the year's eggs obtained in the fall also results in a higher price, but this year eggs were lower in price in the fall. In 1955 they should be higher again.

EFFICIENT POULTRYMEN CAN MAKE MONEY EACH YEAR

TABLE 4

	1945	1946	1947	1948	1949	1950	1951	1952	1953	1954	10 year average
No. Records	17	15	18	16	22	21	22	19	23	22	20
Av. No. Hens 5*	940	1132	1212	1182	1283	1731	1891	2626	2785	2638	1742
Eggs per Hen	171	185	192	203	209	208	200	206	200	208	198
% Fall Eggs	25	28	32	34	40	39	39	36	34	35	34
Av. Price Feed	3.04	3.44	4.26	4.43	3.96	3.65	4.23	4.38	4.10	3.94	3.94
Egg-Feed Ratio 11*	14.3	12.7	12.8	12.5	12.8	11.6	13.2	11.3	13.1	10.1	12.4
Av. Price per Doz.	46.4	44.7	55.4	56.2	51.4	44.5	58.0	50.1	55.3	42.0	50.4
Net Cost per Doz.	35.7	40.0	46.4	45.6	43.6	37.2	45.6	44.4	44.5	41.6	42.5
Mgt. Income per Doz. 3*	10.7	4.7	9.0	10.6	7.8	7.3	12.4	5.7	10.8	.4	7.9
Income per Hen											
Egg Sales	6.63	6.91	8.96	9.53	8.82	7.62	9.51	8.64	9.28	7.52	8.34
Poultry Sales	1.43	1.24	1.53	1.09	1.24	.71	1.15	.47	.63	.53	1.00
Misc. Income	.14	.14	.24	.27	.28	.28	.35	.05	.05	.06	.19
Change Stock Inv.	.20	.02	.23	.43	.50	.66	.82	.46	.13	.04	.32
TOTAL	8.40	8.31	10.96	11.32	10.84	9.27	11.83	9.62	9.83	8.07	9.85
Expenses											
Feed	3.70	4.33	5.62	5.74	5.77	4.94	6.43	5.71	5.16	5.31	5.27
Hired Labor	.02	.10	.11	.07	.09	.08	.22	.13	.17	.14	.11
Chicks	.92	.86	1.15	.78	.79	.58	.75	.48	.40	.46	.72
Misc.	.28	.31	.40	.51	.56	.47	.58	.45	.44	.45	.45
Depreciation	.13	.12	.14	.14	.21	.24	.31	.26	.27	.32	.21
TOTAL CASH & DE.	5.05	5.72	7.42	7.24	7.42	6.31	8.29	7.03	6.44	6.68	6.76
Farm Income 4*	3.35	2.59	3.54	4.08	3.42	2.96	3.54	2.62	3.39	1.39	3.09
Family Labor	1.59	1.64	1.84	2.03	1.75	1.39	1.47	1.39	1.35	1.07	1.55
Interest	.23	.22	.25	.26	.32	.31	.39	.25	.23	.25	.27
Management Income 3*	1.53	.73	1.45	1.79	1.35	1.26	1.68	.98	1.81	.07	1.27

These study averages show that 1954 was one of high efficient production, but with the lowest egg price and the lowest egg-feed ratio it also shows the lowest earnings or profit for the 10 year period. The 208 eggs per hen production in these flocks was the best since 1949 and 1950. Notice that family labor per hen was lowest in the 10 years --- this is higher efficiency.