

PY-VN-53  
SEVENTH ANNUAL SUMMARY

of the  
SAN JOAQUIN COUNTY

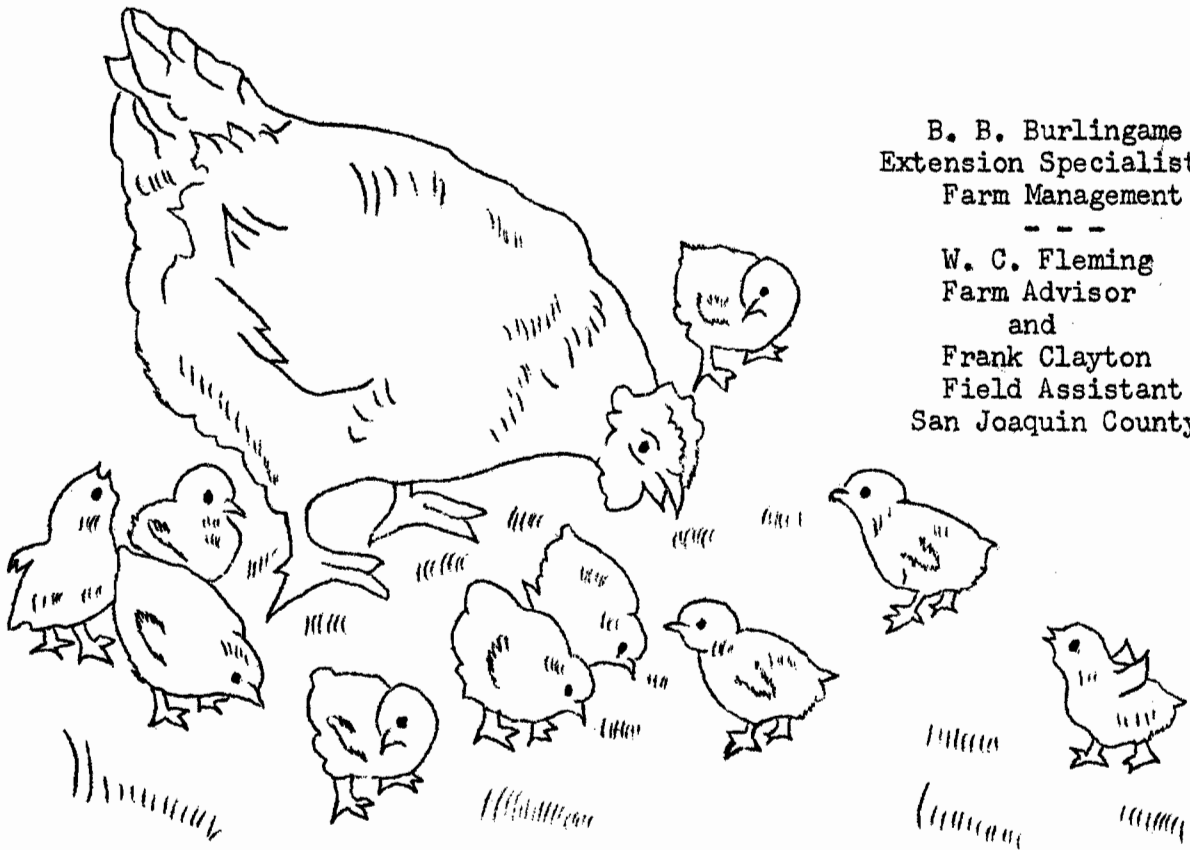
# POULTRY MANAGEMENT STUDY

for the year

January 1, 1953 - - - - - December 31, 1953

Compiled by

AGRICULTURAL EXTENSION SERVICE  
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SAN JOAQUIN COUNTY



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## I N T R O D U C T I O N

A summary of the results of the Poultry Management Study conducted in San Joaquin County for the year ending December 31, 1953, is presented in this report. Four local poultrymen cooperated in the 1947 record year, 7 in 1948, 10 in 1949, 8 in 1950, 7 in 1951, 8 in 1952, and 7 in 1953. Nine poultrymen will participate in the 1954 study.

The purpose of the study is to develop local information on the most profitable management practices in poultry egg production in San Joaquin County under current conditions. Also, it is designed to help individual cooperators in analyzing their poultry business by comparing their costs and practices with others. Such analysis often leads to changes in practices which result in greater net income.

The averages shown in this report should not be considered representative of the industry in the county because of the relatively small number of flocks involved. Also, cooperators in the study are believed to be more efficient producers on the average than the average for the county, as indicated by the relatively high average production per hen of 187 eggs in 1947, 210 in 1948, 198 in 1949, 200 in 1950, 202 in 1951, 204 in 1952, and 215 in 1953.

As will be noted in the tables which follow, the 1948, 1951, and 1953 record years showed relatively high profits on the average for those participating in the study although there was considerable variation between individual flocks. The profit for 1950 was considerably lower than for other years. The average management income for 1953 compares favorably with that of studies conducted in other California counties. An analysis of these tables will give an indication why some flocks were more profitable than others and, at the same time, point to some of the more important management practices which lead to profitable production.

We wish to express our appreciation for the cooperation of those who kept the records that made this study possible. The study is open to all poultrymen in the county who wish to keep the necessary records on the forms provided and at the end of the year they will receive an analysis of their business.

### POULTRY EGG OUTLOOK - MAY, 1954

Egg prices averaged 35 cents per dozen, which is 10.5 cents below a year earlier. Record egg production for the remainder of the year is indicated. This is due to 3 per cent more laying hens than last year and the larger production (approximately 8 per cent above last year) of replacement chicks this year.

Feed costs during the remainder of 1954 are expected to be considerably lower than last year. This is mainly due to the reduced cost of barley and other grains.

It appears, therefore, that 1954 will be a year in which poultrymen will receive considerably less for eggs than last year (in which egg prices were unusually high.) It also appears that feed prices, particularly for barley and possibly milo, will be considerably lower than last year. Therefore, efficient management by poultrymen seems to be particularly important during the present year.

## FACTORS AFFECTING POULTRY FARM INCOME

Poultry management studies are useful for evaluating different flock management methods and adjusting the methods used to reduce production costs and increase returns. Practices which management studies show important to the income on poultry farms producing market eggs include:

### SIZE OF FLOCK:

The size of the flock often affects profit. Factors involved include:

1. Flocks of full-time poultrymen should be large enough to furnish full-time employment and to utilize available equipment.
2. Flocks of part-time operators should be adjusted to available time.

### LOW FEED COSTS PER HEN:

A feeding method which meets both the nutritional needs of birds and keeps costs as low as possible is very important to efficient egg production. Methods which aid in meeting these goals include:

- Use of lower priced grains, such as good quality barley and milo
- Purchase of grain feeds at harvest season
- Bulk storage facilities for grain

### FULL USE OF HOUSING AND EQUIPMENT:

Brooding sufficient pullets for replacement of approximately three-fourths of the flock each year will aid in full use of facilities. This can usually be done by brooding pullets in two or more periods, early spring and late spring or in the fall.

### RAISING SUFFICIENT REPLACEMENT PULLETS:

The raising of a sufficient number of pullets for replacement of older hens is an important factor for egg production. Replacement pullets that come into production as older hens are culled will aid in maintaining satisfactory production of high quality eggs. This can usually be accomplished by brooding chicks in both spring and fall months.

### PREVENTION OF MORTALITY:

Several management factors within the control of a poultryman can be used to decrease mortality. These include:

1. Maintaining a high percentage of pullets
2. Close culling throughout the year
3. Control of external parasites through use of proper insecticides
4. Vaccination of young stock for fowl pox
5. Purchase of only day old chicks for replacement purposes
6. Obtaining laboratory diagnosis as guide to treatment of disease
7. The adoption of other vaccination programs as conditions warrant

### EGG PRODUCTION PER HEN:

High egg production per hen usually lowers the cost of eggs produced and increases profits. The use of well-bred stock, a high per cent of pullets, and close culling aid in securing satisfactory production.

### HIGH QUALITY EGGS:

Factors increasing egg quality include:

1. High per cent of pullets
2. Producing a high percentage of clean eggs
3. Frequent gatherings and rapid cooling of eggs

TABLE 1 - INCOME, COSTS AND EARNINGS PER HEN FOR INDIVIDUAL FLOCKS - 1953

Ranch No. & size 1/	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 labor	Chix	Misc.	Depreciation	Total		Family labor	Interest	
18 L	10.25	.51	.08	.07	10.91	4.78	--	.34	.33	.21	5.66	5.25	.83	.20	4.22
12 L	10.11	.28	.11	.46	10.96	4.02	.75	.29	.76	.20	6.02	4.94	.56	.24	4.14
10 L	10.66	.47	.08	.10	11.31	5.16	.70	.42	.27	.15	6.70	4.61	.35	.24	4.02
3 L	10.14	.39	.06	.26	10.85	4.25	1.10	.41	.28	.14	6.18	4.67	.72	.29	3.66
4 M	9.23	.75	.24	-.38	9.84	5.30	.09	.29	.39	.15	6.22	3.62	1.07	.22	2.33
5 L	8.63	.41	.04	-.34	8.74	4.92	--	.34	.64	.20	6.10	2.64	.54	.26	1.84
17 L	6.95	.27	.02	-.04	7.20	4.47	.59	.41	.44	.09	6.00	1.20	.63	.17	.40
Av. 1953	9.43	.39	.07	.11	10.00	4.54	.57	.36	.48	.16	6.11	3.89	.63	.23	3.03
Av. 1952	8.15	.48	.14	.57	9.34	5.11	.51	.58	.41	.16	6.77	2.57	.62	.24	1.71
Av. 1951	9.46	.65	.20	.64	10.95	5.09	.56	.55	.35	.19	6.74	4.21	.66	.26	3.29
Av. 1950	7.47	.62	.18	.63	8.90	4.77	.47	.53	.40	.18	6.35	2.55	.87	.25	1.43
Av. 1949	7.61	.55	.16	.30	8.62	4.45	.61	.47	.35	.18	6.06	2.56	.75	.24	1.56
Av. 1948	9.53	.65	.13	.94	11.25	5.10	.48	.62	.34	.17	6.71	4.54	1.07	.25	3.22
Av. 1947	8.46	.44	.23	.24	9.37	4.45	.76	.32	.29	.13	5.95	3.42	.67	.25	2.50
7 Yr. Av.	8.59	.54	.16	.49	9.78	4.79	.57	.49	.37	.17	6.39	3.39	.75	.25	2.39

1/ Flock size based on average number of hens; S = under 750; M = 750-1500; L = over 1500.

Table 1 - The 7 flocks in the 1953 study are arranged in Tables 1, 2, and 3 in order of decreasing management income per acre, as shown in the extreme right column of the above table. An analysis of this table, along with costs and management factors shown in Tables 2 and 3, will indicate why some flocks were considerably more profitable than others. No. 18 was the most profitable flock this year as the result of relatively good all-around management practices. This flock had next to the highest egg production per hen. All eggs were sold wholesale. The average price received for wholesale eggs was the highest in the study, and this can be attributed largely to the high percentage of large eggs and the above-average percentage of eggs produced in the fall. Net cost of production per dozen eggs sold was the lowest of all flocks in the study, even though feed costs were a little above average. Flock No. 17 was the least profitable in the study, mainly because of the lower egg production and low average price received. Net cost of production per dozen for this flock was roughly 12 cents higher than for No. 18.

The 1953 record year was one of the three most profitable of the seven-year period during which this study has been conducted. Higher earnings in 1953 as compared to the previous year were mainly due to higher egg prices and lower feed costs. A comparison of the San Joaquin County study average with averages from some similar studies conducted in other counties is presented in Table 4. It will be noted that flocks in the San Joaquin County study showed an average

TABLE 2 - FLOCK STATISTICS AND MANAGEMENT - 1953

Ranch Number	Laying Flock			Price per culled hen	Cost per Cwt.			Lbs. per hen	Per-cent mash	Kind of Mash	Egg feed ratio	Hours labor per hen	Cost per chick	Per-cent chick Mortality
	Per-cent died	Per-cent culled	Per-cent added		Mash	Grain	Average							
12	13	18	63	.62	4.15	2.92	3.49	112	46		15.1	1.3	31.8	1
10	12	60	78	.78	3.98	2.92	3.89	132	92		12.7	1.0	51.7	5
3	21	68	101	.57	3.65	3.20	3.46	120	62		14.7	1.8	33.9	14
4	25	121	125	.62	4.96	2.78	3.86	136	49	Com'l.	13.5	1.2	35.9	8
5	34	56	80	.64	4.67	3.71	4.29	114	70	Com'l.	11.4	.5	33.0	17
17	20	48	96	.57	3.75	3.39	3.60	123	59	Home Mix	13.1	1.2	38.0	3
Av.1953	19	53	85	.65	4.09	3.19	3.75	119	62	--	13.5	1.2	35.8	7
Av.1952	22	67	100	.65	4.68	3.56	4.17	120	54	--	11.1	1.2	37.8	11
Av.1951	23	53	116	.95	4.37	3.14	3.87	127	59	--	13.6	1.3	37.0	7
Av.1950	21	70	108	.83	3.93	2.80	3.53	130	64	--	12.0	1.5	35.6	16
Av.1949	19	60	105	.78	3.94	2.80	3.62	122	72	--	12.0	1.5	34.0	12
Av.1948	16	60	101	.95	4.25	3.21	3.75	135	52	--	14.2	1.8	33.9	10
Av.1947	16	52	75	.84	4.79	3.41	4.07	101	48	--	12.9	1.7	32.4	22
7 Yr.Av.	19	59	99	.81	4.29	3.16	3.82	122	59	--	12.8	1.5	35.2	12

Table 2 - Some of the important management factors for flocks in this year's study are compared in the above table. Variations between flocks for many of the management factors will explain why some flocks were more profitable than others. Since feed accounts for approximately three-fourths of the total cash and depreciation costs per hen, as will be noted in Table 1, this expense item needs to be given careful consideration in analyzing the poultry enterprise. The average price paid for grain and mash is an important factor affecting costs, but other factors affecting feed consumption as related to production are also important. The egg-feed ratio is the amount of feed in pounds which can be purchased for the average price per dozen received for wholesale eggs.

TABLE 3 - EGG PRODUCTION AND SALES FACTORS - 1953

Ranch Number	Eggs per hen	Percent of eggs sold			Per cent of market eggs sold			Per cent fall eggs	Fall eggs /fall hen	%Pull-et added July Oct.	% of flock 6-18 months	Price whole-sale eggs	Value per dozen		
		Whole-sale	Re-tail	Hatch-ing	Large	Medium	Small						Price all eggs	Net cost	Mtg. income
18	226	100	--	--	72	20	8	36	72	37	78	54.4	54.4	32.0	22.4
12	206	69	31	--	50	37	13	32	59	64	75	52.7	56.1	33.1	23.0
10	223	77	5	18	57	32	11	35	70	83	55	49.5	58.0	36.1	21.9
3	239	100	--	--	53	29	18	34	74	52	58	51.0	50.9	32.5	18.4
4	216	100	--	--	62	23	15	44	74	57	70	52.3	52.1	38.9	13.2
5	210	95	5	--	58	23	19	27	60	64	70	48.9	49.5	39.0	10.5
17	194	100	--	--	40	34	26	33	60	59	74	47.0	46.9	44.2	2.7
Av.1953	215	89	9	2	55	30	15	34	66	50	69	50.8	52.8	35.8	17.0
Av.1952	204	91	7	2	60	24	16	38	65	73	81	46.4	47.6	37.6	10.0
Av.1951	202	89	8	3	56	28	16	40	65	66	84	52.6	53.8	35.1	18.7
Av.1950	200	88	8	4	55	27	18	38	66	79	83	42.4	44.2	35.7	8.5
Av.1949	198	87	8	5	50	32	18	36	64	67	74	43.5	45.8	36.4	9.4
Av.1948	210	90	5	5	59	26	15	36	66	72	67	53.2	54.3	36.0	18.3
Av.1947	187	95	0	5	57	29	14	30	52	67	61	52.7	53.2	37.5	15.7
7 Yr.Av.	202	90	6	4	56	28	16	36	63	68	74	48.8	52.0	37.5	14.5

Table 3 - Some of the principal factors affecting egg prices and net costs per dozen are compared in the above table for flocks in this year's study. Egg sizes and the proportion of total eggs sold during the fall months are important factors affecting average annual wholesale prices received by producers. One flock in the study sold a relatively large proportion of eggs retail, while another flock showed a substantial proportion sold as hatching, which resulted in these two flocks showing the highest average price received for eggs sold. However, these two flocks were not as profitable as flock No. 18, which sold all eggs wholesale. The net cost of production ranged from 32¢ to about 44¢ for those in the study this year, with the average of all at approximately 36¢ per dozen. This lower net costs per dozen in 1953 is due partly to lower feed costs per hen and slightly higher average production per hen. It will be noted that the net cost of production over the 7 years of the study has ranged between about 35¢ and 37½¢, or just 2½¢ per dozen during this period. Profitableness over the 7 years, therefore, has been pretty much related to the average price received. Fall eggs are eggs produced during September, October, November, and December when egg prices are customarily their highest.

TABLE 4 - POULTRY MANAGEMENT STUDY COMPARISONS FOR 1953

Record Year Ending	Napa	Alameda	Placer	Solano	Sonoma	Tulare	San Joaquin	Sacramento
	December 31							February 28
Number of Records	7	23	11	5	24	10	7	29
Average Number Hens	1357	2785	1822	2906	1920	1623	3870	5513
Eggs per Hen	212	200	216	221	218	228	215	190
Per Cent Mortality	28	19	17	16	15	14	19	12
Per Cent Culled	91	75	85	65	97	83	53	81
Cost Mash	4.66	4.36	4.65	4.73	4.58	4.97	4.09	4.15
Cost Grain	3.43	3.53	3.72	3.24	3.64	3.60	3.19	3.50
Average	4.28	4.10	4.37	4.30	4.14	4.68	3.75	3.85
Pounds Feed per Hen	135	125	129	126	144	135	119	119
Per Cent Mash	69	69	69	72	53	79	62	54
Hours Labor per Hen	1.5	1.0	1.1	1.4	1.2	1.5	1.2	1.3
Average Price Eggs	53.5	55.3	52.4	52.8	55.0	50.7	52.8	50.7
Net Cost per Dozen	46.8	44.5	40.3	40.5	42.3	42.0	35.8	44.0
Management Income	6.7	10.8	12.1	12.3	12.7	8.7	17.0	6.7
Income per Hen								
Egg Sales	9.54	9.28	9.58	9.92	10.37	9.93	9.43	8.23
Poultry Sales	.60	.63	.61	.48	.95	.64	.39	.55
Miscellaneous	.01	.05	.07	.01	.03	.18	.07	.06
Inventory Change	.17	-.13	.29	.38	.57	.32	.11	.18
Total	10.32	9.83	10.55	10.79	11.92	11.07	10.00	9.02
Expense per Hen								
Feed	5.84	5.16	5.69	5.48	6.03	6.44	4.54	4.62
Hired Labor	.33	.17	.05	.84	.17	.23	.57	.83
Chicks	.61	.40	.52	.51	.66	.54	.36	.54
Miscellaneous	.46	.44	.51	.57	.57	.33	.48	.89
Depreciation	.23	.27	.25	.17	.26	.27	.16	.30
Total	7.47	6.44	7.02	7.57	7.69	7.81	6.11	7.18
Farm Income	2.85	3.39	3.53	3.22	4.23	3.26	3.89	1.84
Family Labor	1.44	1.35	1.11	.67	1.55	1.30	.63	.47
Interest	.21	.23	.22	.23	.28	.25	.23	.28
Management Income	1.20	1.81	2.20	2.32	2.40	1.71	3.03	1.09