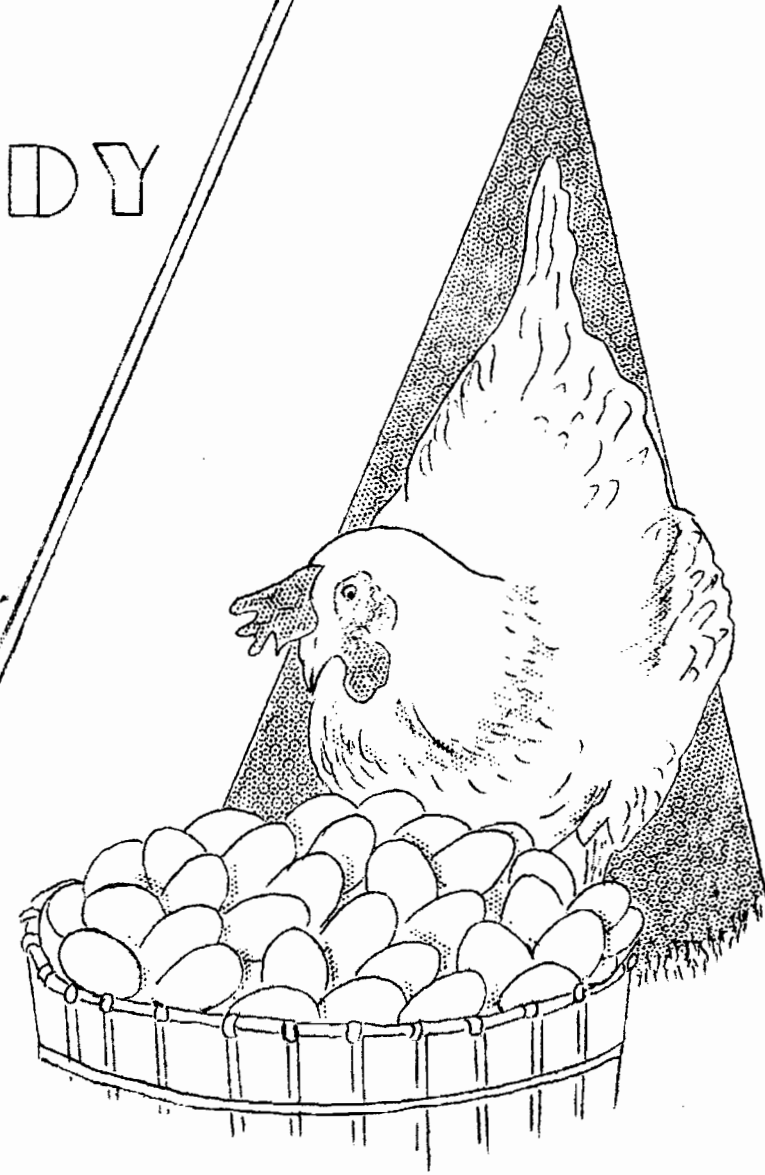


32nd

EGG COST STUDY

Sacramento  
County

1959



31st

ANNUAL SACRAMENTO POULTRY MANAGEMENT STUDY

1959

SUGGESTED GOALS FOR EGG PRODUCERS

This year completes 32 years of keeping records. The flocks in this study are all hybrids. In order to continue the Management Study, the members of the study elected an Advisory Committee to work with the Agricultural Extension Service. The group assess each member a fee and engaged an accountant to compile the monthly and annual reports.

Advisory Committee:

Donald D. Pardun, Chairman  
E. R. Temperli, Treasurer  
Joe Minke, Member  
Warner V. Smith, Member

(Mrs.) Levonne Newton, Accountant

1. 240 eggs per hen or 65% production.
2. 1% mortality or less per month.
3. Less than 1 hour of labor per hen per year.
4. Market 70 percent of eggs as AA large.
5. Feed 4.5 lbs. of feed or less per dozen eggs.
6. 100% replacement of hens with three or four broods of pullets.
7. Buy chicks that have proven profitable on your ranch and in your area, and have shown well in Random Sample Test.

Compiled by: W. W. Mitchell, Farm Advisor

University of California  
Agricultural Extension Service  
310 Old Post Office Building  
Sacramento, California

CURRENT TRENDS OBSERVED IN THIS MANAGEMENT STUDY

1. Size of Flocks - Getting larger - 1932 average 1232 - 1959 average 7024.
2. Egg Production - Increased from a low of 153 eggs per hen in the 1932 Study to a high of 212 eggs per hen in the 1959 Study. This is a 44% production increase.
3. Mortality - Due to breeding, disease control and management, death losses have been cut in half.
4. Flock Disposal - Now consists largely of removing sick and dead birds until about the 15th month. Then non-producers are culled and at the 18th to 20th month the entire flock is sold. These "all pullets" flocks contribute to increased egg production and egg quality.
5. Feed Consumption - Has increased from 100 pounds per hen per year to 116 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 hour per hen per year.
7. Income - The 1959 net farm income was \$0.42 per hen per year and management income was -.12 per hen for the year due to over production of eggs resulting in low price.

DEFINITIONS:

Farm Income - Total income minus cash costs.

Management Income - Farm income less depreciation, family labor and interest on investment.

## ANNUAL SUMMARY OF SACRAMENTO COUNTY POULTRY MANAGEMENT STUDY

- 3 -

| Record Year | No. Records | Hens per Flock | Eggs per Hen | Laying Flock |          | Lbs. Feed per Hen | Hrs. Labor per Hen | Value per Dozen |          |            | Cost per Cwt. | Value per Hen |            |                 |             |
|-------------|-------------|----------------|--------------|--------------|----------|-------------------|--------------------|-----------------|----------|------------|---------------|---------------|------------|-----------------|-------------|
|             |             |                |              | % Mortality  | % Culled |                   |                    | Av. Price       | Net Cost | Net Income |               | Total Income  | Total Cost | Management Inc. | Farm Income |
| 1932        | 58          | 1232           | 153          | 28           | 64       | 100               | 1.9                | 17.4            | 19.5     | -2.1       | 1.28          | 2.49          | 2.77       | -.28            | .63         |
| 1933        | 30          | 1453           | 157          | 27           | 61       | 104               | 2.0                | 16.5            | 17.5     | -1.0       | 1.35          | 2.59          | 2.73       | -.14            | .59         |
| 1934        | 22          | 1580           | 158          | 25           | 70       | 108               | 2.2                | 20.8            | 17.9     | 2.9        | 1.55          | 3.50          | 3.09       | .41             | 1.14        |
| 1935        | 24          | 1697           | 166          | 24           | 61       | 118               | 2.2                | 23.2            | 17.6     | 5.6        | 1.58          | 4.08          | 3.26       | .82             | 1.44        |
| 1936        | 24          | 2022           | 165          | 25           | 66       | 108               | 1.8                | 23.2            | 19.6     | 3.6        | 1.64          | 3.53          | 3.01       | .52             | 1.07        |
| 1937        | 20          | 2234           | 174          | 22           | 71       | 107               | 1.8                | 21.5            | 19.7     | 1.8        | 1.85          | 3.45          | 3.17       | .28             | .76         |
| 1938        | 24          | 2361           | 180          | 19           | 68       | 112               | 1.7                | 23.7            | 16.9     | 6.8        | 1.52          | 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          | 3.26          | 2.77       | .49             | .89         |
| 1940        | 25          | 3298           | 186          | 15           | 71       | 112               | 1.4                | 21.4            | 16.1     | 5.3        | 1.47          | 3.58          | 2.75       | .83             | 1.19        |
| 1941        | 30          | 3422           | 175          | 15           | 73       | 116               | 1.5                | 29.2            | 19.3     | 9.9        | 1.75          | 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          | 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          | 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          | 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          | 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          | 7.61          | 6.79       | .82             | 1.47        |
| 1947        | 21          | 4842           | 187          | 14           | 84       | 121               | 1.5                | 53.0            | 41.5     | 11.5       | 4.10          | 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          | 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          | 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          | 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          | 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          | 7.69          | 7.10       | .59             | 1.11        |
| 1953        | 29          | 5513           | 190          | 12           | 81       | 119               | 1.3                | 50.7            | 44.0     | 6.7        | 3.85          | 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          | 6.48          | 7.29       | -.81            | -.08        |
| 1955        | 30          | 5128           | 210          | 10           | 83       | 125               | 1.2                | 38.7            | 37.6     | 1.1        | 3.36          | 7.67          | 6.58       | .22             | 1.09        |
| 1956        | 27          | 5683           | 220          | 12           | 98       | 123               | 1.2                | 36.7            | 34.8     | 1.9        | 3.25          | 7.57          | 6.47       | .36             | 1.10        |
| 1957        | 26          | 5767           | 220          | 12           | 78       | 113               | 1.0                | 34.8            | 32.4     | 2.4        | 3.22          | 6.64          | 6.20       | .44             | 1.20        |
| 1958        | 23          | 6333           | 217          | 12           | 78       | 117               | 1.0                | 37.6            | 33.6     | 4.0        | 3.16          | 7.45          | 6.70       | .75             | 1.35        |
| 1959        | 21          | 7024           | 212          | 11           | 69       | 110               | .9                 | 30.7            | 31.4     | -.7        | 3.13          | 5.97          | 6.09       | -.12            | .42         |

IDENTIFICATION CODE

INCOME COSTS PER HEN - SEE PAGES 8 and 9

- 1. Total Income - Varied from a low of 3.37 to a high of 8.33 per hen this year.
  - a. Income from egg sales was largely responsible for total extremes with a low of 3.04 to a high of 7.85 per hen. Also, change of stock inventory varied considerable from ranch to ranch.
  - b. Percentagewise - Income from poultry sales and manure show extreme variations.
  
- 2. Total Costs - Varied from a low of 3.40 to a high of 6.34 per hen.
  - a. Feed Cost - Largest single expense item varies from a low of 1.97 per hen to a high of 4.21.
  - b. Labor Costs:
    - 1. Family labor varied from .08 cents to a high of 1.15 per bird.
    - 2. Hired labor varied from zero to a high of 1.14 per bird.

These extremes in labor costs were due to variations in size of flocks, mechanization, other enterprises and interests of the operator and/or his family.

- \* - Indicates that poultrymen sold a portion of their eggs as hatching eggs.
- \*\* - Indicates poultrymen sold eggs direct to commercial trade channels.
  
- S - Indicates flock averaged 4,000 birds or less.
- M - Indicates flock averaged 4,001 to 6,000 birds.
- L - Indicates flock averaged 6,001 or more birds.
  
- F - Indicates birds that are kept on the floor.
- W - Indicates birds that are kept on wire.
- FW - Indicates part of birds kept on floor and balance are housed on wire.

Pounds Feed per Hen = Total pounds of feed fed divided by the average number of hens.

Feed Estimated for Pullets = Number of pullets raised to production times 25 divided by the average number of hens in the flock. Also, taken into consideration was the growing stock on inventory.

Feed Estimated for Hens = Total feed used minus estimated feed used for pullets.

First Eggs - Are counted when pullets are 6 months of age. However, money received for eggs laid before pullets are 6 months of age, is included in egg sales.

| ANALYSIS OF COSTS      | High 10      |           | Low 11       |           | All Flocks   |           | Your Results |           |
|------------------------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|
|                        | Cost per Hen | Cost /Dz. | Cost per Hen | Cost /Dz. | Cost per Hen | Cost /Dz. | Cost Per Hen | Cost /Dz. |
| Cash Costs             |              |           |              |           |              |           |              |           |
| Feed                   | 3.64         | 19.0      | 3.34         | 19.2      | 3.46         | 19.1      | _____        | _____     |
| Poultry Stock          | .56          | 2.9       | .50          | 2.9       | .52          | 2.9       | _____        | _____     |
| Medication             | .14          | .7        | .16          | 2.4       | .14          | 1.3       | _____        | _____     |
| Hired Labor            | .39          | 2.0       | .73          | 4.2       | .60          | 3.3       | _____        | _____     |
| *Miscellaneous         | .50          | 2.6       | .53          | 1.5       | .53          | 2.4       | _____        | _____     |
| Total                  | 5.23         | 27.2      | 5.26         | 30.2      | 5.25         | 29.0      | _____        | _____     |
| Non Cash Costs         |              |           |              |           |              |           |              |           |
| Family Labor           | .42          | 2.2       | .26          | 1.5       | .31          | 1.7       | _____        | _____     |
| Interest on Investment | .24          | 1.2       | .21          | 1.2       | .23          | 1.2       | _____        | _____     |
| Depreciation           | .28          | 1.5       | .32          | 1.8       | .30          | 1.7       | _____        | _____     |
| Total                  | .94          | 4.9       | .79          | 4.5       | .84          | 4.6       | _____        | _____     |
| Grant Total Costs      | 6.17         | 32.1      | 6.05         | 34.7      | 6.09         | 33.6      | _____        | _____     |

| ANALYSIS OF INCOME & PROFIT | High 10      |           | Low 11       |           | All Flocks   |           | Your Results |           |
|-----------------------------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|
|                             | Inc. per Hen | Inc. /Dz. | Inc. per Hen | Inc. /Dz. | Inc. per Hen | Inc. /Dz. | Inc. per Hen | Inc. /Dz. |
| Cash Income                 |              |           |              |           |              |           |              |           |
| Egg Income                  | 6.07         | 31.6      | 5.27         | 30.2      | 5.56         | 30.7      | _____        | _____     |
| Poultry Sales               | .20          | 1.1       | .17          | 1.0       | .18          | 1.0       | _____        | _____     |
| Manure Income               | .07          | .3        | .02          | .1        | .04          | .2        | _____        | _____     |
| Total                       | 6.34         | 33.0      | 5.46         | 31.3      | 5.78         | 31.9      | _____        | _____     |
| Less Cash Costs             | 5.23         | 27.2      | 5.26         | 30.2      | 5.25         | 29.0      | _____        | _____     |
| Cash or Farm Income         | 1.11         | 5.8       | .20          | 1.1       | .53          | 2.9       | _____        | _____     |
| Change of Stock Inventory   | .48          | 2.5       | .02          | .1        | .19          | 1.0       | _____        | _____     |
| Total                       | 1.59         | 8.3       | .22          | 1.2       | .72          | 3.9       | _____        | _____     |
| Less Non-Cash Costs         | .94          | 4.9       | .79          | 4.5       | .84          | 4.6       | _____        | _____     |
| Total Management Income     | .65          | 3.4       | -.57         | -3.3      | -.12         | -.7       | _____        | _____     |

\*Includes trucking, repairs, litter, utilities, taxes, insurance and rent.

CASH COSTS PER DOZEN EGGS SOLD

| Ident-<br>ifica-<br>tion | Feed                        |              | Chix | Misc.<br>Costs | Hired<br>Labor | Total | Large<br>AA | Dz. of Eggs Sold per Hen |        |       |       | % Eggs<br>Sold<br>Reported<br>Laid |
|--------------------------|-----------------------------|--------------|------|----------------|----------------|-------|-------------|--------------------------|--------|-------|-------|------------------------------------|
|                          | Lbs. to<br>Produce<br>1 oz. | Cost<br>/Dz. |      |                |                |       |             | Large                    | Medium | Small | Total |                                    |
|                          |                             |              |      |                |                |       |             |                          |        |       |       |                                    |
| 1SW                      | 7.2                         | 15.9         | 2.6  | 1.7            | .8             | 21.0  | 9.4         | 13.9                     | 4.5    | 2.3   | 20.7  | 100.6                              |
| 2LW                      | 6.1                         | 19.0         | 1.8  | .9             | -              | 21.7  | 7.0         | 12.0                     | 3.2    | 2.1   | 17.3  | 101.9                              |
| **3LWF                   | 6.0                         | 17.9         | 2.0  | 6.6            | 5.3            | 31.8  | -           | -                        | -      | -     | 19.9  | 104.2                              |
| 4MW                      | 6.2                         | 20.1         | 2.7  | 1.6            | -              | 24.4  | 7.3         | 12.5                     | 3.6    | 2.6   | 18.7  | 97.5                               |
| 5LF                      | 5.6                         | 18.5         | 3.7  | 4.1            | 2.9            | 29.2  | 11.9        | 12.6                     | 4.9    | 2.3   | 19.8  | 98.5                               |
| 6MW                      | 6.2                         | 21.5         | 4.2  | 2.5            | .1             | 28.3  | 13.1        | 14.1                     | 3.6    | 1.6   | 19.3  | 102.0                              |
| *7MF                     | 5.4                         | 19.7         | 3.4  | 4.3            | 3.6            | 31.0  | 11.3        | 12.1                     | 2.5    | 6.7   | 21.3  | 102.3                              |
| 8MF                      | 6.2                         | 19.1         | 1.8  | 3.5            | 3.3            | 27.7  | 8.4         | 11.0                     | 3.7    | 2.4   | 17.1  | 105.5                              |
| 9MF                      | 5.7                         | 18.1         | 4.2  | 4.1            | 1.2            | 27.6  | 13.6        | 14.3                     | 3.8    | 2.0   | 20.1  | 104.6                              |
| **10SF                   | 5.8                         | 18.2         | 1.7  | 2.2            | -              | 22.1  | -           | 11.1                     | 5.8    | 1.7   | 18.6  | 102.5                              |
| 11LF                     | 5.6                         | 16.4         | 2.2  | 3.3            | 2.2            | 24.1  | 11.0        | 11.5                     | 4.4    | 2.4   | 18.3  | 102.5                              |
| 12MW                     | 6.5                         | 19.3         | 3.2  | 3.8            | 2.4            | 28.7  | 11.6        | 13.2                     | 3.4    | 2.9   | 19.5  | 102.9                              |
| 13LF                     | 6.4                         | 19.2         | 1.8  | 3.8            | 1.9            | 26.7  | 8.8         | 9.4                      | 4.9    | 3.1   | 17.4  | 99.6                               |
| *14LF                    | 6.0                         | 17.3         | 3.5  | 5.4            | 6.6            | 32.8  | 10.2        | 10.9                     | 3.7    | 2.7   | 17.3  | 104.7                              |
| **15LF                   | 6.5                         | 20.8         | 2.2  | 2.4            | 5.7            | 31.1  | -           | 11.2                     | 3.6    | 1.3   | 16.1  | 103.1                              |
| 16SF                     | 5.6                         | 17.5         | 1.4  | 2.9            | 2.8            | 24.6  | 12.2        | 12.8                     | 4.9    | 2.8   | 20.5  | 106.3                              |
| 17LFW                    | 5.3                         | 18.2         | 6.1  | 3.0            | 3.5            | 30.8  | 12.7        | 13.0                     | 5.1    | 2.1   | 20.2  | 101.9                              |
| 18SF                     | 6.4                         | 19.2         | 6.5  | 5.7            | 1.7            | 33.1  | 5.3         | 8.9                      | .7     | .5    | 10.1  | 95.9                               |
| 19MF                     | 6.1                         | 21.6         | -    | 4.2            | 1.7            | 27.5  | 9.4         | 10.9                     | 5.0    | 2.2   | 18.1  | 100.5                              |
| 20MFW                    | 6.3                         | 19.6         | 3.7  | 3.7            | .3             | 27.3  | 8.5         | 8.9                      | 5.1    | 3.7   | 17.7  | 103.7                              |
| *21LF                    | 6.6                         | 22.2         | 2.3  | 3.3            | 5.0            | 32.8  | 7.0         | 10.7                     | 4.0    | 2.3   | 17.0  | 102.5                              |
| Hi 10                    | 5.9                         | 19.0         | 2.9  | 3.3            | 2.0            | 27.2  |             |                          |        |       |       |                                    |
| Lo 11                    | 6.2                         | 19.2         | 2.9  | 3.9            | 4.2            | 30.2  |             |                          |        |       |       |                                    |
| Av. All                  | 6.1                         | 19.1         | 2.9  | 3.7            | 3.3            | 29.0  |             |                          |        |       |       |                                    |

INCOME PER DOZEN EGGS SOLD

| Ident-<br>ifica-<br>tion | INCOME       |                       |             |                         |       | Non Cash Costs        |                |                        |                 |               |       | Less<br>Non<br>Cash<br>Costs | Manage-<br>ment<br>Income |                |
|--------------------------|--------------|-----------------------|-------------|-------------------------|-------|-----------------------|----------------|------------------------|-----------------|---------------|-------|------------------------------|---------------------------|----------------|
|                          | Egg<br>Sales | Poul-<br>try<br>Sales | Man-<br>ure | Change<br>Stock<br>Inv. | Total | Less<br>Cash<br>Costs | Farm<br>Income | Depre-<br>cia-<br>tion | Family<br>Labor | Inter-<br>est | Total |                              |                           | Farm<br>Income |
| 1SW                      | 29.7         | 1.1                   | .4          | 2.0                     | 33.2  | 21.0                  | 12.2           | 1.2                    | 3.8             | 1.3           | 6.3   | 12.2                         | 6.3                       | 5.9            |
| 2LW                      | 29.4         | 1.0                   | .5          | -                       | 30.9  | 21.7                  | 9.2            | .6                     | 1.6             | .8            | 3.0   | 9.2                          | 3.0                       | 6.2            |
| **3LWF                   | 39.4         | 1.3                   | .4          | .7                      | 41.8  | 31.8                  | 10.0           | 1.3                    | 3.0             | 1.0           | 5.3   | 10.0                         | 5.3                       | 4.7            |
| 4MF                      | 29.2         | 1.2                   | -           | 3.9                     | 34.3  | 24.4                  | 9.9            | 1.3                    | 3.2             | 1.1           | 5.6   | 9.9                          | 5.6                       | 4.3            |
| 5LF                      | 29.9         | .8                    | .8          | 4.5                     | 36.0  | 29.2                  | 6.8            | .9                     | 1.2             | .9            | 3.0   | 6.8                          | 3.0                       | 3.8            |
| 6MW                      | 30.2         | .9                    | .1          | 7.2                     | 38.4  | 28.3                  | 10.1           | 1.9                    | 3.2             | 1.6           | 6.7   | 10.1                         | 6.7                       | 3.4            |
| *7MF                     | 35.8         | 1.0                   | .2          | 1.8                     | 38.8  | 31.0                  | 7.8            | 2.9                    | 1.9             | 2.0           | 6.8   | 7.8                          | 6.8                       | 1.0            |
| 8MF                      | 28.9         | .9                    | .2          | .6                      | 30.6  | 27.7                  | 2.9            | 1.2                    | -               | .8            | 2.0   | 2.9                          | 2.0                       | .9             |
| 9MF                      | 30.1         | 1.6                   | .1          | 3.2                     | 35.0  | 27.6                  | 7.4            | 2.1                    | 2.6             | 2.0           | 6.7   | 7.4                          | 6.7                       | .7             |
| **10SF                   | 31.5         | 1.3                   | .2          | -1.3                    | 31.7  | 22.1                  | 9.6            | 1.7                    | 6.1             | 1.7           | 9.5   | 9.6                          | 9.5                       | .1             |
| 11LF                     | 29.2         | .4                    | .1          | -2.3                    | 27.4  | 24.1                  | 3.3            | 1.6                    | 1.2             | 1.2           | 4.0   | 3.3                          | 4.0                       | -.7            |
| 12MW                     | 29.2         | .9                    | -           | 4.3                     | 34.4  | 28.7                  | 5.7            | 3.8                    | 1.8             | 1.6           | 7.2   | 5.7                          | 7.2                       | -1.5           |
| 13LF                     | 28.1         | .7                    | .2          | .5                      | 29.5  | 26.7                  | 2.8            | 1.1                    | 3.0             | 1.0           | 5.1   | 2.8                          | 5.1                       | -2.3           |
| *14LF                    | 30.3         | .9                    | .1          | 1.9                     | 33.2  | 32.8                  | .4             | 1.1                    | .5              | 1.2           | 2.8   | .4                           | 2.8                       | -2.4           |
| **15LF                   | 31.7         | .7                    | .1          | -1.9                    | 30.6  | 31.1                  | -.5            | 1.3                    | .5              | 1.1           | 2.9   | -.5                          | 2.9                       | -3.4           |
| 16SF                     | 29.0         | 2.1                   | .1          | -4.2                    | 27.0  | 24.6                  | 2.4            | 2.1                    | 2.4             | .9            | 5.4   | 2.4                          | 5.4                       | -3.0           |
| 17LFW                    | 29.3         | .7                    | .2          | 2.4                     | 32.6  | 30.8                  | 1.8            | 2.0                    | 1.7             | 1.3           | 5.0   | 1.8                          | 5.0                       | -3.8           |
| 18SF                     | 29.6         | 3.0                   | .3          | -                       | 32.9  | 33.1                  | -.2            | 4.2                    | 2.8             | 2.0           | 9.0   | -.2                          | 9.0                       | -9.2           |
| 19MF                     | 28.5         | .8                    | .1          | -2.2                    | 27.2  | 27.5                  | -.3            | 2.4                    | 2.0             | .7            | 5.1   | -.3                          | 5.1                       | -5.4           |
| 20MFW                    | 27.7         | 1.7                   | .2          | -.8                     | 28.8  | 27.3                  | 1.5            | 2.4                    | 3.9             | 1.6           | 7.9   | 1.5                          | 7.9                       | -6.4           |
| *21LF                    | 31.5         | 1.0                   | -           | -1.2                    | 31.3  | 32.8                  | -1.5           | 2.4                    | 1.4             | 1.4           | 5.2   | -1.5                         | 5.2                       | -6.7           |
| Hi 10                    | 31.6         | 1.1                   | .3          | 2.5                     | 35.5  | 27.2                  | 8.3            | 1.5                    | 2.2             | 1.2           | 4.9   | 8.3                          | 4.9                       | 3.4            |
| Lo 11                    | 30.2         | 1.0                   | .1          | .1                      | 31.4  | 30.2                  | 1.2            | 1.8                    | 1.5             | 1.2           | 4.5   | 1.2                          | 4.5                       | -3.3           |
| Av. All                  | 30.7         | 1.0                   | .2          | 1.0                     | 32.9  | 29.0                  | 3.9            | 1.7                    | 1.7             | 1.2           | 4.6   | 3.9                          | 4.6                       | -.7            |



CASH COSTS PER HEN

| Ident-<br>ifica-<br>tion | Feed | Hired<br>Labor | Chix | Truck-<br>ing<br>Cost | Repair<br>Minor<br>Equip. | Medica-<br>tion | Misc. | Litter | Utili-<br>ties | Taxes | Ins. | Rent | Total<br>Cash<br>Costs |
|--------------------------|------|----------------|------|-----------------------|---------------------------|-----------------|-------|--------|----------------|-------|------|------|------------------------|
| 1SW                      | 3.31 | .16            | .53  | .01                   | .15                       | .04             | .01   | .01    | .11            | .02   | .01  | -    | 4.36                   |
| 2LW                      | 3.31 | -              | .31  | .02                   | .02                       | .02             | .01   | .01    | .02            | .05   | .01  | -    | 3.78                   |
| **3LFW                   | 3.58 | 1.04           | .41  | .13                   | .09                       | .17             | .75   | -      | .05            | .09   | .03  | -    | 6.34                   |
| 4MW                      | 3.77 | -              | .50  | .05                   | .02                       | .03             | .05   | -      | .05            | .07   | .03  | -    | 4.57                   |
| 5LF                      | 3.67 | .57            | .73  | .04                   | .10                       | .23             | .06   | .03    | .04            | .03   | .04  | .24  | 5.78                   |
| 6MW                      | 4.15 | .03            | .81  | .03                   | .22                       | .10             | .01   | -      | .07            | .03   | .01  | -    | 5.46                   |
| *7MF                     | 4.21 | .79            | .72  | .05                   | .20                       | -               | .27   | .05    | .12            | .12   | .11  | -    | 6.64                   |
| 8MF                      | 3.28 | .57            | .31  | .04                   | .03                       | .22             | .03   | .02    | .04            | .12   | .09  | -    | 4.75                   |
| 9MF                      | 3.64 | .25            | .85  | .09                   | .07                       | .23             | .10   | .01    | .07            | .14   | .09  | .02  | 5.56                   |
| **10SF                   | 3.39 | -              | .32  | .13                   | .03                       | .10             | .02   | .01    | .03            | .06   | .03  | -    | 4.12                   |
| 11LF                     | 3.01 | .42            | .40  | .03                   | .04                       | .22             | .04   | .01    | .06            | .11   | .09  | -    | 4.43                   |
| 12MW                     | 3.79 | .47            | .63  | .11                   | .25                       | .03             | .05   | -      | .09            | .14   | .08  | -    | 5.64                   |
| 13LF                     | 3.36 | .34            | .29  | .04                   | .04                       | .28             | .08   | .01    | .06            | .07   | .09  | -    | 4.66                   |
| 14LF                     | 3.01 | 1.14           | .61  | .11                   | .09                       | .11             | .07   | .03    | .08            | .14   | .12  | .18  | 5.69                   |
| **15LF                   | 3.37 | .93            | .36  | .04                   | .04                       | .05             | -     | .01    | .04            | .10   | .03  | .07  | 5.04                   |
| 16SF                     | 3.58 | .59            | .28  | .05                   | .07                       | .16             | .03   | .02    | .08            | .09   | .11  | -    | 5.06                   |
| 17LFW                    | 3.70 | .70            | 1.24 | .04                   | .06                       | .27             | .04   | .01    | .04            | .06   | .08  | -    | 6.24                   |
| 18SF                     | 1.97 | .18            | .66  | .10                   | .02                       | -               | .10   | .04    | .07            | .11   | .15  | -    | 3.40                   |
| 19MF                     | 3.92 | .31            | -    | .10                   | .14                       | .09             | -     | .02    | .11            | .16   | .13  | -    | 4.98                   |
| 20MFW                    | 3.49 | .04            | .66  | .03                   | .06                       | .24             | .04   | .02    | .06            | .10   | .11  | -    | 4.85                   |
| *21LF                    | 3.80 | .85            | .39  | .06                   | .06                       | .11             | .03   | -      | .06            | .12   | .12  | -    | 5.60                   |
| Hi 10                    | 3.64 | .39            | .56  |                       |                           | .13             | .51   |        |                |       |      |      | 5.23                   |
| Lo 11                    | 3.34 | .73            | .50  |                       |                           | .16             | .53   |        |                |       |      |      | 5.26                   |
| Av. All                  | 3.46 | .60            | .52  |                       |                           | .14             | .53   |        |                |       |      |      | 5.25                   |

INCOME PER HEN

| Identifica-<br>tion | INCOME       |                        |             |                         |       | Non Cash Costs        |                |                        |                 | Farm<br>Income | Less<br>Non<br>Cash<br>Costs | Manage-<br>ment<br>Income |               |       |
|---------------------|--------------|------------------------|-------------|-------------------------|-------|-----------------------|----------------|------------------------|-----------------|----------------|------------------------------|---------------------------|---------------|-------|
|                     | Egg<br>Sales | Poult-<br>try<br>Sales | Man-<br>ure | Change<br>Stock<br>Inv. | Total | Less<br>Cash<br>Costs | Farm<br>Income | Depre-<br>cia-<br>tion | Family<br>Labor |                |                              |                           | Inter-<br>est | Total |
| 1SW                 | 6.16         | .22                    | .09         | .42                     | 6.89  | 4.36                  | 2.53           | .26                    | .78             | .26            | 1.30                         | 2.53                      | 1.30          | 1.23  |
| 2LW                 | 5.11         | .18                    | .08         | -                       | 5.37  | 3.78                  | 1.59           | .10                    | .28             | .13            | .51                          | 1.59                      | .51           | 1.08  |
| **3LFW              | 7.85         | .26                    | .09         | .13                     | 8.33  | 6.34                  | 1.99           | .26                    | .59             | .19            | 1.04                         | 1.99                      | 1.04          | .95   |
| 4MW                 | 5.46         | .23                    | -           | .73                     | 6.42  | 4.57                  | 1.85           | .25                    | .61             | .21            | 1.07                         | 1.85                      | 1.07          | .78   |
| 5LF                 | 5.92         | .16                    | .17         | .89                     | 7.14  | 5.78                  | 1.36           | .19                    | .25             | .18            | .62                          | 1.36                      | .62           | .74   |
| 6MW                 | 5.83         | .17                    | .02         | 1.41                    | 7.43  | 5.46                  | 1.97           | .37                    | .62             | .31            | 1.30                         | 1.97                      | 1.30          | .67   |
| *7MF                | 7.68         | .22                    | .03         | .38                     | 8.31  | 6.64                  | 1.67           | .63                    | .41             | .42            | 1.46                         | 1.67                      | 1.46          | .21   |
| 8MF                 | 4.95         | .16                    | .03         | .11                     | 5.25  | 4.75                  | .50            | .20                    | -               | .14            | .34                          | .50                       | .34           | .16   |
| 9MF                 | 6.07         | .31                    | .03         | .64                     | 7.05  | 5.56                  | 1.49           | .43                    | .52             | .40            | 1.35                         | 1.49                      | 1.35          | .14   |
| **10SF              | 5.88         | .25                    | .03         | .23                     | 5.93  | 4.12                  | 1.81           | .32                    | 1.15            | .32            | 1.79                         | 1.81                      | 1.79          | .02   |
| 11LF                | 5.37         | .08                    | .02         | -.42                    | 5.05  | 4.43                  | .62            | .31                    | .23             | .22            | .76                          | .62                       | .76           | -.14  |
| 12MW                | 5.72         | .19                    | -           | .85                     | 6.76  | 5.64                  | 1.12           | .75                    | .34             | .31            | 1.40                         | 1.12                      | 1.40          | -.28  |
| 13LF                | 4.91         | .13                    | .03         | .08                     | 5.15  | 4.66                  | .49            | .19                    | .52             | .17            | .88                          | .49                       | .88           | -.39  |
| *14LF               | 5.25         | .16                    | .02         | .32                     | 5.75  | 5.69                  | .06            | .19                    | .09             | .21            | .49                          | .06                       | .49           | -.43  |
| **15LF              | 5.13         | .12                    | .01         | -.31                    | 4.95  | 5.04                  | -.09           | .21                    | .08             | .17            | .46                          | -.09                      | .46           | -.55  |
| 16SF                | 5.95         | .43                    | .03         | -.86                    | 5.55  | 5.06                  | .49            | .43                    | .49             | .19            | 1.11                         | .49                       | 1.11          | -.62  |
| 17LFW               | 5.95         | .14                    | .05         | .48                     | 6.62  | 6.24                  | .38            | .40                    | .35             | .27            | 1.02                         | .38                       | 1.02          | -.64  |
| 18SF                | 3.04         | .30                    | .03         | -                       | 3.37  | 3.40                  | -.03           | .43                    | .28             | .21            | .92                          | -.03                      | .92           | -.95  |
| 19MF                | 5.15         | .14                    | .02         | -.39                    | 4.92  | 4.98                  | -.06           | .43                    | .36             | .14            | .93                          | -.06                      | .93           | -.99  |
| 20MFW               | 4.93         | .30                    | .03         | -.14                    | 5.12  | 4.85                  | .27            | .42                    | .69             | .29            | 1.40                         | .27                       | 1.40          | -1.13 |
| *21LF               | 5.38         | .18                    | -           | -.20                    | 5.36  | 5.60                  | -.24           | .42                    | .24             | .24            | .90                          | -.24                      | .90           | -1.14 |
| Hi 10               | 6.07         | .20                    | .07         | .48                     | 6.82  | 5.23                  | 1.59           | .28                    | .42             | .24            | .94                          | 1.59                      | .94           | .65   |
| Lo 11               | 5.27         | .17                    | .02         | .02                     | 5.48  | 5.26                  | .22            | .32                    | .26             | .21            | .79                          | .22                       | .79           | -.57  |
| Av. All             | 5.56         | .18                    | .04         | .19                     | 5.97  | 5.25                  | .72            | .30                    | .31             | .23            | .84                          | .72                       | .84           | -.12  |

COST FACTORS AND MANAGEMENT PRACTICES PER HEN

| Ident-<br>ifica-<br>tion | %<br>Died | %<br>Cul-<br>led | Price<br>/Cull | Hrs.<br>Labor | Lbs. Feed per Hen |                        |                    | %<br>Mash | Feed Cost per Cwt. |       |      | Feed<br>Cost | Per Dz. Eggs |              | Ave.<br>Cost<br>Pullet<br>Chicks | %<br>Chix<br>Mort-<br>ality |
|--------------------------|-----------|------------------|----------------|---------------|-------------------|------------------------|--------------------|-----------|--------------------|-------|------|--------------|--------------|--------------|----------------------------------|-----------------------------|
|                          |           |                  |                |               | Total             | Est.<br>for<br>Pullets | Est.<br>for<br>Hen |           | Mash               | Grain | Ave. |              | Feed<br>Cost | Lbs.<br>Feed |                                  |                             |
| 1SW                      | 12        | 88               | .32            | .9            | 119.7             | 32.2                   | 117.5              | 50        | 3.90               | 4.22  | 4.60 | 3.31         | 15.9         | 7.2          | .42                              | 7                           |
| 2LW                      | 13        | 70               | .26            | .3            | 105.6             | 27.6                   | 78.0               | 96        | 3.11               | 2.81  | 3.10 | 3.31         | 19.0         | 6.1          | .34                              | 5                           |
| **3LWF                   | 7         | 100              | .26            | 1.4           | 120.6             | 29.6                   | 91.0               | 99        | 2.94               | 3.83  | 2.95 | 3.58         | 17.9         | 6.0          | .36                              | 6                           |
| 4MW                      | 14        | 75               | .31            | .6            | 115.3             | 29.6                   | 85.7               | 100       | 3.27               | -     | 3.27 | 3.77         | 20.1         | 6.2          | .42                              | 2                           |
| 5LF                      | 5         | 68               | .24            | .8            | 111.4             | 33.7                   | 77.7               | 70        | 3.54               | 2.57  | 3.25 | 3.67         | 18.5         | 5.6          | .47                              | 1                           |
| 6MW                      | 3         | 70               | .25            | .6            | 120.3             | 46.4                   | 73.9               | 100       | 3.43               | -     | 3.43 | 4.15         | 21.5         | 6.2          | .41                              | 4                           |
| *7MF                     | 8         | 94               | .23            | .9            | 114.6             | 31.5                   | 83.1               | 83        | 3.81               | 2.63  | 3.60 | 4.21         | 19.7         | 5.4          | .58                              | 6                           |
| 8MF                      | 7         | 108              | .29            | .8            | 114.8             | 28.7                   | 86.1               | 60        | 3.45               | 2.66  | 3.13 | 3.28         | 19.1         | 6.2          | .43                              | 13                          |
| 9MF                      | 13        | 73               | .21            | .6            | 107.1             | 24.1                   | 83.0               | 98        | 3.06               | 2.40  | 3.05 | 3.64         | 18.1         | 5.7          | .39                              | 9                           |
| **10SF                   | 11        | 62               | .41            | 1.1           | 108.8             | 25.1                   | 83.7               | 62        | 3.39               | 2.52  | 3.06 | 3.39         | 18.2         | 5.8          | .39                              | 3                           |
| 11LF                     | 10        | 59               | .14            | .6            | 102.2             | 17.3                   | 84.9               | 92        | 2.94               | 2.71  | 2.92 | 3.01         | 16.4         | 5.6          | .44                              | 5                           |
| 12MW                     | 11        | 70               | .28            | .8            | 126.6             | 40.0                   | 86.6               | 100       | 2.99               | -     | 2.99 | 3.79         | 19.3         | 6.5          | .42                              | 1                           |
| 13LF                     | 16        | 58               | .22            | .7            | 111.8             | 23.0                   | 88.8               | 100       | 2.98               | -     | 2.98 | 3.36         | 19.2         | 6.4          | .36                              | 12                          |
| *14LF                    | 7         | 51               | .30            | 1.3           | 104.4             | 22.2                   | 82.2               | 55        | 3.35               | 2.25  | 2.85 | 3.01         | 17.3         | 6.0          | .42                              | 6                           |
| **15LF                   | 21        | 59               | .30            | .9            | 105.0             | 18.2                   | 86.8               | 100       | 3.18               | -     | 3.18 | 3.37         | 20.8         | 6.5          | .44                              | 11                          |
| 16SF                     | 10        | 130              | .32            | 1.1           | 114.7             | 27.1                   | 87.6               | 85        | 3.17               | 2.69  | 3.09 | 3.58         | 17.5         | 5.6          | .47                              | 7                           |
| 17LFW                    | 17        | 49               | .29            | .8            | 107.1             | 37.3                   | 69.8               | 100       | 3.45               | -     | 3.45 | 3.70         | 18.2         | 5.3          | .66                              | 23                          |
| 18SF                     | 7         | 96               | .32            | .5            | 65.9              | -                      | 65.9               | 90        | 2.97               | 2.64  | 2.94 | 1.97         | 19.2         | 6.4          | -                                | -                           |
| 19MF                     | 6         | 62               | .23            | .5            | 111.3             | 16.0                   | 95.3               | 83        | 3.62               | 2.63  | 3.45 | 3.92         | 21.6         | 6.1          | -                                | 2                           |
| 20MFW                    | 15        | 119              | .26            | .7            | 112.6             | 33.2                   | 79.4               | 100       | 3.10               | -     | 3.10 | 3.49         | 19.6         | 6.3          | .37                              | 5                           |
| *21LF                    | 13        | 77               | .21            | .9            | 112.8             | 24.4                   | 88.4               | 86        | 3.45               | 2.62  | 3.34 | 3.80         | 22.2         | 6.6          | .40                              | 7                           |
| Hi 10                    | 9         | 80               | .20            | .8            | 116.8             | 30.9                   | 85.9               | 84.9      |                    |       | 3.19 | 3.64         | 19.0         | 5.9          | .34                              | 5                           |
| Lo 11                    | 12        | 63               | .17            | .9            | 107.7             | 24.4                   | 83.3               | 83.6      |                    |       | 3.11 | 3.34         | 19.2         | 6.2          | .35                              | 9                           |
| Av. All                  | 11        | 69               | .18            | .9            | 110.0             | 25.5                   | 84.5               | 84.1      |                    |       | 3.14 | 3.46         | 19.1         | 6.1          | .34                              | 7                           |

EGG PRODUCTION AND SALES

| Ident-<br>ifica-<br>tion | Eggs<br>Per<br>Hen | Percent of Market Eggs Sold  |              |        |       |       | Per Dozen        |               |                       |             |                |
|--------------------------|--------------------|--|--------------|--------|-------|-------|------------------|---------------|-----------------------|-------------|----------------|
|                          |                    | Total<br>Large   | *Large<br>AA | Medium | Small | Com'l | Months           | Months        | Ave.<br>Price<br>Eggs | Net<br>Cost | Mgt.<br>Income |
|                          |                    |  |              |        |       |       | **Pullets Added  | **Hens Culled |                       |             |                |
| 1SW                      | 246.3              | 67   | 45           | 22     | 2     | 9     | 5-8-10-12        | 2-6-10-11     | 29.7                  | 23.8        | 5.9            |
| 2IW                      | 204.3              | 69   | 40           | 19     | 3     | 9     | 1-3-5-7-9-11     | 2-5-10-12     | 29.4                  | 23.2        | 6.2            |
| **3IWF                   | 228.8              | -  | -            | -      | -     | -     | 3-6-8-12         | 1-4-9-11-12   | 39.4                  | 34.7        | 4.7            |
| 4MW                      | 230.4              | 67   | 39           | 19     | 4     | 10    | 2-5-7-9-10-11-12 | 7-9-11        | 29.2                  | 24.9        | 4.3            |
| 5LF                      | 241.1              | 64   | 60           | 25     | 5     | 6     | 5-8-9-10         | 8-11          | 29.9                  | 26.1        | 3.8            |
| 6MW                      | 227.2              | 73   | 68           | 18     | 3     | 6     | 1-3-4-6-7-11-12  | 8             | 30.2                  | 26.8        | 3.4            |
| *7MF                     | 250.5              | 57   | 53           | 12     | 22    | 9     | 4-6-9-12         | 2-5-11        | 35.8                  | 34.8        | 1.0            |
| 8MF                      | 229.0              | 71   | 67           | 19     | 3     | 7     | 5-10             | 8-11          | 28.9                  | 28.0        | .9             |
| 9MF                      | 196.0              | 64   | 49           | 22     | 6     | 8     | 3-9              | 6-11          | 30.1                  | 29.4        | .7             |
| **10SF                   | 217.5              | 60   | -            | 31     | 9     | -     | 3-8-9            | 1-6           | 31.5                  | 31.4        | .1             |
| 11LF                     | 214.7              | 63   | 60           | 24     | 6     | 7     | 6-7              | 11-12         | 29.2                  | 29.9        | -.7            |
| 12MW                     | 227.3              | 68   | 60           | 17     | 4     | 11    | 2-4-8-10-12      | 12            | 29.2                  | 30.7        | -1.5           |
| 13LF                     | 209.7              | 54   | 51           | 28     | 9     | 9     | 3-6              | 5-10          | 28.1                  | 30.4        | -2.3           |
| *14LF                    | 199.0              | 63   | 59           | 22     | 7     | 8     | 3-5-8-9-11-12    | 10            | 30.3                  | 32.7        | -2.4           |
| **15LF                   | 187.6              | 70   | -            | 22     | 8     | -     | 3-6-8-10-11      | 3-10          | 31.7                  | 35.1        | -3.4           |
| 16SF                     | 231.4              | 62   | 60           | 24     | 8     | 6     | 4-8              | 8-9-12        | 29.0                  | 32.0        | -3.0           |
| 17LFW                    | 237.9              | 65   | 63           | 25     | 4     | 6     | 2-3-8-10-12      | 2-6           | 29.3                  | 32.5        | -3.2           |
| 18SF                     | 126.4              | 88   | 53           | 7      | 1     | 4     | 10               | 8             | 29.6                  | 38.8        | -9.2           |
| 19MF                     | 216.4              | 61   | 52           | 27     | 5     | 7     | 3-6              | 11            | 28.5                  | 33.9        | -5.4           |
| 20MFW                    | 205.2              | 50   | 47           | 29     | 9     | 12    | 3-10-12          | 8-11-12       | 27.7                  | 34.1        | -6.4           |
| *21LF                    | 199.2              | 63   | 41           | 23     | 7     | 7     | 3-4-6            | 6-9           | 31.5                  | 38.2        | -6.7           |
| Hi 10                    | 226.3              | *Large AA eggs are included in the total of large eggs.                  |              |        |       |       |                  | 31.6          | 28.2                  | 3.4         |                |
| Lo 11                    | 203.8              | **Flocks showing highest management income added pullets and culled hens |              |        |       |       |                  | 30.2          | 33.5                  | -3.3        |                |
| Av. All                  | 212.0              | more often.  |              |        |       |       |                  | 30.7          | 31.4                  | -.7         |                |