

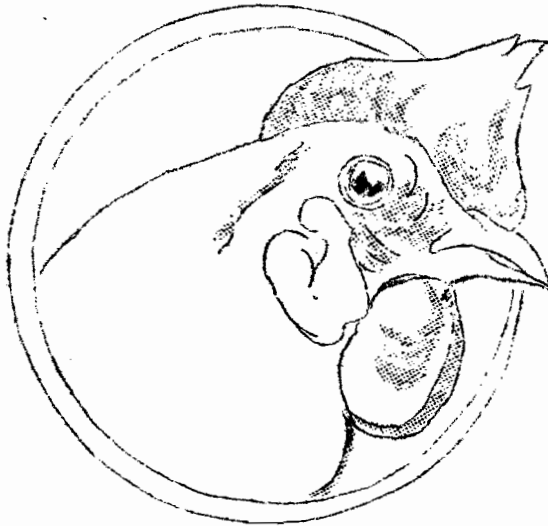
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POULTRY MANAGEMENT

COST STUDY

1958



"GOOD MANAGEMENT
PAYS DIVIDENDS"

UNIVERSITY OF CALIFORNIA
AGRICULTURAL EXTENSION SERVICE
RIVERSIDE COUNTY

UC COOPERATIVE EXTENSION

TWENTIETH ANNUAL
POULTRY MANAGEMENT STUDY
RIVERSIDE COUNTY

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INTRODUCTION

This is the twentieth annual report of the Riverside County Poultry Management Study for the year 1958. The Study is conducted by the Agricultural Extension Service of the University of California in cooperation with interested poultrymen of Riverside County. The Management Study for 1958 is based upon cost and production records from sixteen poultry enterprises.

The purpose of the Study is to develop information pertaining to the most profitable management practices on commercial egg ranches in the county. The Study should not only encourage poultrymen to keep more accurate production cost records, but help them in analyzing their business to determine more efficient methods of operating. This, together with the opportunity of comparing costs and management practices with other cooperators, often brings about changes in management practices which result in greater returns to the producer.

A comparison and analysis of records in the following tables point up some of the reasons why some flocks were more profitable than others. More efficient management practices with lower feed and labor costs can result in higher net income.

A summary of the Poultry Management Studies conducted during the 20 years is found in Table IV. The studies were started in 1929 and discontinued for the ten year period from 1936-1947. Management Studies were started again in 1947 and continued through 1958. Some rather interesting trends have taken place during the 30 year span from 1929 to 1958 as shown in the Summary.

Appreciation is hereby extended to the poultry men who cooperated in the Management Study during the past year.

TRENDS IN POULTRY MANAGEMENT BASED ON MANAGEMENT STUDY

- The Size of Flocks entered in the Study has increased from an average of 894 layers in 1929 to 4,444 layers in 1958. Increase in flock size is a general trend in the county today.
- Egg Production increased from an average of 151.4 eggs per hen in 1929 to 230.0 eggs per hen in 1958. Improved breeding and poultry nutrition no doubt contributed to this increase, however, the practice of selling laying hens around 18 months of age and replacing them with pullets has greatly increased average production per bird.
- Mortality in laying flocks decreased from an average of 21.8% in 1929 to 10.9% in 1958. Factors responsible for the decrease in hen mortality: Improved breeding and management to control disease, and selling hens at younger age.
- Culling laying flocks increased from an average of 34.0% in 1929 to 90.1% in 1958. High production costs and narrow margin of profit has forced poultrymen to cull heavier to maintain a higher rate of lay.
- Labor per hen has decreased the past 6 or 7 years as more labor saving equipment is being used on poultry ranches. Today labor per hen on egg ranches should not run much over 1 hour per bird.

HOW DID 1958 COMPARE AS A POULTRY YEAR?

- Total Costs per birds were slightly higher in 1958 than in 1957. It cost 34.2 cents to produce a dozen eggs in 1958 compared to 33.2 cents per dozen in 1957.
- Management Income per dozen eggs was 2.3 cents in 1958 compared to 3.1 cents in 1957.
- Management Income per bird in 1958 was .44 cents compared with .59 cents per bird in 1957.
- Farm Income per bird in 1958 was \$1.77 compared with a \$1.91 per bird in 1957.

TABLE I - INCOME AND EXPENSE PER HEN

Serial No.	Income					Cash and Depreciation Cost							Net Farm Inc.	Non-Cash Costs		Management Income
	Egg Sales	Poultry Sales	Misc. Inc.	Stk. Inv. Chg.	Total Income	Feed	Drugs	Chix	Misc.	Labor	Depreciation	Total Exp.		Fam. Labor	Int.	
21	7.46	.31	---	.45	\$ 8.21	4.32	.03	.42	.12	---	.41	\$5.27	\$2.94	.94	.20	\$2.01
12	9.18+	.41	---	.50	10.08	4.80	.05	.44	.57	1.69	.13	7.63	2.46+	.01	.19	2.26+
23	9.06+	.39	---	.30	9.75	4.00	.13	.36	.76	.19	.32	5.64	4.11+	1.88	.25	1.97+
22	7.03	.27	---	.31	7.61	4.01	.09	.41	.33	---	.29	5.05	2.56	.80	.15	1.60
27	7.33	.27	.05	.18	7.84	4.24	.03	.41	.15	.20	.20	5.19	2.65	.84	.23	1.58
5	6.61	.49	.02	.11	7.53	4.43	.01	.42	.22	.27	.33	5.66	1.87	.48	.23	1.16
7	6.89	.33	.07	.24	7.47	4.17	.05	.45	.16	.14	.26	5.19	2.28	.87	.29	1.12
19	6.61	.46	---	.01	7.08	4.31	.01	.45	.08	.35	.55	5.74	1.34	.57	.30	.47
24	6.73	.37	---	.42	7.52	4.22	.02	.57	.28	.13	.34	5.55	1.97	1.30	.27	.40
4	7.17	.36	---	.41	7.94	4.31	.12	.37	.83	.22	.34	6.06	1.88	1.32	.19	.37
17	7.07	.40	---	.37	7.84	4.00	.20	.57	.63	.15	.21	5.56	2.28	2.03	.23	.01
6	6.74	.48	.14	.07	7.43	4.42	.05	.40	.50	.23	.26	5.81	1.61	1.18	.49	-.06
10	6.32	.44	.02	.14	6.92	3.69	.05	.38	.91	.10	.55	5.64	1.28	1.17	.33	-.23
3	6.55	.43	.05	.21	7.24	4.15	.03	.57	.39	.89	.77	6.77	.47	.48	.35	-.36
26	6.55	.39	-.04	.12	7.10	4.40	.01	.49	.23	---	.40	5.52	1.58	1.75	.31	-.48
25	5.73	.52	---	.45	6.71	4.49	.07	.94	.41	.07	.71	6.63	.08	.90	.55	-1.37
H	6.95	.37	.02	.26	8.20	4.29	.05	.42	.30	.36	.31	5.67	2.23	.80	.23	1.19
L	6.59	.42	.03	.27	7.34	4.21	.07	.54	.52	.22	.45	5.94	1.31	1.27	.34	-.30
Avg.	6.77	.40	.02	.27	7.77	4.25	.06	.48	.41	.29	.38	5.81	1.77	1.04	.29	.44

H - high; L - low; + Retail (not included in average)

Individual records in these tables are listed in order of management income per hen. Averages for the high 8 flocks and low 8 flocks, profitwise, are shown at the bottom of the tables along with the average for all 16 flocks. The high 8 flocks averaged \$1.19 management income per hen compared with \$.44 per hen for the low 8 flocks - a difference of \$.89 per hen in favor of the high 8 flocks profitwise. The difference was due mainly to higher egg sales.

TABLE II - FLOCK STATISTICS AND PRODUCTION FACTORS

Serial No.	Ranch Size	Wire or Litter	Breed	Laying Flock			Price Per Cull Hen	Hours Labor Per Hen	Pounds Feed Per Hen			Feed Cost Per CWT	% Chick Mortality
				% Died	% Culled	% Added			Est. for Pullets	Est. for Hens	Total		
21	B	W	Wh. Leghorns	11.8	67.9	91.4	.46	.6	22.8	102.9	125.7	\$3.43	4.0
12	E	W	Wh. Leg., G.L.	8.8	77.8	114.2	.52	1.3	28.6	103.4	132.0	3.63	11.9
23	B	L	Wh. Leghorns	7.7	101.0	99.1	.39	1.6	24.8	87.9	112.7	3.38	7.7
22	D	W	Wh. Leghorns	7.3	64.1	84.3	.43	.6	21.1	91.3	112.4	3.52	3.1
27	C	W	Wh. Leghorns	9.4	62.1	91.3	.44	.8	22.8	103.8	126.6	3.34	9.7
5	D	W	Wh. Leghorns	7.3	103.8	110.4	.47	.6	27.6	100.8	128.4	3.45	1.6
7	D	W	Wh. Leghorns	10.4	79.3	130.3	.42	.7	32.6	91.2	123.8	3.37	2.6
19	E	W	Wh. Leghorns	14.4	97.7	113.0	.47	.7	28.3	99.7	128.0	3.37	13.0
24	C	W	Wh. Leghorns	5.2	99.5	118.0	.37	1.0	29.5	91.1	120.6	3.50	5.9
4	C	W	Wh. Leghorns	14.4	100.5	58.7	.36	1.1	14.7	106.4	121.1	3.53	10.0
17	C	W	Wh. Leghorns	23.7	86.1	119.0	.46	1.6	29.8	89.2	119.0	3.36	8.3
6	C	W	Wh. Leghorns	6.8	99.8	99.4	.47	1.0	24.9	93.3	118.2	3.72	2.0
10	C	WL	Wh. Leghorns	12.8	108.0	96.1	.44	.9	24.0	85.9	109.9	3.36	12.0
3	E	W	Wh. Leghorns	12.5	77.0	103.4	.46	1.0	26.1	92.2	118.3	3.51	10.8
26	B	W	Wh. Leghorns	4.2	100.4	92.1	.39	1.2	23.0	103.1	126.1	3.49	9.2
25	C	L	Wh. Leghorns	18.1	117.3	147.9	.45	.7	37.0	87.7	124.7	3.59	8.9
H				9.6	81.7	104.3	.45	.9	26.1	98.0	123.7	3.44	6.7
L				10.9	98.6	104.3	.43	1.1	26.1	93.6	119.7	3.51	8.4
Avg.				10.9	90.1	104.3	.44	1.0	26.1	95.6	121.7	3.47	7.5

A: below 1,500 B: 1,501-3,000 C: 3,001-4,500 D: 4,501-6,000 E: 6,001 - up Egg-Feed Ratio 10.5

TABLE III - EGG PRODUCTION AND SALES

Serial Number	Wire or Litter	Eggs Per Hen	Per-Cent Market Eggs Sold				Per Dozen Eggs Sold			
			Large	Medium	Small	Com'l	Avg. Price	Net Cost	Mgt. Income	Lbs. Feed Fed
21	W	236	88	9	2	1	38.8	28.4	10.5	5.2
12	W	244	60	24	8	8	50.1+	37.8+	12.3+	5.1
23	L	238	45	37	18	5	47.0+	36.8+	10.2+	4.0
22	W	225	89	8	2	1	38.4	29.6	8.7	4.9
27	W	248	63	28	6	3	36.2	28.4	7.8	5.0
5	W	227	74	18	4	4	37.3	31.0	6.3	5.3
7	W	227	58	28	7	7	35.8	30.1	5.8	4.8
19	W	221	64	28	6	2	35.9	33.4	2.5	5.5
24	W	228	72	18	1	9	36.3	34.1	2.1	4.8
4	W	234	68	22	4	6	36.8	34.9	1.9	5.4
17	W	235	74	18	5	3	37.4	37.4	---	4.5
6	W	233	59	25	6	10	35.1	35.5	---	4.7
10	WL	229	61	26	7	6	34.1	35.4	-1.2	4.5
3	W	219	71	22	5	2	36.8	38.8	-2.0	5.1
26	W	228	79	15	4	2	37.6	40.4	-2.7	5.4
25	L	204	50	33	12	5	33.8	41.8	-8.1	5.2
H		233	68	23	7	4	37.0	30.7	6.2	5.0
L		226	67	22	6	5	36.0	37.7	-1.7	5.0
Avg.		230	67	22	7	5	36.5	34.2	2.3	5.0

+ Retail sales (not included in averages)

W - wire floor (cage or community wire floor house)

L - litter floor house

TABLE IV - SUMMARY OF RIVERSIDE COUNTY POULTRY MANAGEMENT STUDIES
SHOWING THIRTY YEAR TREND

Year	No. Record	Flock Size	Eggs Per Hen	Laying Flock		Lbs. Feed Per Hen*	Hours Labor Per Hen	Per Dozen Eggs Sold			Feed Cost Per CWT	Per Hen		Farm Income	Management Income
				% Died	% Culled			Avg. Price	Net Cost	Net Income		Total Income	Total Cost		
1929	12	894	151.4	21.8	34.0	95.8	2.1	33.5	27.6	5.9	2.48	4.67	3.93	1.80	.74
1930	12	895	139.0	26.7	42.1	91.1	1.7	22.1	26.6	-4.5	2.11	2.77	3.29	.46	-.52
1931	20	960	145.1	27.3	39.1	90.0	1.8	20.0	20.9	-0.9	1.41	2.62	2.73	-.69	-.11
1932	18	897	141.8	28.3	27.8	92.6	1.8	18.6	19.3	-0.7	1.57	2.37	2.46	-.66	-.07
1933	24	743	142.6	32.0	34.8	96.5	2.0	18.6	21.4	-2.8	1.59	2.39	2.72	-.45	-.33
1934	16	678	149.0	32.6	35.0	110.3	---	25.1	23.8	1.3	1.89	3.52	3.36	-.97	.16
1935	12	822	144.0	35.0	38.9	107.7	---	25.2	23.8	1.4	1.84	3.41	3.24	.92	.17
1936	10	834	148.0	43.3	39.1	110.5	1.4	24.9	26.6	-1.7	2.25	3.27	3.48	.34	-.21
1947	5	1580	190.0	18.5	68.0	120.2	1.7	56.4	48.3	8.1	4.89	10.29	7.52	1.30	1.24
1948	11	1580	193.0	14.3	82.9	141.6	1.9	56.7	48.6	8.1	4.76	11.72	8.36	3.36	1.30
1949	11	1374	209.0	15.0	77.0	135.0	1.7	47.0	42.1	4.9	4.22	9.75	7.40	2.45	.84
1950	25	1237	217.0	15.0	97.0	142.0	1.7	44.4	41.5	2.9	4.04	9.68	7.26	2.42	.53
1951	19	1624	218.0	12.0	87.0	147.0	1.6	53.4	44.0	9.4	4.29	11.79	10.05	3.68	1.74
1952	22	2158	227.0	12.0	94.0	142.0	1.3	47.9	43.9	4.0	4.53	10.29	9.53	2.30	-.76
1953	20	2158	230.0	10.0	92.0	144.0	1.4	52.7	41.2	11.5	4.10	11.48	9.28	3.68	2.20
1954	23	2805	234.0	10.0	96.0	133.0	1.1	36.4	36.4	---	3.92	7.77	7.78	1.01	-.01
1955	28	2765	234.0	11.0	87.0	130.0	1.1	42.6	36.4	6.2	3.77	9.08	7.90	2.46	1.18
1956	20	2693	232.0	11.0	94.0	130.0	1.1	36.2	34.2	2.0	3.66	8.03	7.63	1.81	.40
1957	17	3068	232.0	10.0	94.0	120.0	.9	35.8	33.2	3.1	3.49	7.44	5.53	1.91	.59
1958	16	4444	230.0	10.9	90.1	121.7	1.0	36.5	34.2	2.5	3.47	7.77	5.81	1.77	.44

*From 1929 - 1933 inclusive, pounds of feed per hen included only feed consumed per layer.
From 1934 on, pounds of feed per hen included feed consumed per layer plus 25 pounds for each replacement.

DEFINITIONS AND EXPLANATIONS OF TERMS

TOTAL INCOME is composed of returns from the sale of eggs, poultry manure, and other miscellaneous incomes; value of eggs eaten in the home and the net increase in the poultry stock inventory.

TOTAL EXPENSE comprises costs of all feed, chicks or poultry bought, hired labor, and other cash items. Value of family labor, depreciation on buildings and equipment, and interest on investment as taken from Internal Revenue report.

FARM INCOME - Total income minus cash and depreciation costs not including family labor and interest on investment as expenses.

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

CHANGE IN STOCK INVENTORY is the change in value of poultry stock on hand at the beginning and end of the year.

AVERAGE NUMBER OF HENS is the average number of hens in the flock for the year. It is obtained by dividing the number of hen days for the year by the number of days in the year.

PERCENT MORTALITY is the percent of the average number of hens that died during the year. It is obtained by dividing the number that died by the average number of hens.

PERCENT CULLED is the percent of the average number of hens that were sold and eaten in the home during the year. The percent is obtained by dividing the number disposed of in this manner by the average number of hens.

PERCENT ADDED is the percent of the average number of hens which were actually added to the flock during the year. To obtain the percent, divide total additions to flock by average number of hens. Pullets were added at five (5) months of age. (They are added at 24 weeks in the 1959 Study).

FEED CONVERSION is the pounds of feed to produce a dozen eggs.

EGG-FEED RATIO - Pounds of feed that can be purchased with one dozen eggs.

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