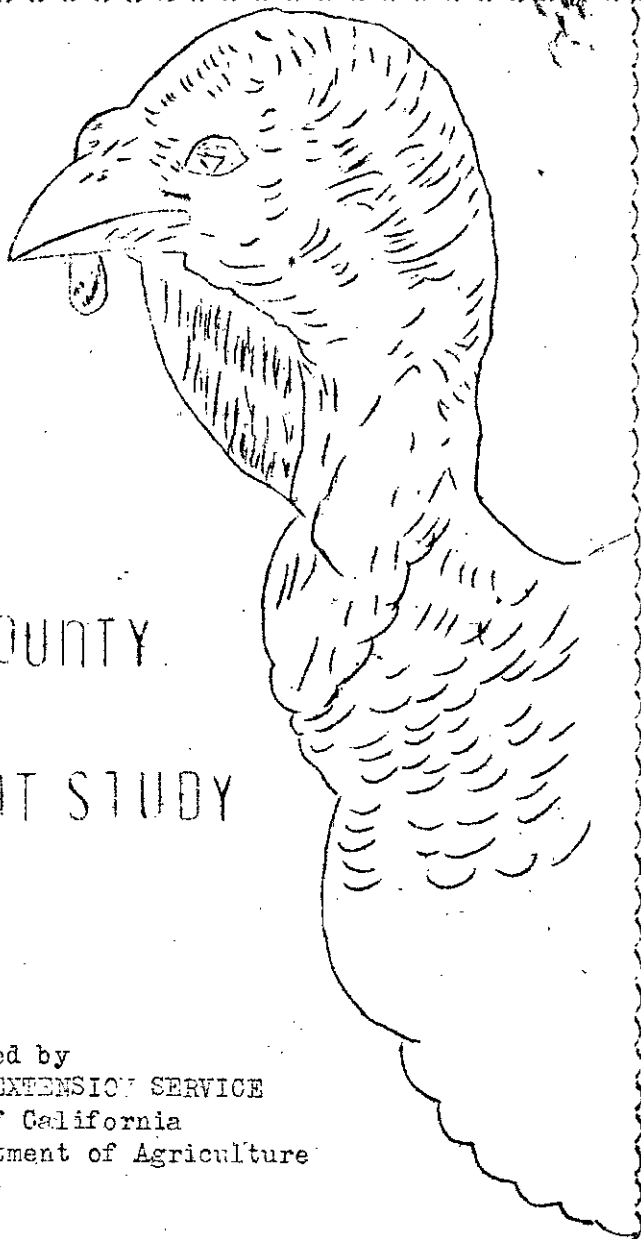


TU-VS-50



FRESNO COUNTY

TURKEY MEAT STUDY

1950

Compiled by
THE AGRICULTURAL EXTENSION SERVICE
University of California
United States Department of Agriculture

UC COOPERTIVE EXTENSION

TURKEY MEAT PRODUCTION

is a big industry in the San Joaquin Valley. Approximately 4,000,000 turkeys are produced in this area annually. This represents roughly 62% of the turkeys produced in California and 9% of the national turkey production.

Approximately 1,000,000 turkeys were raised in Fresno County in 1950. This is 2.25% of the total number of turkeys produced in the United States.

Fresno County is one of the 3 largest turkey producing counties in the nation.

INFORMATION GIVEN IN THIS REPORT:

	1950	Averages	
		1949	1948
Total income per bird	\$5.83	\$6.05	\$9.21
Total expenses per bird	\$5.42	\$6.04	\$6.05
Management income per bird	\$.41	\$.01	\$3.16
Pounds of feed required to produce a pound of meat	4.9	4.9	4.9
Total pounds of feed per bird	98.1	99.0	96.0
Percent of feed fed as mash	61.8	70.1	64.6
Total income per pound	29.1¢	30.1¢	47.0¢
Total costs per pound	27.1¢	30.1¢	30.9¢
Management income per pound	2¢	0.0¢	16.1¢
Weight of birds marketed	20.0	20.1	19.6
Price received per pound	29.1¢	20.1¢	47.0¢
Mortality	13.3%	14.2%	14.2%
Price per poult started	61.0¢	79.0¢	73.0¢
Hours of labor per bird	.4	.5	.5

A more detailed summary of the results will be found on pages 3, 4, and 6.

PREPARED BY

Ray Houck
Farm Advisor
Fresno County
California

B. B. Burlingame
Extension Economist
Agricultural Extension
Service

UC COOPERTIVE EXTENSION

This is the annual report of the 1950 Fresno County Turkey Meat Management Study. The study was conducted by the Agricultural Extension Service in cooperation with 13 turkey growers located in Tulare and Fresno Counties. Approximately 106,000 turkeys were covered by the study. The gross income from these birds amounted to \$524,000.

The purposes of the study were:

1. To assist the grower in analyzing his turkey business.
 - a. By determining where his money goes and why.
 - b. By comparing his operation with that of other growers.
 - c. By checking on the efficiency of his management.
 - d. By pointing out unprofitable practices.
2. To obtain information on the most profitable methods and practices now being used in turkey production.

The records in this meat study cover the raising of poults to be sold for meat or for transfer to the breeding flock. The records start with the purchase of the poults and continues until the birds are sold or transferred to the breed flock. All records were closed in January. Birds transferred to the breeding flock were handled as though they had been sold as meat birds.

HOW INFORMATION IS OBTAINED

Cooperators are furnished monthly bookkeeping forms. Each month, a report is completed and sent to the Farm Advisor's office for tabulating. When the cooperators have marketed all of their birds, a final summary is published. Forms and envelopes for mailing are provided free of charge by the Farm Advisor's office.

WHO MAY COOPERATE?

Any commercial turkey producer may cooperate by contacting the Farm Advisor's Office, Room 20, Post Office Building, Fresno, California

COMPARISONS OF HIGH & LOW INCOME
COOPERATORS IN 1950 WITH AVERAGES FOR ALL COOPERATORS
1950, 1949, 1948, & 1947.

	1950 Results		1950 Averages	1949 Averages	1948 Averages	1947 Averages	4-year Averages
	High 5	Low 5	(13 records)	(7 records)	(11 records)	(12 records)	(43 records)
Number of birds per flock	10,612	6,860	8,184	9,948	7,191	5,355	7,670
Cost per poult started	61.2¢	64.6¢	61¢	79¢	73¢	59¢	68¢
Per cent mortality	11.46%	11.68%	13.3%	14.2%	14.2%	17.2%	14.7%
Mash cost per cwt.	\$4.43	\$4.99	\$4.58	\$4.71	\$5.19	\$4.90	\$4.84
Grain cost per cwt.	\$2.78	\$3.20	\$2.88	\$3.05	\$3.37	\$3.91	\$3.30
Per cent of feed fed as mash	60.5%	68.2%	61.8%	70.1%	64.6%	66.1%	65.65%
Pounds of feed required to produce a pound of meat	4.86	4.96	4.9	4.9	4.9	5.2	4.97
Average weight of all birds	20.48	19.76	20.0	20.1	19.6	19.1	19.7
Hours labor per bird	.34	.46	.4	.5	.5	.4	.45
Total costs of production per bird sold	\$5.07	\$5.93	\$5.42	\$6.04	\$6.05	\$5.85	\$5.84
Average price received per bird sold	\$6.13	\$5.47	\$5.83	\$6.05	\$9.21	\$6.80	\$6.97
* Management income per bird sold	\$1.06	-46¢	41¢	1¢	\$3.16	95¢	\$1.13
** Farm income per bird sold	\$1.28	-19.6¢	65¢	20¢	\$3.40	\$1.17	\$1.35
COSTS & INCOME PER POUND OF TURKEY SOLD							
Feed	18.6¢	22.0¢	19.7¢	21¢	22.7¢	23.8¢	21.8¢
Labor (family & hired)	1.4¢	2.1¢	1.7¢	2.3¢	2.3¢	1.9¢	2¢
Poult cost	3.4¢	3.7¢	3.5¢	4.6¢	4.3¢	3.7¢	4¢
*** Interest on investment at 5%	.38¢	.54¢	.5¢	.5¢	.5¢	.2¢	.42¢
Depreciation	.36¢	.74¢	.7¢	.7¢	.4¢	.3¢	.5¢
Miscellaneous (fuel, taxes, etc.)	.74¢	1.08¢	1.2¢	1.1¢	1.2¢	1.2¢	1.17¢
TOTAL COSTS PER POUND	24.70¢	30.10¢	27.1¢	30.1¢	30.9¢	30.6¢	29.7¢
Price received per pound	29.88¢	27.70¢	29.1¢	30.1¢	47.0¢	35.6¢	35.4¢
MANAGEMENT INCOME PER POUND	5.18¢	-2.4¢	2¢	0.0¢	16.1¢	5.0¢	5.8¢
FARM INCOME PER POUND	6.24¢	-1.1¢	3.3¢	1.0¢	17.3¢	6.2¢	7.0¢

* Management income is total income less total expense.

** Farm income is management income plus charges for the operator's labor and for interest.

*** Covers actual interest paid for financing.

FEED COSTS

amounted to 73% of the total cost of production in 1950. It is in this phase of turkey production that the operator has his greatest opportunity to improve profits.

The feed costs, per pound of meat produced, averaged 18.6¢ for the high 5 records as compared to 22¢ for the low 5 records.

OTHER FACTORS affecting the total feed costs per bird--average price per hundred pounds for mash & grain--and--percent of total feed fed as mash.

On the average, the more profitable growers fed 60.5% of their feed as mash as compared to 68.2% for the less profitable group.

The more profitable flocks averaged \$3.40 per hundredweight for feed as compared to \$4.09 for the less profitable group.

CUT FEED COSTS AND IMPROVE PROFIT by:

Buying all feed in bulk. The net cost of bulk mash averages about \$2.50 per ton less than sack mash. Feeding with bulk feed requires less labor.

Buying the year's grain supply at harvest time. (Normally, prices are lower, but not always true).

Feeding a higher percentage of the total feed as grain.

Using more locally grown grains, such as, barley and milo.

Filling feed hoppers more carefully. Avoid spillage and filling feeders too full.

Handling sacked feed more cautiously, thus avoiding torn sacks.

In the following table, records are arranged from left to right in order of decreasing management income per pound of turkey produced. Averages are listed for all thirteen cooperators in 1950.

UC COOPERTIVE EXTENSION

SUMMARY OF COSTS, INCOME, AND RELATED FACTORS

Fresno County Turkey Meat Study--1950

Cooperator's Serial Number	6	14	1	13	2	10	17	16	4	18	9	11	5	Average
* Number of Birds Sold	L	L	L	M	M	L	S	S	S	S	S	L	S	8,184
COSTS AND INCOME PER BIRD RAISED														
Mash and pellets	\$3.47	\$1.86	\$2.59	\$2.49	\$2.73	\$2.75	\$2.13	\$3.35	\$3.27	\$3.56	\$3.10	\$3.01	\$3.67	\$2.79
Grain	\$1.24	\$1.72	\$0.71	\$0.88	\$0.94	\$0.65	\$1.63	\$0.91	\$0.96	\$0.74	\$1.32	\$1.08	\$0.85	\$1.08
Other feed	4¢	5¢	7¢	7¢	11¢	5¢	18¢	3¢	3¢	3¢	10¢	2¢	2¢	8¢
Hired labor	16¢	36¢	15¢	—	9¢	19¢	14¢	24¢	29¢	46¢	28¢	24¢	2¢	19¢
Family labor	24¢	11¢	5¢	18¢	13¢	17¢	7¢	3¢	6¢	11¢	4¢	21¢	37¢	15¢
Poult	62¢	64¢	64¢	71¢	83¢	53¢	81¢	83¢	78¢	69¢	59¢	80¢	78¢	70¢
Interest on investment	10¢	7¢	7¢	7¢	7¢	11¢	9¢	8¢	10¢	7¢	11¢	13¢	14¢	9¢
Depreciation	17¢	4¢	9¢	5¢	3¢	21¢	13¢	4¢	4¢	4¢	24¢	34¢	8¢	15¢
Miscellaneous (fuel, taxes, etc.)	20¢	12¢	16¢	12¢	11¢	49¢	31¢	11¢	14¢	24¢	12¢	41¢	14¢	23¢
TOTAL COSTS	\$6.24	\$5.07	\$4.53	\$4.57	\$5.04	\$5.15	\$5.49	\$5.62	\$5.67	\$5.94	\$5.90	\$6.24	\$6.07	\$5.46
Average price	\$7.73	\$6.17	\$5.52	\$5.41	\$5.81	\$5.65	\$5.81	\$5.47	\$5.48	\$5.78	\$5.58	\$5.41	\$5.10	\$5.83
Miscellaneous income (manure)	1¢	1¢	5¢	3¢	2¢	6¢	21¢	5¢	5¢	—	3¢	2¢	5¢	4¢
TOTAL INCOME	\$7.74	\$6.13	\$5.57	\$5.44	\$5.83	\$5.71	\$6.02	\$5.52	\$5.53	\$5.78	\$5.61	\$5.43	\$5.15	\$5.87
Management income	\$1.50	\$1.11	\$1.04	\$.87	\$.79	\$.56	\$.53	-\$.10	-\$.14	-\$.16	-\$.29	-\$.81	-\$.92	\$.41
Farm income	\$1.84	\$1.29	\$1.16	\$1.12	\$.99	\$.84	\$.69	\$.01	\$.02	\$.02	-\$.14	-\$.47	-\$.41	\$.33 \$.65

IMPORTANT PROFIT-DETERMINING FACTORS

Pounds of feed per pound of meat	6.1	4.6	4.8	4.1	4.7	5.0	5.1	5.1	4.6	4.8	5.4	4.7	5.3	4.9
Total pounds of feed per bird	130	101	90	84	93	92	104	94	94	93	113	93	99	98
Per cent of feed fed as mash	64.7	39.1	70.3	63.5	64.8	73.8	40.5	71.7	71.7	77.0	63.8	65.6	63.2	61.8
Mash costs per cwt.	\$4.15	\$4.71	\$4.09	\$4.65	\$4.55	\$4.05	\$5.03	\$4.99	\$4.87	\$5.00	\$4.30	\$4.95	\$5.85	\$4.58
Grain costs per cwt.	\$2.71	\$2.79	\$2.66	\$2.85	\$2.87	\$2.70	\$2.63	\$3.42	\$3.60	\$3.44	\$3.22	\$3.41	\$2.33	\$2.88
Hen's average weight	15.4	16.5	16.9	14.1	14.4	13.1	15.6	14.3	14.1	15.2	14.9	13.4	13.4	14.7
Tom's average weight	28.3	27.9	26.0	27.7	25.1	24.4	26.7	22.6	27.3	23.5	26.8	25.8	24.0	26.2
Hens--per pound price	36.6¢	34.4¢	36.1¢	33.0¢	35.8¢	35.0¢	33.8¢	34.6¢	35.1¢	35.9¢	33.0¢	32.9¢	33.1¢	34.5¢
Toms--per pound price	36.0¢	24.5¢	23.9¢	23.0¢	26.0¢	28.1¢	25.5¢	26.7¢	23.3¢	26.2¢	23.5¢	25.0¢	24.0¢	26.1¢
Hours--labor per bird	.5	.5	.2	.2	.3	.4	.2	.4	.4	.6	.3	.5	.5	.4
Per cent mortality	15.6	19.6	6.2	6.5	8.4	22.7	15.8	16.1	11.0	14.2	13.5	9.3	10.4	13.3

COSTS TO PRODUCE A POUND OF TURKEY

Feed	22.2¢	17.1¢	17.7¢	16.8¢	19.2¢	18.7¢	19.3¢	23.5¢	20.9¢	22.4¢	21.6¢	21.1¢	24.3¢	19.7¢
Labor (family & hired)	1.8¢	2.1¢	1.1¢	.8¢	1.1¢	1.9¢	1.0¢	1.5¢	1.7¢	3.0¢	1.5¢	2.3¢	2.1¢	1.7¢
Poult cost	2.9¢	3.0¢	3.4¢	3.5¢	4.2¢	2.9¢	4.0¢	4.6¢	3.8¢	3.6¢	2.8¢	4.1¢	4.2¢	3.5¢
Interest	.5¢	.3¢	.3¢	.4¢	.4¢	.6¢	.5¢	.4¢	.5¢	.3¢	.5¢	.7¢	.7¢	.5¢
Depreciation	.8¢	.2¢	.5¢	.2¢	.1¢	1.1¢	.6¢	.2¢	.2¢	.2¢	1.2¢	1.7¢	.4¢	.7¢
Miscellaneous	1.0¢	.6¢	.9¢	.6¢	.6¢	2.6¢	1.5¢	.6¢	.7¢	1.2¢	.6¢	2.1¢	.8¢	1.2¢
TOTAL COSTS	29.2¢	23.3¢	23.9¢	22.3¢	25.6¢	27.8¢	26.9¢	30.8¢	27.8¢	30.7¢	28.3¢	32.0¢	32.5¢	27.3¢
Less manure income	.1¢	.1¢	.3¢	.2¢	.1¢	.3¢	1.0¢	.3¢	.2¢	—	.2¢	.1¢	.3¢	.2¢
NET COSTS	29.1¢	23.2¢	23.6¢	22.1¢	25.5¢	27.5¢	25.9¢	30.5¢	27.6¢	30.7¢	28.1¢	31.9¢	32.2¢	27.1¢
Price received per pound	36.1¢	28.3¢	29.1¢	26.4¢	29.5¢	30.5¢	28.5¢	29.9¢	26.9¢	29.9¢	26.7¢	27.7¢	27.3¢	29.1¢
Management income per pound	7.0¢	5.1¢	5.5¢	4.3¢	4.0¢	3.0¢	2.6¢	-.6¢	-.7¢	-.8¢	-1.4¢	-4.2¢	-4.9¢	2.0¢
Farm income per pound	8.6¢	5.9¢	6.1¢	5.5¢	5.1¢	4.5¢	3.4¢	.0¢	.1¢	.1¢	-.7¢	-2.4¢	-2.2¢	3.3¢

* Number of birds sold: L - 10,000 and over; M - 6,000 to 10,000; S - under 6,000.

Compare your costs and income with those on the preceding pages.

SUCCESS IN THE TURKEY BUSINESS DEPENDS ON --

At least two uncontrollable factors:

- General price level of feed;
- Price offered for the marketable bird.

A number of controllable factors:

- Pounds of feed required to produce a pound of meat;
- Labor costs per bird;
- Weight and age of birds at marketing;
- Mortality;
- Time and method of marketing;
- Quality of bird.