

How to Use Agri Stats

Presentation for the
2003 North Carolina
Broiler Breeder and
Hatchery Management Conference
October 29, 2003



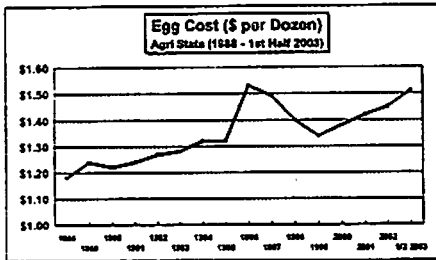
Agri Stats – A tool for breeder and hatchery managers

- The largest database in the poultry industry
- 110 Breeder Operations reporting each month
- Over 150 hatcheries reporting each month
- 726,000,000 chicks in May
- 864,793,000 eggs set in May

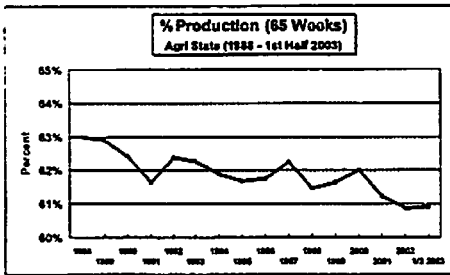
Agri Stats – A tool to manage ?

- How do we use this information?
 - Identify Industry Trends

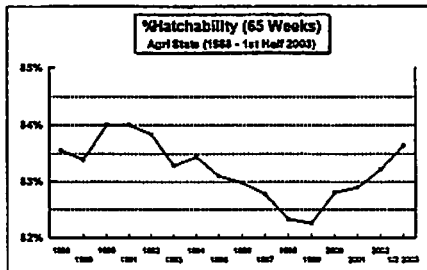
Industry Trends – Agri Stats Vital Signs



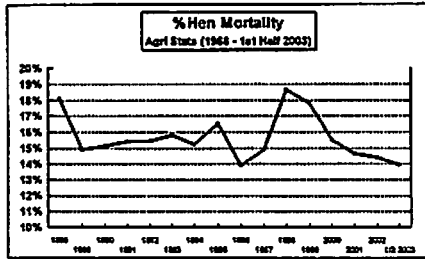
Industry Trends – Agri Stats Vital Signs



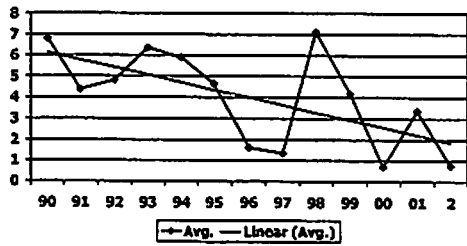
Industry Trends – Agri Stats Vital Signs



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Operations Profits in Average Company (Cents/Live Lb.)



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 - Know where our costs are and what affects those costs

Breakdown of U.S. Live Production Costs 2002

	<u>Cents/Lb.</u>	<u>% of Total</u>
Chick Cost	3.91	16.12%
Grower Cost	4.80	19.79%
Feed Ing	12.69	52.31%
Mill & Del	1.06	4.37%
Vacc & Med	0.05	0.21%
Live Haul	1.25	5.15%
Other	0.50	2.06%
Total	24.26	

Is Pullet Cost Important ?

PuDet Cost	\$ 7.42
PuDet Depr. Cost/Doz. Eggs	\$ 0.525
PuDet Depr Cost/Egg	\$ 0.04375
Avg. Hatch	82.88%
PuDet Depr. Cost/Chick @ 82.88 % Hatch	\$ 0.0528
Avg. Live Bird Wt.	5.20 Lbs.
PuDet Depr. Cost/Lb. of Live Wt.	\$ 0.0102
PuDet Depr. Cost % of Total Live Cost	4.21% *
Total Value of PuDet Depreciation Cost	\$ 409,466,878 **

* Based on Live Cost per lb. of \$ 0.2414

** Based on 2001 Value of Live Production of \$ 9,737,124,564

Is Egg Cost Important ?

Egg Cost/Dozen	\$ 1.4062
% Average Egg Production	61.63 %
1% Higher Egg Production	62.45 %
Value of 1% Imp./Doz. Eggs	\$ 0.014
Dozen Eggs Produced	817,115,275
Total Value of Egg Production	\$1,149,027,499
Total \$ Value of 1% higher egg production	\$ 11,490,275
Egg Cost % of Total Live Cost	11.80 %

Is Chick Cost Important ?

Chick Cost per live lb.	\$ 0.0391
Avg. Live Wt. (lb.)	5.20
Chick Cost of all \$ Spent	\$1,577,414,665
2001 Avg. % Hatch	82.88 %
Value per lb. of 1% better hatch per lb.	\$ 0.00047 *
Total \$ value of 1% better hatch	\$18,802,341
Chick Cost % of Total Live Cost	16.20 %

* Based on 40,334,071,100 Live Lbs. Produced

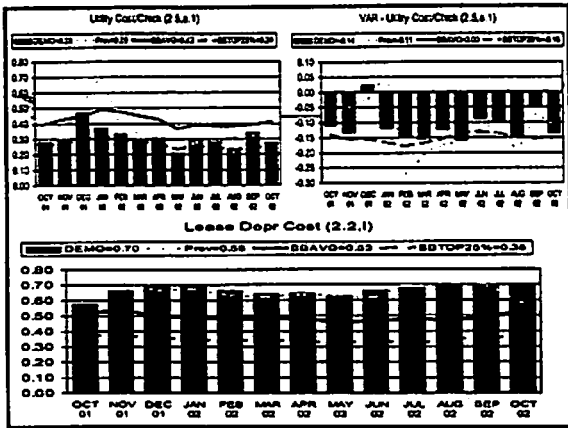
Relative Costs in Hatcheries by Chicks Hatched per Month

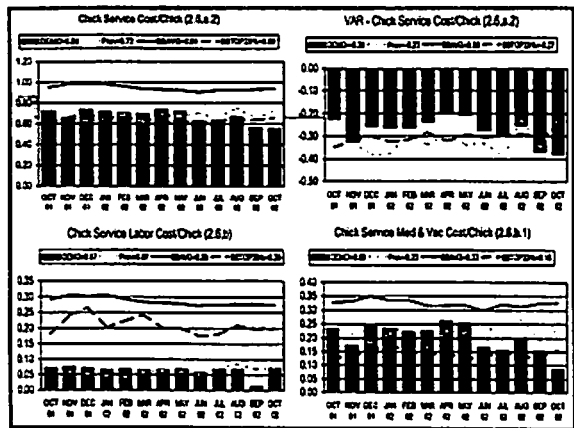
Chix/Mo.	Hatch Debt Cst.	Hatching Cost	Labor Cost	Chick Serv. Cst.	CPMH
> 6.0	4.16	2.77	1.73	.80	1316
5.0 to 6.0	4.11	2.72	1.87	.80	1253
4.0 to 5.0	4.85	3.06	1.98	1.05	1243
3.0 to 4.0	4.78	3.13	2.06	.88	1250
2.0 to 3.0	5.26	3.40	2.08	1.17	1088
< 2.0	5.68	3.74	2.74	1.02	956

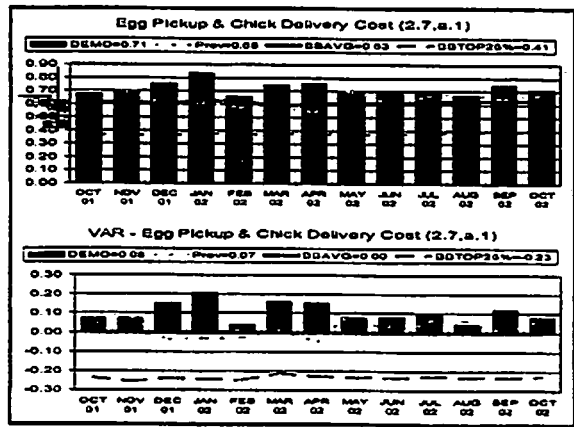
November, 2002

Agri Stats – A tool to manage ?

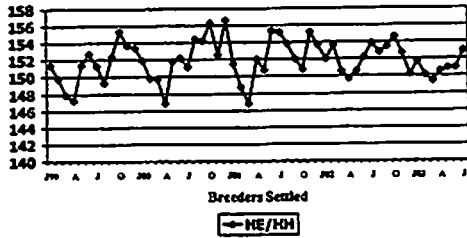
- How do we use this information?
 - Identify Industry Trends
 - Know where our costs are and what affects those costs
 - How do I make this work in my company ?
 - What can I control ?



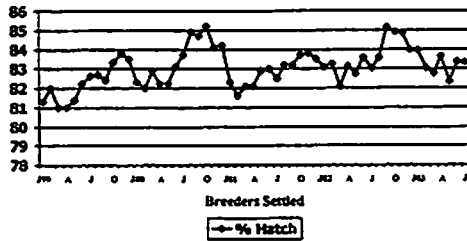




**HE/HH to 65 Weeks of Age
Breed B**




**% Hatchability Life of Flock
Breed A**




**% Hatchability Life of Flock
Breed B**




 **Agri Stats – A tool to manage ?**

- How do we use this information?
 - Identify Industry Trends
 - Know where our costs are and what affects those costs
 - Set targets and goals
 - Example : Which breed crosses are we using ?
 - What's our egg production and hatch expectation ?

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- How do we use this information?
 - Identify Industry Trends
 - Know where our costs are and what affects those costs
 - Set targets and goals
 - Example : Which breed crosses are we using ?
 - What's our egg production and hatch expectation ?
 - How do we invest for better production and cost ?

 **Agri Stats – A tool to manage ?**

- Use Agri Stats to know:
 - Where we are
 - Where we want to be
 - To help identify how to get there



Thank you for your time !

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