



# The Poultry Informed Professional



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## 1998 Broiler Production Systems in Georgia ...

### Costs and Returns Analysis

and most firms have similar preferences in the selection of building types and equipment. Most companies are tolerant of the common choices in construction, i.e., pole or cement foundation with studs and clear span with wooden or steel trusses. Double curtain sidewalls are now encouraged for curtain houses by many broiler firms. Multiple feed bin alignments are generally required to permit complete clean out of feed at designated intervals. Nipple drinker systems are used because they save labor by remaining clean and helping keep litter dry. Some production supervisors require mini-waterers with the nipple drinker systems. Gas hovers are still used some for brooding. However, the use of wall furnaces and radiant heat brooders is the standard in most new buildings. The use of back up generators is becoming more prevalent on farms as is the use of composters and incinerators for dead bird disposal.

by Dan L. Cunningham, Ph.D.  
Extension Coordinator, Dept. of Poultry Science, College of Agricultural and Environmental Sciences, The University of Georgia, Athens, Georgia

### Contract Broiler Production

Alternatives in the selection of housing and equipment for contract broiler production units are limited

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Broiler Performance Data (Region) Live Production Cost					
	SW	Midwest	Southeast	Mid-Atlantic	S-Central
Feed cost/ton w/o color (\$)	123.00	117.60	131.71	131.68	127.78
Feed cost/lb meat (¢)	11.64	11.53	13.14	13.09	12.61
Days to 4.6 lbs	45	43	44	44	44
Med. cost/ton (¢)	2.36	1.93	2.78	2.79	2.51
Chick cost/lb (¢)	3.90	3.60	3.59	3.89	3.64
Vac-Med cost/lb (¢)	0.05	0.05	0.07	0.08	0.09
WB & 1/2 parts condemn. cost/lb	0.22	0.29	0.27	0.35	0.30
% mortality	3.91	4.46	5.16	4.89	5.33
Sq. Ft. @ placement	0.76	0.74	0.74	0.77	0.82
Lbs./Sq. Ft.	6.30	7.32	7.16	6.85	6.62
Down time (days)	17	15	18	14	15

Data for week ending 12/19/98

### E-Mail Notice

We are currently organizing our system to enable us to e-mail the Poultry Informed Professional newsletter. If you would like to receive your newsletter via e-mail, please fax your name and e-mail address to Sue Clanton at (706) 542-5630.

## 1998 Broiler Production Systems in Georgia ... Costs and Returns Analysis

*Continued from page 1*

Closed broiler houses are preferred in some instances. The extra investment is partially compensated for by higher density placement of broiler chicks and greater contract payment rates. Broilers grown in closed, insulated buildings during the winter months require less feed for each pound of meat produced. Standby electric power is needed, and this more sophisticated system requires a more sophisticated operator. All of these factors must be considered in estimating how economical the unit will be for the farmer.

The very hot weather during the summer of 1980 and recurring hot spells have caused a great deal of emphasis to be put on fans, ventilation and evaporative type cooling systems. The use of evaporative cooling systems combined with tunnel ventilation has become standard in the industry. Tunnel ventilation systems have become very popular in recent years because of their ability to cool birds in extremely high temperatures. As cooling and ventilation systems have become more sophisticated, management requirements have increased.

As the attached cost and return budgets indicate, returns to contract poultry producers may be modest, at least until the units are paid for. Contract broiler production requirements for labor are quite modest but the capital requirements are great. One operator, working full time, can handle four or five broiler units on one farm. Most of the operator's work occurs during the first two to three weeks out of the normal six to seven week production period. The return initially from contract broiler production units is quite correctly considered supplementary income in many cases. The fact that returns for contract broiler production units are generally more consistent and dependable compared to other commodities over long periods while labor requirements are low makes this enterprise attractive to many farm families.

Contract broiler production is still heavily concentrated in the northern regions of the state. However, significant new growth within the industry has occurred in the central, western, and southern regions of Georgia. Availability of land, labor, and less environmental constraints have made these regions attractive to poultry producers.

### Contract Broiler Hatching Egg Production

Contract broiler hatching egg production is generally a full-time job for the operator. The popular unit capacities range from 8,000 to 12,000 hens. Some firms permit the use of part-time help and larger units may be permitted as long as the owner is present and working with the hired labor.

Housing and equipment are about the same throughout the broiler industry. Most firms require two-thirds slatted floor and automated egg gathering systems. Special nest arrangements with mechanical egg gathering belts are becoming more popular to reduce labor needs for egg gathering. All new housing is being equipped with mechanical egg gathering systems. As with broilers, fans with fogging nozzles have become popular cooling systems for use in broiler breeder houses. Tunnel ventilation systems with evaporative pads are being required by most firms.

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### Excerpts from the latest Economic Research Service and National Agricultural Statistics Service USDA Reports “ Livestock, Dairy and Poultry Situation and Outlook (ERS)” “Broiler Hatchery and “Chicken and Eggs”(NASS)

#### Broiler Eggs Set in 15 Selected States Up 6 Percent

The National Agricultural Statistics Service (NASS) reports commercial hatcheries in the 15-state weekly program set 182 million eggs in incubators during the week ending December 19, 1998. This was up 6 percent from the eggs set the corresponding week a year earlier. Average hatchability for chicks hatched during the week was 81 percent.

#### Broiler Chicks Placed Up 1 Percent

Broiler growers in the 15-state weekly program placed 144 million chicks for meat production during the week ending December 19, 1998. Placements were up 1 percent from the comparable week in 1997. Cumulative placements from January 4, 1998, through December 19, 1998 were 6.93 billion, up 1 percent from the same period a year earlier according to NASS Broiler Hatchery report.

#### November Egg Production Up 2 Percent

U.S. egg production totaled 6.71 billion during November 1998, up 2 percent from the 6.57 billion produced in 1997. Production included 5.69 billion table eggs and 1.02 billion hatching eggs, of which 695 million were broiler type and 58.0 million were egg type. The total number of layers during November 1998 averaged 318 million, up 3 percent from the total average number of layers during November 1997. November egg production per 100 layers was 2,109 eggs, down 1 percent from 2,122 eggs in November 1997.

*Continued on page 4*

## 1998 Broiler Production Systems in Georgia ... Costs and Returns Analysis

*Continued from page 2*

Considering the investment required, contract broiler hatching egg production is probably more financially rewarding than broiler production. Producing hatching eggs, however, requires considerably more management than producing broilers. Attached are cost and return budgets for broiler hatching egg units. Labor requirements for picking up eggs limit the ultimate size of the hatching egg unit for a farm family unless extra help is available or mechanical egg gathering equipment is installed.

### Cash Flow Projections

When considering investment in a poultry production unit, it is important to consider cash flow as well as potential profitabilities of that unit. Cash flow refers to the amount of income compared to expenses that are available during each time period. Time periods may be weeks, months or years. The reason that cash is important to consider is that some units may have poor or even negative cash flows at times during debt retirement. Thus, additional income may be needed until the enterprise is well established and income begins to substantially exceed expenses. Cash flows for poultry enterprises are often minimal during the payback period for housing and equipment debt, but generally become more positive after the debt is paid off. This is a result of a substantial amount of the original principal and interest payment being returned to the grower rather than the bank. How much is returned depends on how much recapitalization of the facilities might be required and the grower's tax bracket. It is important to realize that during the life of a poultry production facility additional investments in new equipment as well as some modifications to houses may be necessary to maintain production efficiencies. These periodic costs are often offset by increased efficiencies, increases in contracts, or by direct cost sharing with integrators.

Cash flow budgets can be set up in many ways, and the rates of loan repayment, depreciation methods and period used will influence the amount of interest and taxes paid. These factors will all influence the cash flow of an enterprise. Projecting cash flows into the future is complicated by unforeseen circumstances such as changes in incomes and cash costs that normally occur year to year. Thus, any cash flow projection is only an estimate of what may be reasonably expected to occur given the input factors available at that time. For the returns analysis in these example budgets, a 16 year projection with a 15 year payback period has been used. Year 16 is used to demonstrate the potential for improvement in cash flow after debt retirement. Poultry houses typically have productive lives of 20-30 years; thus, most of the returns are generated during the second half of their existence.

The investments in these examples are fully financed at 100% to offset the necessity of calculating an opportunity cost of tying up the growers own capital in this investment as opposed to another. The cash flow projections here do not include any estimates for technological upgrades of equipment or housing that might be required during the 15 years projected since these changes are often accounted for by improvements in performance and by increases in contracts. Equipment for poultry houses is not replaced on an annual basis, but is done periodically as needed. Equipment replacement costs are difficult to project due to variability from grower to grower. However, an annualized charge was included in the grower's cash costs in these examples to account for this eventuality.

The necessity for additional farm equipment such as a tractor, manure spreader, cruster, etc., depends on the litter management program and the availability of services to provide this activity. For many growers in Georgia this equipment is not needed as the manure is given to litter removal specialists in return for this service. If additional equipment investments are required for litter removal and handling, these investments can range from \$10,000 to \$30,000 resulting in additional annual costs of \$1,500 to \$4,800. If the manure can be effectively utilized as a fertilizer or if a market for litter is available, the value of the manure will generally offset this additional cost. If not, the additional costs of this equipment will have to be factored into a grower's budget.

The budgets in these examples were set up to demonstrate potential grower returns with three different performance scenarios. The estimates provided in these budgets were obtained from information provided from samplings of growers, integrators, and contractors in Georgia. The values used are considered to be reasonable representations of a grower's costs and returns for the situations presented, but are not intended to be representative of all grower's situations. Growers may do better or worse than the examples presented here.

The projections of grower returns in these budgets were facilitated by utilizing the amortization schedules provided as part of the Lotus 123 spreadsheet software. The cash flow analysis was adapted from a similar program developed by Dr. Gene Pesti, Department of Poultry Science, The University of Georgia.

The tables demonstrating year to year cash flow and returns analysis for the various examples presented contain projections for net income, depreciation, interest paid, taxable income, taxes, debt retirement, net cash flow, and total return.

**Annual Net Income** — The use of a constant net income figure for the 16 years assumes that increases in costs will be accompanied by an increase in receipts. Net income was derived by subtracting annual cash expenses from total income.

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## 1998 Broiler Production Systems in Georgia ... Costs and Returns Analysis *Continued from page 3*

**Depreciation** — For this analysis, the straightline method for a 10 year period was used.

**Interest** — Calculated at 9.5% per year.

**Taxable Income** — This value was obtained by subtracting depreciation and interest from net operating income.

**Taxes** — Federal income tax, state income tax, and social security taxes combined at 35%

**Net Cash Flow** — Net to growers land, labor and management. Obtained by subtracting interest, taxes and debt retirement from net income.

**Total Return** — Debt retirement plus net cash flow.

### Acknowledgment

Appreciation is expressed to Drs. Larry Vest and Mike Lacy for their assistance in obtaining cost and income information in North Georgia.

### Companion Publications

*Contract Broiler Production: Questions and Answers, Leaflet #423, July, 1995, D.L. Cunningham.*  
*Guidelines for Perspective Contract Broiler Producers, Bulletin #1167, April, 1998, D.L. Cunningham.*

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## Excerpts from “Broiler Hatchery” and “Chicken and Eggs” (NASS)

*Continued from page 2*

### November Egg Production up 2 Percent (continued)

NASS Chicken and Eggs reports all layers in the U.S. on December 1, 1998, totaled 320 million, up 3 percent from a year ago. The 320 million layers consisted of 263 million layers producing table or commercial type eggs, 54.8 million layers producing broiler-type hatching eggs and 2.51 million layers producing egg-type hatching eggs. Rate of lay per day on December 1, 1998 averaged 70.7 eggs per 100 layers, down fractionally from the 71.0 a year ago.

Laying flocks in the 30 major egg production states produced 6.34 billion eggs during November, up 2 percent from November 1997. The average number of layers during November, a 301 million, was up 3 percent from a year earlier.

### Egg-Type Chicks Hatched Up 11 Percent

Egg-type chicks hatched during November totaled 30.8 million, up 11 percent from November 1997. Eggs in incubators totaled 31.7 million on December 1, 1998, down 3 percent from a year ago.

Domestic placements of egg-type pullet chicks for future hatchery supply flocks by leading breeders totaled 232,000 during November 1998, up 80 percent from November 1997.

### Broiler Hatch Up 4 Percent

The November 1998 hatch of broiler-type chicks, at 674 million, was up 4 percent from November of the previous year. There were 618 million eggs in incubators on December 1, 1998, up 4 percent from a year earlier..

Leading breeders placed 7.31 million broiler-type pullet chicks for future domestic hatchery supply flocks during November 1998, up 15 percent from November 1997.

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**NORTHWEST GEORGIA BROILER UNIT**  
(15 year Amortization)

Two House Contract Broiler Production Unit with Tunnel Ventilation, Side Curtains, Cool Pads, Infrared Brooders and Furnaces, and Nipple Drinkers (20,000 Sq. Ft.; 26,000 Capacity/house)

<b>Returns on Investments:</b>	<b>Above Expectation</b>	<b>Expected</b>	<b>Below Expectation</b>
1. 2 House Capacity	52,000	52,000	52,000
2. Batches/Year	5.9	5.5	5.0
3. Bird Weight (lbs.)	5.45	5.35	5.25
4. Capacity Marketed (%)	95.0	95.5	94.5
5. Contract Payment (\$/lb.)	0.048	0.046	0.044
6. Fuel Bonus (\$)	1,800	1,800	1,800
7. Litter (old) <sup>2</sup>			
<b>Total Returns (1x2x3x4x5)+6+7</b>	<b>\$78,046</b>	<b>\$69,017</b>	<b>\$58,557</b>
<b>Grower Investments:</b>			
Buildings	\$128,000 = \$3.20/sq.ft		
Grading & Roads	\$ 14,000 = \$0.35/sq.ft.		
Well & Generator	\$ 18,000 = \$0.45 sq./ft.		
Equipment & Electrical	\$ 94,000 = \$2.35 sq./ft.		
Incinerator	\$ 3,000 = \$0.08 sq./ft.		
<b>Total Investments</b>	<b>\$257,000 = \$6.43 sq./ft.</b>		
<b>Fixed Costs:</b>			
	Loan Repayment (9.5%) = \$32,204		
<b>Annual Expenses:</b>	<b>Above Expectation</b>	<b>Expected</b>	<b>Below Expectation</b>
Litter	\$2,660	\$2,800	\$2,940
Electricity	\$4,370	\$4,600	\$4,830
Fuel	\$4,655	\$4,900	\$5,145
Repairs & Miscellaneous <sup>3</sup>	\$1,520	\$1,600	\$1,680
Incinerator Operations	\$1,900	\$2,000	\$2,100
Insurance & Property Taxes	\$3,420	\$3,600	\$3,780
Equipment Replacements <sup>4</sup>	\$1,900	\$2,000	\$2,100
<b>Total Expenses:</b>	<b>\$20,425</b>	<b>\$21,500</b>	<b>\$22,575</b>
Net Return to Capital, Land, Labor and Management	\$57,621	\$47,517	\$35, 982
Net Avg. Annual Cash Flo (Years 1-15) <sup>5</sup>	\$16,521	\$ 9,855	\$359
Net Avg. Annual Cash Flow (Years 16+) <sup>5</sup>	\$37,454	\$30,886	\$23,383

<sup>1</sup> Represents examples of different income scenarios.

<sup>2</sup> The value of the litter at cleanout is assumed to offset the cost of removal for most farms.

<sup>3</sup> Included routine repairs and maintenance as well as insecticides, disinfectants, supplies, etc.

<sup>4</sup> Accounts for annual charge for replacement of equipment such as drinkers, feeders, curtains, coolpads, etc, that may be necessary over a 15 year period (based on \$15,000/house avg. cost).

<sup>5</sup> Determined from cash flow projections (following pages).

**NORTH GEORGIA HATCHING EGG UNIT**  
(15 Year Amortization)

Two House Hatching Egg Production Unit with Automated Egg Gathering, Tunnel Ventilation, Separate Male Feeders and Cool Pads (10,000 Layers/House).

<b>Returns on Investments:</b>	<b>Above Expectation<sup>1</sup></b>	<b>Expected<sup>1</sup></b>	<b>Below Expectation<sup>1</sup></b>
1. 2 House Capacity <sup>2</sup>	20,000	20,000	20,000
2. Hatching Eggs (doz)	13.8	13.5	13.2
3. Contract Payment (\$/doz)	0.355	0.340	0.340
4. Pullett Growout (\$)	1,800	1,800	1,800
<b>Total Returns:</b>	<b>\$99,780</b>	<b>\$93,600</b>	<b>\$91,560</b>
<b>Grower Investments:</b>			
Buildings		\$160,000 = 4.44/sq.ft	
Well & Grading		\$12,000 = \$0.33/sq.ft.	
Equipment		\$110,000 = \$3.05/sq.ft.	
Mechanical Nests		\$50,000 = \$1.38 sq.ft	
Generator & Incinerator		\$21,000 = \$0.58/sq.ft.	
<b>Total Investments:</b>		<b>\$353,000 = \$9.81 sq.ft.</b>	
<b>Fixed Costs:</b>			
		Loan Repayment (9.5%) = \$44,232	
<b>Annual Expenses:</b>	<b>Above Expectation</b>	<b>Expected</b>	<b>Below Expectation</b>
Litter	\$950	\$1,000	\$1,050
Electricity	\$6,840	\$7,200	\$7,560
Repairs & Replacement	\$3,800	\$4,000	\$4,200
Miscellaneous	\$1,710	\$1,800	\$1,890
Ins. & Property Taxes	\$3,040	\$3,200	\$3,360
Incinerator Operations	\$1,900	\$2,000	\$2,100
<b>Total Expenses:</b>	<b>\$17,480</b>	<b>\$18,400</b>	<b>\$19,320</b>
Net Return to Capital, Land, Labor and Management	\$82,300	\$75,200	\$72,240
Net Avg. Annual Cash Flo (Years 1-15) <sup>3</sup>	\$24,743	\$20,128	\$18,204
Net Avg. Annual Cash Flow (Years 16+) <sup>3</sup>	\$53,495	\$48,880	\$46,956

<sup>1</sup> Represents examples of different income scenarios.

<sup>2</sup> 40x450 ft. hen space

<sup>3</sup> Determined from cash flow projections (following pages)

**NORTH GEORGIA  
BREEDER PULLET UNIT**  
(15 Year Amortization)

Two House Unit with Solid North Wall, Blackout Curtains, Radiant Brooders, Light Traps on Inlets and Exhausts, Tunnel Ventilation, and Nipple Drinkers  
(12,000 Pullets/House)

<b>Returns on Investments:</b>	<b>Above Expectation<sup>1</sup></b>	<b>Expected<sup>1</sup></b>	<b>Below Expectation<sup>1</sup></b>
1. 2 House Size <sup>2</sup>	36,000	36,000	36,000
2. Weeks in Use	46	44	42
3. Contract Payment ((\$sq.ft)	0.036	0.036	0.036
<b>Total Returns</b>	<b>\$59,616</b>	<b>\$57,024</b>	<b>\$54,432</b>
<b>Grower Investments:</b>			
Buildings	\$110,000 = \$3.05/sq.ft.		
Grading	\$ 8,000 = \$0.22/sq.ft		
Well	\$ 4,000 = \$0.11/sq.ft.		
Equipment	\$ 122,000 = \$3.38/sq.ft.		
Incinerator	\$ 3,000 = \$0.08/sq.ft.		
<b>Total Investments</b>	<b>\$ 247,000 = \$6.86/sq.ft.</b>		
<b>Fixed Costs:</b>			
	Loan Repayment (9.5%) \$30,951		
<b>Annual Expenses:</b>	<b>Above Expectation</b>	<b>Expected</b>	<b>Below Expectation</b>
Litter	\$1,330	\$1,400	\$1,470
Electricity	\$3,135	\$3,300	\$3,465
Fuel	\$3,420	\$3,600	\$3,780
Repairs & Misc. <sup>3</sup>	\$2,565	\$2,700	\$2,835
Insurance & Property Taxes	\$3,040	\$3,200	\$3,360
<b>Total Expenses:</b>	<b>\$13,490</b>	<b>\$14,200</b>	<b>\$14,910</b>
Net Return to Capital, Land, Labor and Management	\$46,126	\$42,824	\$39,524
Net Avg. Annual Cash Flow (Years 1-15) <sup>4</sup>	\$ 9,800	\$ 7,327	\$ 4,643
Net Avg. Annual Cash Flow (Years 16+) <sup>4</sup>	\$29,982	\$27,836	\$25,691

<sup>1</sup> Represents examples of different income scenarios.

<sup>2</sup> 40x450 ft. house

<sup>3</sup> Includes routine repairs and maintenance as well as insecticides, disinfectants, supplies, etc.

<sup>4</sup> Determined from cash flow projections.

If you have questions, you may contact Dan L. Cunningham at (206) 542-1325.

**Excerpts from “Broiler Hatchery” and “Chicken and Eggs” (NASS)**  
*Continued from page 4*

**Broiler Eggs Set in 15 Selected States Up 6 Percent**

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**Broiler Chicks Placed Up 1 Percent**

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**Managing Rapid Growth in Broilers and Turkeys ACPV Workshop Vancouver 1999**

The American College of Poultry Veterinarians will be sponsoring a workshop prior to the 48th Western Poultry Disease Conference. The workshop will present information and discussion on the problems and solutions of managing today's birds for rapid growth.

It will be held on Saturday, the 24th of April, 1999. The meeting will take place at the Landmark Hotel and Convention Center in Vancouver, British Columbia, Canada.

Pre-registration for the workshop will be \$125.00 U.S. For further information, please contact:

Lina Kayiktez

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**Broiler Performance Data (Company)**  
**Live Production Cost**

	Average Co.	Top 25%	Top 5 Cos.
Feed cost/ton w/o color (\$)	128.72	122.64	116.91
Feed cost/lb meat (¢)	12.51	11.79	11.44
Days to 4.6 lbs	44	45	45
Med. cost/ton (¢)	2.57	1.48	1.36
Chick cost/lb (¢)	3.84	3.44	2.95
Vac-Med cost/lb (¢)	0.07	0.03	.05
WB & 1/2 parts condemn. cost/lb	.027	0.19	.21
% mortality	4.77	3.77	3.49
Sq. Ft. @ placement	0.76	0.75	0.79
Lbs./Sq. Ft.	6.70	6.86	7.18
Down time (days)	16	15	11

Data for week ending 12/19/98

**Broiler Whole Bird Condemnation (Region)**

	SW	Mid-West	S. East	Mid-Atlantic	S. Central
% Septox	0.341	0.414	0.376	0.323	0.294
% Airsac	0.089	0.069	0.152	0.454	0.241
% I.P.	0.067	0.167	0.202	0.252	0.213
% Leukosis	0.008	0.011	0.016	0.006	0.006
% Bruise	0.009	0.011	0.014	0.024	0.016
% Other	0.030	0.022	0.020	0.049	0.094
% Total	0.533	0.694	0.780	1.107	0.865
% 1/2 parts condemnations	0.333	0.474	0.317	0.303	0.329

Data for week ending 12/19/98



## **A Workshop on Poultry Neonatal Health and Disease**

**An in-depth exploration of the normal and abnormal, in the first two weeks of life**

Presented by the Ontario Association of Poultry Practitioners and the Ontario Veterinary College, Department of Pathobiology, University of Guelph, in association with the American College of Poultry Veterinarians.

**Date:** June 10-12, 1999

**Location:** Life Learning Center, Ontario Veterinary College, University of Guelph, Guelph, Ontario

**Registration fee:** \$150.00 , space limited

For further information, contact Dr. Bruce Hunter, Department of Pathobiology, Ontario Veterinary College, University of Guelph, Guelph, Ontario, N1G 2W1, (519) 824-4120, ext. 4625, or visit the University's web site at <http://WWW.Uoguelph.ca>

**Topics include:** neonatal physiology; immune competence and vaccinology; the impact of the breeder flock , incubation and hatchery, and management on the health of the young bird; normal behavior; and an extensive overview of critical diseases in the neonatal period.

In addition, Dr. Dick Julian will be opening his extensive library of Kodachrome slides, to hold an informal review session of gross and histological avian pathology. This session is optional, but invaluable for anyone planning to take the ACPV examination or wanting a review.

The annual general meeting of the OAPP will be held June 11th.

### **Broiler Whole Bird Condemnation (Company)**

	<b>Average Co.</b>	<b>Top 25%</b>	<b>Top 5 Co.'s</b>
<b>% Septox</b>	<b>0.336</b>	<b>0.269</b>	<b>0.346</b>
<b>% Airsac</b>	<b>0.189</b>	<b>0.081</b>	<b>0.097</b>
<b>% I.P.</b>	<b>0.152</b>	<b>0.061</b>	<b>0.039</b>
<b>% Leukosis</b>	<b>0.010</b>	<b>0.008</b>	<b>0.013</b>
<b>% Bruise</b>	<b>0.014</b>	<b>0.013</b>	<b>0.004</b>
<b>% Other</b>	<b>0.040</b>	<b>0.029</b>	<b>0.028</b>
<b>% Total</b>	<b>0.741</b>	<b>0.460</b>	<b>0.527</b>
<b>% 1/2 parts condemnations</b>	<b>.339</b>	<b>0.304</b>	<b>0.303</b>

**Data for week ending 12/19/98**

# Meetings, Seminars and Conventions

## 1999 January

**January 18-19: Southern Poultry Science Society Annual Meeting**, World Congress Center, Atlanta, GA 30602. Phone (706) 542-1371.

**January 19-22: National Poultry & Food Distributors Association Annual Convention**, Hyatt Regency, Atlanta. New Member Reception, Jan. 20; Member of the Year breakfast, Jan. 21. Contact: Kristin. Phone (770) 535-9901; Fax (770) 535-7385.

**January 20-22: The International Poultry Exposition**, Georgia World Congress Center, Atlanta, GA. Contact: Southeastern Poultry & Egg Assn., 1530 Cooledge Road, Tucker, GA 30030. Fax (770) 493-9257.

## 1999 February

**February 9-10: Australian Poultry Science Symposium**, Sydney, New South Wales, Australia. Contact: Dr. D.J. Farrell, Queensland Poultry Research and Development Centre, Alexandra Hills, Queensland 4161, Australia. Fax +6173824 4316.

**February 18: Iowa Poultry Symposium**, Iowa, Iowa State University, Scheman Continuing Education Bldg., Ames, IA. Contact: Dr. Darrell Trampel, Iowa State University, 2270 College Veterinary Medicine, Ames, IA 50011.

**February 22-23: USDA Agricultural Outlook Forum**, Crystal Gateway Marriott Hotel, 1700 Jefferson Davis Hwy., Arlington, Va. Contact: Outlook Forum '99, Room 5143 South Bldg., USDA, Washington, D.C. 20250-3812. Phone (202) 720-3050.

**February 22-26: PEPA Convention**, Hilton Hotel, Palm Springs, Calif. Contact: Pacific Egg & Poultry Assn., 1521 1 St., Sacramento, Calif. 95814. Phone (916) 441-0801.

**February 26-27: APF Spring Meeting**, Arlington Hotel, Hot Springs, AR 72203. Phone (501) 375-8131.

## 1999 March

**March 16-18: Midwest Poultry Federation Convention**, River Centre, St. Paul, MN. Contact: Midwest Poultry Federation, 2380 Wycliff St., St. Paul, MN 55114-1257. Phone (612) 646-4553.

**March 18-20: VIV-Asia, International Trade Fair on Intensive Animal Production**, Queen Sirikit Centre, Bangkok, Thailand. Contact: Royal Dutch Jaarbeurs, P.O. Box 8500, 3505 RM Utrecht, Holland. Phone +31 30 295 59 11; Fax: + 31 30 29 40379.

**March 24-25: 48th Annual New England Poultry Health Conference**, Sheraton Hotel, Portsmouth, NH. Contact: New England Grain & Feed Council, P.O. Box G, Augusta, MA 04330.

**March 23-25: Canadian Turkey Marketing Agency**, Executive Committees Meeting 23rd, CTMA 25th Annual Meeting 24, CTMA Meeting 24-25, Chateau Laurier Hotel, Ottawa. Contact: CTMA. Phone (905) 564-9356.

## 1999 April

**April 9-13: North Carolina/South Carolina Joint Turkey Federations Spring Meeting**, Embassy Suites Hotel, Myrtle Beach, S.C. Contact: North Carolina Turkey Federation, 4020 Barrett Dr., Suite 102, Raleigh, N.C. 27609. Phone (919) 783-8218.

**April 13-14: Arkansas Poultry Symposium**, Holiday Inn, Springdale, AR. Contact: Judy Kimbrell at Arkansas Poultry Federation. Phone (501) 375-8131.

**April 14-15: Poultry Industry Conference & Exhibition**, Western Fairgrounds, London, ON. Sponsored by the Ontario Poultry Council. Contact: Box 4550, Stn "D", London, ON. N5W 5K3. Phone (519) 438-7203; Fax (519) 679-3124.

**April 15-18: Georgia Poultry Federation Annual Spring Meeting**, Brasstown Valley Resort, Young Harris, GA. Contact: GPF.

Phone (770) 532-0473.

**April 14-16: 'Turkeys' 21st Technical Turkey Conference**, Shrigley Hall Hotel, Pott Shrigley, Nr Macclesfield, Cheshire, UK.

Contact: Conference Office, PO Box 18, Bishopdale, Leyburn DL8 3YY, US. Fax: +44 (0)1969 663764

**April 24-27: 48th Western Poultry Disease Conference**, Landmark Hotel & Conference Centre, Vancouver, BC. Contact: Dr. R. Keith McMillan, 7727 127th Ave., Edmonton, AB. T5C 1R9. Phone (403) 472-4812; Fax (403) 476-7253; e-mail:

dettef.onderka@agric.gov.ab.ca

**Apr 29-May 2 - Georgia Poultry Federation Annual Mtng.**, Brasstown Valley Resort, Young Harris, Ga. Contact: Georgia Poultry Federation, P.O. Box 763 Gainesville, Ga. 30503. Phone:770-532- 0473

## 1999 May

**May 5-6: Trace Mineral Sympm. & Nutrition Conf.**, Fresno, Calif. Contact: California Animal Nutrition Conference Steering Committee, California Grain & Feed Assn., 1521 1 St., Sacramento, Calif. 95814. Phone (916) 441-2272.

**May 6-7: National Breeders Roundtable**, St. Louis, MO. Contact: USPOULTRY, 1530 Cooledge Road, Tucker, GA 30084-7303. Phone (770) 493-9401; fax (770) 493-9257; e-mail mlyle@poultryegg.org or Internet www.poultryegg.org/.

**May 12-13: Texas Poultry Federation Board Meeting**, Dallas. Details from Texas Poultry Federation, P.O. Box 9589, Austin, TX 78766-9589. Phone (512) 451-6816; fax (512) 452-5142.

**May 12-13: British Pig and Poultry Fair**, National Agricultural Center, Stoneleigh Park, Warwickshire, England. Contact: Roul Agricultural Society of England, National Agricultural Center, Stoneleigh Park, WarwickshirCV8 2LZ, UK. Fax:+441203696900