

SECTION 1: What are we talking about:

LAYER ECONOMICS



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SECTION 2: What does this cover:

Measure
Costs
Income
Influence / Change



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SECTION 4: **Measurements and Highest Costs / Losses**

Measure	= What = Accuracy	= Farm dependent / Priorities = Priority and cost of measuring Vs percentage cost
Current Costs	= Feed = Wages / Salaries = Pack station = POLP/Hen Depreciation = Losses	= 50% - 55% = 8% - 11% = 19% - 21% = 8% - 10% (Cull Price) = Production = Breakages = Cracks / Dirties / Pulp = QC



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SECTION 5: **Current Costs**

- Feed
- = Average Intake per Farm
 - = Average Intake per Unit
 - = Nutrient Requirement per Unit
 - = EMO Vs Intakes i.e. What comes out Vs goes in
 - = Optimum Ration per Unit
 - = Kg Feed per Dozen (1.51 – 1.60)
 - = Feed Cost per Dozen (R5.66 – R6.49)
- Wages / Salaries
- = Affect of MWD
 - = Labour Number Vs Farm = Mechanisation Level
 - = Efficiency = Eggs/hour & hours/tasks
 - = Dead Time / Work Flow



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SECTION 5: **Current Costs**

Pack Station

- = Cost per Unit Packaging
- = Cost per Marketing Channel
- = Physical Loss of Packaging
- = Reusable or Recycling Packaging
- = Staff Numbers and Flow
- = Machine Constraints
- = Egg Losses

POLP/ Hen Depreciation

- = Eggs per HH at 72 / 80 / 85 Weeks = 315 / 380 / 408.
- = Production Vs Uniformity / Vaccine Cover / Underlying Diseases
- = Term Mortality of 8% / 10% / 12%
- = Number of Non Producers and Throw Aways
- = Cull Price.



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SECTION 5: **Current Costs**

Losses

= Production

= < Breed Standards

= Drops

= Breakages

= Shed

= Shed to Pack Station

= Cracks / Dirties

= % Cracks

= % Dirties

= % Pulp

= QC

= % Returns

= % Waste

= % Stock

= % Theft



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SECTION 6: Income

- Income
- = Markets
- = Wholesale
- = Informal
- = Formal
- = Value Added – FR, BE, Enriched
- = Egg Size/ Grading
- = Large Vs Extra Large Vs Jumbo
- = Downgrading
- = Losses / Returns / Waste
- = Write Offs
- = Branding / Service
- = Marketing Fees
- = Cost of Sales
- = Discounts
- = SAFSIS / HACCP
- = Hen Number Vs Income



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SECTION 7: Overview:

Measure

Costs

Income

Influence / Change

SECTION 8: Questions

