

ALBC Conference, Nov. 10, 2012

How to Makes Bucks With Ducks

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Metzger Farms

Ducks for Meat

Finding a processor the biggest problem

Very dependant on that processor

Market timing and processing critical

Can sell live if Asian customers

Gradual transition

- 1 Buy day olds

- 2 Buy hatching eggs

- 3 Have breeders

Investment in feed before birds processed

A/R Management with restaurant customers

Ducks for Eggs

Can start small

Can use heritage breeds

Handle all sales yourself

Can be very creative in promotion

Regulations easier

Have to plan further ahead

Where to Sell Duck Eggs..... and Where to Do Your Market Research

Friends and Neighbors
Farmers Markets
Asian Food Markets
Upscale Grocery Stores
Restaurants
Bakers






Metzer Farms
Blown Gdose
and
Duck Eggs
800-424-7735
www.metzerfarms.com













PERFECT EGGS
DISTRIBUTED BY
OLIVERA FOODS
SAN JOSE, CA 95132

EGGS

QUAIL VALLEY EGGS
DISTRIBUTED BY
OLIVERA FOODS
SAN JOSE, CA 95132

QUAIL VALLEY

EGGS

QUAIL VALLEY EGGS
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OLIVERA FOODS
SAN JOSE, CA 95132

VALLEY

health
starts here

WHAT IS AN ANDI SCORE?

- ANDI stands for "Aggregate Nutrition Density Index."
- An ANDI score shows the nutrient density of a food.
- ANDI scores are based on the nutrient density of a food.

LOCAL
Good stuff from
around here

Metzer Farms
CONZALES, CA

Large Duck Eggs

89¢
EA

...y,
... eggs may
illness, especially if you have
certain medical conditions.



Metzer Farms

GONZALES CA

Goose Eggs

16276

Duck Egg Cafe

OPEN

illy

We support local
and British produce!
All our fruit, veg,
fish and shellfish
comes from a Brixton Market!

We serve
illy
coffee here!

All our meat and poultry comes
from a Smithfield Market daily
and most gets frozen!
Our speciality duck eggs are free range
and come from a kitchen farm
in Norfolk

Breed Selection

Khaki Campbell – the Gold Standard of egg laying ducks

Pekin – Large eggs but weight control of breeder duck needed for maximum production

Welsh Harlequin

Runners?

Dark or white embryos for balut?











Maximizing Egg Production

Pekin – strict weight control during growth

Other breeds – clean up daily during growth

Exercise

Keep dry

Correct male:female ratio (if fertile eggs needed)

Correct feed: no mash

good quality, 18%+ protein

enough to eat

Sufficient space: 4 sq ft. per bird

Correct Lighting

No Stress !!!



















Lighting for Ducks

Supplement to 17-18 hours of light per day

Add artificial light in morning and evening

Gradual increase at 18 weeks

Do not allow days to become shorter during
egg production

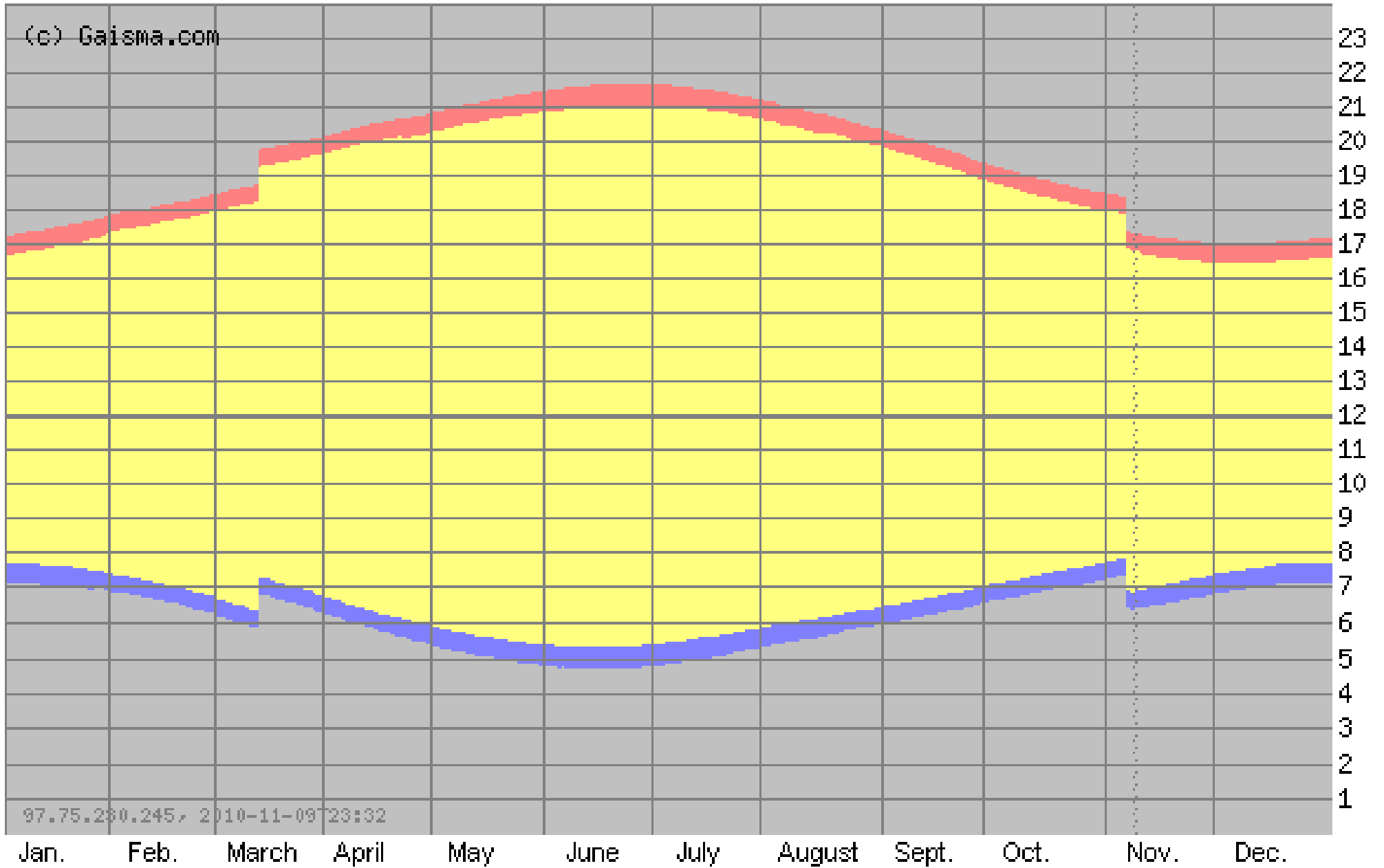
Use time clocks

Monitor lights are working with time clocks

At least .5 foot candles – can read newspaper

Prefer warmer colored lights

(c) Gaisma.com



97.75.230.245, 2010-11-09 23:32

Darkness Dawn Sunshine Dusk :

Portland, OR Minneapolis, MN Bangor, ME



4 3 2 1

TIME OF DAY

KINTERMATIC

12 11 10 9 8 7 6 5 4 3 2 1
AM
12 11 10 9 8 7 6 5 4 3 2 1
PM



Hints

Molting – Why, How and How Many Times

Culling Non-Layers

Utilizing Older Breeders

Solving Problems – what has changed?

Planning Production

- Duckling to 5% production 20-22 weeks

- Duckling to maximum production 29-31 weeks

Nest design

Washing eggs

Grading Eggs





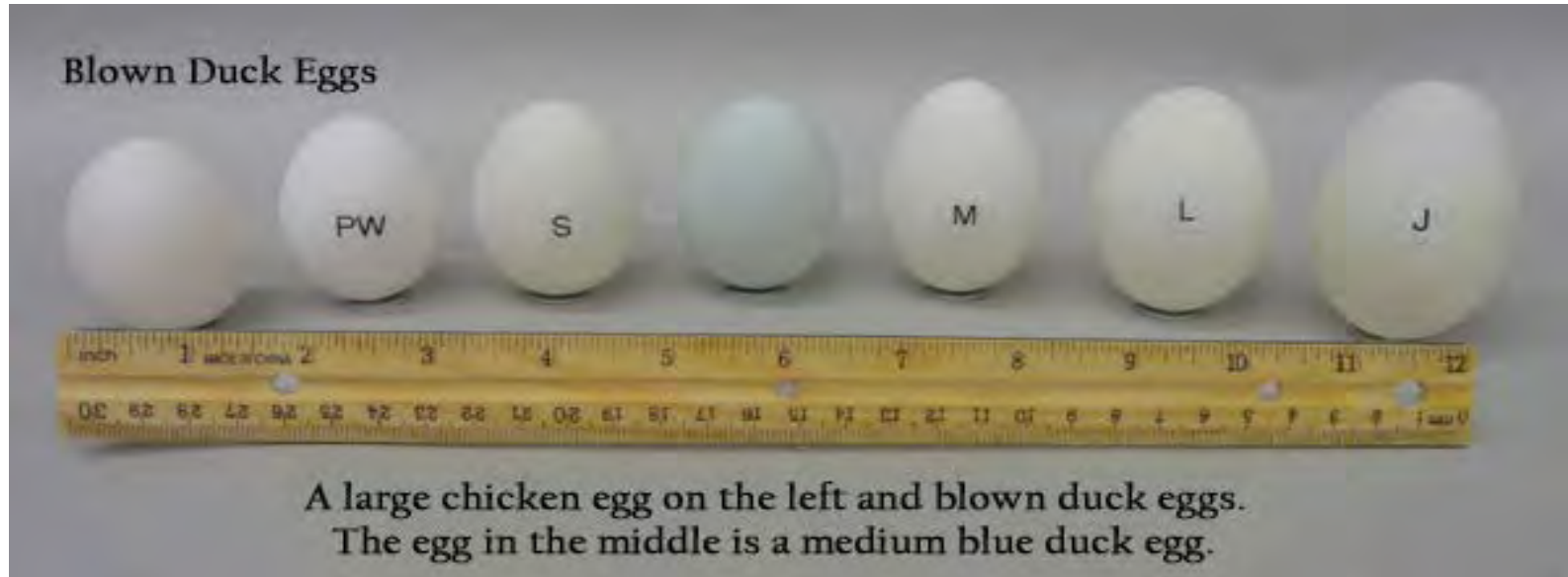






PRECAUCION
PARE
MAQUINARIA
ANTES DE
LIMPIAR,
ACEITAR O
COMPONER

Sizing Duck Eggs



- Pee Wee less than 70 grams
- Small 70-80 grams
- Medium 80-90 grams
- Large 90-100 grams
- Jumbo 100+ grams

Packaging for Duck Eggs

Paper cartons, get largest possible

Plastic clamshells

Turkey egg flats, 20 eggs per flat

Chicken egg flats, 30 eggs per flat











Advantages of Duck Eggs Over Chicken Eggs

Better for baking

More nutritional 7 of 8 minerals

7 of 9 vitamins

11 of 18 amino acids

Non-allergenic for some allergic to chicken eggs

Longer storage

Stronger shells

Better taste ?

Something different



Advantages of Ducks over Chickens

Lay eggs early in morning – easier to find eggs

More disease resistant

Can tolerate wet, cold conditions better

Less likely to fly

Combs don't freeze

Easier to herd

Don't scratch

Less cannibalistic

Easier to get in at night







Disadvantages of Ducks vs. Chickens

Duck eggs are unknown to most customers

Eggs may freeze if laid early in the morning

Dirtier nest

Can make water a problem if not controlled

Wetter droppings – more bedding required







Economics

My feed cost last year \$.20 per egg produced.

This is all breeds, including bigger eating Pekin and less productive Mallards

I am feeding males (1 male to every 5 females)

I purchase feed in bulk so my costs are less

Direct expenses are feed, labor, bedding, power

Indirect expenses are housing, fencing, insurance, vehicles, gas, selling equipment, egg washing equipment – **INCLUDE THESE!!**

Sample Prices

Farmers Markets, fresh, retail

Medium \$.70 - \$.83

Grocery stores, fresh, wholesale

Medium \$.62 - \$.74

Aslan stores, wholesale

Medium balut \$.75/egg

Medium salted \$.65/egg

Assumptions

Want 100 females laying

Fertile eggs not needed

8% loss during grow period

Khaki Campbell ducklings \$5.50, postage \$.60

20 weeks grow period

40 weeks lay period

195 eggs in 40 weeks

\$500/ton for feed

.33 lb./day/duck during grow period

.41 lb./day/duck during lay period

No value to layers at end

Profit/Loss

Income

$$100 \times 195 \times .98 \times \$.69/\text{egg} = \$13,186$$

Expenses

Ducklings

$$108 \times \$6.10 = \$ 659$$

Feed

$$108 \times 20 \times 7 \times .33 \times \$.25 = 1247$$

$$100 \times 40 \times 7 \times .41 \times \$.25 = 2870$$

Labor

$$60 \times 7 \times 1.25 \times \$8 = 4200$$

Profit/Loss cont.

Bedding

$$60 \times .5 \times \$6 = \$ 180$$

Cartons

$$195 \times 100 \times .98 / 12 \times \$.35 = 557$$

Overhead

Insurance, vehicle, gas, fencing, housing,
Equipment, advertising, fees, soap, egg
Washer, Phone, Repairs 2000

Total Expenses \$11,713

Bottom Line

| | |
|----------------|----------|
| Total Income | \$13,186 |
| Total Expenses | 11,713 |
| Net Income | \$ 1,473 |

Be Prepared for Surprises !

Look at the next picture

What is on the netting at the top of the picture?

How did it get there?

A human did not put it there.

It happened twice.

?

