

How Much For That Bird?

By Dave Cooke

This is one of the questions we all get asked one time or another during the season. As for myself, I have a set policy that if I can't sell a bird at a certain price then I won't let it go.

This may sound selfish, but there are other breeders that do the same thing. I breed from a small select stud of Modenas. I only band 50 to 60 a year. I usually try to keep about 10% back for my breeding program and sell a few and eliminate the majority of them. I usually sell my birds at a good price and people who know me know this.

Let me explain my reasons. I, like you, take pride in my Modenas and my loft setup. I spend a lot of money on a bird for my outcross when I need to. My medications, vitamins and top quality feed cost a lot of money too. I spend 15-20 hours a week in the loft cleaning, coop training, giving them their baths, setting up my pairs before and during the season and just studying the birds. I also attend a few shows a year that can be very costly. So as you can see a lot of money can be wrapped up in this hobby of ours we all like. So these are the reasons for selling only the best that I have and eliminating the rest and some breeders think I am too strict.

The way that I see it is if I can sell a decent Modena that is worth good money to a person then he will get more out of that bird than buying a lot of cheaper birds. I have been told my ways are not right and that I should sell most of what I raise. That is not what I am all about and right or wrong I feel I am doing the best thing for the person spending the cash on the hobby.

So when you are asking a breeder how much do you want for that Modena. Just stop and think how much time and money the guy has put into his stock and then go for it if that is what you want and are looking for.