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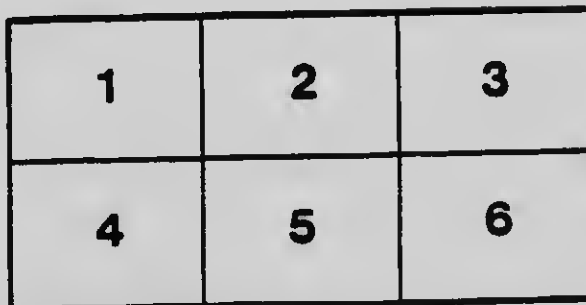
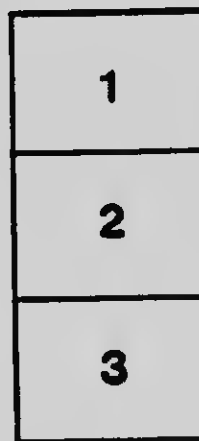
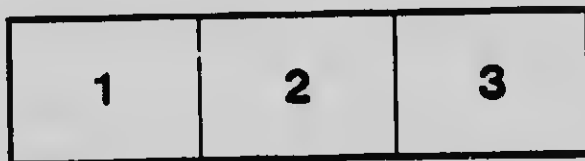
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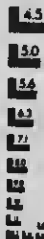
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*"A merry disposition, with sound 'common sense,' makes the plainest person attractive. No better inspiration to modest merriment than a happy singing Canary."*



## CANARIES vs. CHICKENS

—OR—

# MONEY IN CANARIES

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### INTRODUCTORY

**T**HE purpose of this treatise is not in any sense to under-value the keeping of poultry. On the contrary, we are inclined to agree with one writer that "A young man who does not love choice fowl is an unsafe person for a girl to wed." In all seriousness he ranks the moral and spiritual value of fowl quite high and says, "A flock of healthy, clean, cackling fowl cannot but make a pleasant husband or happy wife and children." It is hard to over-value the chicken hobby.

But the same writer also reminds the young poultry keeper that it is easy to be deceived as to the labor and expense. "It is easier," he says, "to lose a hundred dollars with poultry and not know where it has gone than in almost any other business of the same outlay. There are many every year who start with enthusiasm, talk loud, and with great confidence; then run into some breaker and sell out before the end of the year." Let full credit, however, be given in this comparison to poultry as a pleasant and profitable hobby while placing alongside of it a more profitable kind of pets, and in many respects more pleasant, viz: Singing Canaries.

*MONEY IN CANARIES.*

CHAPTER I.

CANARIES OR CHICKENS

To keep chickens properly much ground is necessary, as a large run should be provided to keep them healthy and in laying condition, and this in many cities is not to be had; and even when the back lot is big enough the chickens have to be well cooped and fenced, or they will be a nuisance, and the coop has to be kept scrupulously clean, if neighbors are not given 'cause to complain.

Canaries, on the other hand, may be kept in the living room of any house, and so far from being a nuisance, they lend sweetness, interest and variety to the home.

Apart from song, they are, perhaps, the most interesting pets to be had, but if one have an ear for music the trained warbling of Cottam Canaries with flute, bell, and various other notes, rolls and trills, will give pleasure not to be had in any other way. Indeed, with or without an ear for music, few persons are not appealed to by these songsters, and those who enjoy the more robust and strident song of an ordinary Canary, will be charmed with the delightful music of his trained brother, the Cottam Canary. While distinct, and of great carrying power, the song of these birds is so soft and mellow as to soothe and charm instead of annoy even a sufferer with nervous headache. And while poul-

try may make a happy home, Canaries are certainly more effective in this direction.

With poultry there is much work which is not attended to with comfort by many women. The pens have to be cleaned thoroughly and regularly else they become infested with vermin, and the fowl are troubled with diseases of various kinds. The writer before quoted refers as follows to many flocks of fowl: "Some are sneezing with the roup, and rolling to get rid of the millions of mites which infest them and their quarters: Black hens, dirty white hens, yellow hens, brown hens and speckled hens; some with top-knots, some with none; some with combs and toes frozen; they roost on the fence or wagons, and lay

(if they lay at all) in the wood pile ; they look scrawny, dirty, and saucy, and seem to hate themselves." Again our writer notes the moral effect and adds, "When we see a sight like that, nine cases out of ten the man of the house never calls his wife by loving, tender names, and the children speak of the father as the 'old man'."

Some of these troubles in less degree are, of course, incident to the keeping of Canaries, but on so much smaller a scale that the trouble in one case is practically nothing as compared with that in the other. Fowl kept in the back-yard away from the house are so easily forgotten ! And often the fowl-owner's house will be spick and span in every particular, but the hen coop !

—alas! far from what it ought to be. But Canaries must share the home life of their owner, and if he be inclined to carelessness, they are so constantly brought to notice that regular neglect is much less likely to occur than if the pets were at the back of the lot. In some kitchens the Canary cage is the most cleanly and tidy spot. For few women can resist the plaintive chirp of Canaries asking for food and attention; and if labor there be with them, it is indeed a labor of love.

With poultry a disagreeable task is that of killing members of the flock which have become endeared by many ties of affection to the poultry keeper and the family. Such wrenches of the heart, of course, are soon

smothered or forgotten in pleasure of palate and narcotic stupor of a full stomach. But most women will on no account undertake the work, and not a few refuse to sanction it. Such work comes occasionally even where the flock of fowl are kept only for the home ; and where poultry is raised for the market a butcher is almost necessary. Flucking, drawing, and preparing for the market is unenviable work, and unless one is in the business extensively the marketing of fowl is not an easy undertaking. With Canaries, needless to say, there is nothing of this kind, and while it is necessary to dispose of the pets, if profit is to be had, the circumstances of their departure are altogether pleasant ; and when



once the Canary breeder has established a reputation for choice singers the demand generally exceeds the supply.



**HAPPY WOMEN**—No matter how heavy your heart, a few moments caring for a happy singing Canary will lighten the deepest gloom. A few dollars for a bird, feed him Bird Bread and Cottam Bird Seed, follow the directions thereon, and for years you'll have a refuge from the blues. -

## CHAPTER II.

## CANARY POSSIBILITIES

In order to make money and to supplement a scanty income, many women breed Canaries, and their success is generally beyond their expectation. In this way an incredible amount of money is made by the peasantry of Germany, France, and the British Isles, particularly the Counties of Norfolk, Lancashire, Yorkshire, and the City of Glasgow. On the other side of the ocean, however, the prices realized are very small, perhaps not half or even one-third the prices paid in America, where tens of thousands of European Canaries are marketed every year.

Nor is the extensive raising of cage birds confined to Europe. The women of North America by this means earn thousands of dollars yearly, so increasing their own comforts, and many helping to pay off mortgages on their property.

The following is the story of one Canary keeper: A woman lay on her bed very ill, and her husband to cheer her bought two Canaries. Both turned out to be females. But that was well, as a loud song would have been distressing to the patient for whom these birds proved good medicine by gaining her interest in their cheerful chirping and sprightliness. This little experiment was a complete success, for the wife soon recovered, and the Canaries con-

tributed not a little to this result, so that the husband felt amply repaid by his first investment. But his interest thus begun was not to stop. He was led to see in cage birds not only pleasant remedy for diseases of mind and body, but also a means of increasing his bank account. Through this experience he was led into business as a fancier and dealer, and while not now actively engaged in the bird business, he is still living to enjoy a moderate degree of comfort which directly and indirectly is the result of his first investment in Canaries. This little story from real life shows some of the mental, physical and financial possibilities of the breeding and handling of Canaries.

*Music, birds and flowers bring  
many happy hours.*

## CHAPTER III.

## POULTRY PROFIT

But let us come to dollars and cents. It would be useless to attempt a statement of the profit and loss in poultry that would agree with the experience or fancy of every poultry keeper. Many volumes have been and are being written on this question, and there is little likelihood of a common opinion being reached. Some poultry keepers make a good living and some a handsome profit besides, but it is safe to say that for every such case there are hundreds and possibly thousands like those above referred to, who start with enthusiasm, talk loud with great confidence, and before long

sell out—or are sold out. Without quoting details of innumerable statements and statistical tables from poultry journals, text books, and government reports, we will here only give what is practically a digest of thousands of experiments so recorded, and of opinions of leading poultry men. The figures assume that the poultry are kept in the best condition, which of course is very far from general practice, so the results of the average poultry keeper will not equal those here given.

A hen may be said to produce yearly, say ten dozen eggs, which let us suppose realize the year round an average price of 20c per dozen. It costs at least 6c per dozen eggs for food eaten by the hen while



laying, not taking into consideration at all the expense of hatching and rearing the pullets till they start to lay. Then supposing after laying for one or two years the hen is fattened, killed and sold at a weight of six pounds, the average price realized will not equal 10c per pound, and the lowest cost of the food necessary during fattening period, of say three to four weeks, will be 12c. Summarized, the above statements show the account per hen as follows:

10 dozen Eggs at 20c per doz.....	\$2.00	
Food cost, 10 doz. eggs at 6c per doz.	.60	
Profit in eggs per year .....		\$1.40
6 lbs. dressed fowl at 10c.. .....	.60	
Cost of fattening..... .....	.12	
Profit per fowl, dressed..... .....		.48
Total profit dressed fowl and eggs		
1 year..... .....		\$1.88

Brought forward .....	\$1.88
Cost of hatching and rearing to lay,	•
say.....	<u>.39</u>
Net profit per hen per year.....	\$1.49

It is fair to say that few poultry keepers realize \$1.49 net income per hen per year, and from this has to be deducted the cost of pens, utensils, and plant generally, cost of labor and interest on investment, all of which must be taken into account before the net profit in poultry keeping can be known.

CHAPTER IV.  
CANARY PROFIT

Now as to the profits of Canary breeding. Canaries generally have three nests of young each season, and lay from four to five eggs at each setting. We have known as many as sixteen and seventeen birds to be raised from one pair, but this is not the rule. Here is the experience of several ladies. A great many more could be mentioned, but these are selected as fairly representing what might be expected by beginners.

Mrs. S. A. R. mated one pair of Canaries and the result in gross income for one season was \$19.00, as follows :

Six singers sold at \$2.50 to \$3.00 .....	\$17.00
Four hens at 50c.....	2.00
	<u>19.00</u>

Mrs. W. F. also mated but one pair of birds with \$17.40 as one season's results :

Five singers at \$2.75 to \$3.25.....	\$15.00
Six hens at 40c.....	2.40
	<u>17.40</u>

Mrs. B. W. had four pairs of birds and realized \$65.20 as follows :

24 singers at \$2.25 to \$2.75.....	\$60.00
13 hens at 35c to 50c.....	5.20
	<u>65.20</u>

Thus Mrs. B. W., \$65.20, and Mrs. W. F., \$17.40, and Mrs. S. A. R., \$19.00, makes a total of \$101.60 produced by six pair, (12 birds), or an average gross income per canary of \$8.46 or \$16.92 per pair.

The above statement makes unnecessary any further comparison between poultry and Canaries as to relative profit. It only remains to say that common practice shows the cost per Canary for food and keep to be not greater than that of keeping a fowl, the yearly cost of which is above understated at \$1.11; that is, 60c + 12c + 39c, in statement on pages 21,22, totals \$1.11. To be safe, let us assume that the cost of feeding and keeping a pair of Canaries is the very excessive amount of \$3.00 per pair. The experience of the above mentioned ladies gives \$16.92 as the average product per pair. \$16.92 income, less \$3.00 expense, leaves a net profit of \$13.92 per pair. Or again, to handicap the Canaries, let us say

the net profit per pair of Canaries was \$12.00 per year, or \$6.00 per bird, as compared with a net profit per fowl of \$1.49. This shows \$4.51 per head per year larger profit in favor of the Canary. In large cities even better prices than those realized by the ladies mentioned can be obtained for choice singing Canaries, and in country places perhaps somewhat less.

*But with above prices cut in half it will be seen that Canaries bring far better returns than poultry or any other pet stock.*

Further, the above results were obtained with the ordinary Canary to be found in so many homes. When the old birds are choice Cottam Canaries, however, and the

young have acquired the trained song, breeders obtain as high as \$4.00, \$5.00 and \$6.00 per singer. With Canaries as with chickens and all other live stock, *it is quality that counts.* The cost to feed the best and most expensive Canary is no more than to feed scrub birds which no one will buy. And while breeders secure good returns from raising ordinary Canaries, they would easily double their profits were they to keep only the best, and give particular attention to improvement of their birds' song. We strongly recommend that breeders purchase only Cottam Canaries, which can be had in several grades, and will always be found to be exceptional value for the price. They cost more than

ordinary birds, but are worth more, and will be found to be equal in every respect to the finest birds imported from Germany. No mistake can be made in dealing with a firm that has been in the business so many years and given special study and attention to Singing Canaries suitable for the Canadian climate.



## CHAPTER V.

## METHODS WITH CANARIES

A few words as to methods. Canaries are great imitators, and while the strain of stock has everything to do with their singing ability, even the finest bred birds will imitate what they hear, and if allowed to listen, even a short time, to the harsh notes of an ordinary Canary they will quickly acquire a similar song. The best plan is to start with one or two choice Cottam Canary singers, and with only these in the house the young birds are sure to imitate the finest notes of the old ones.

The beginner in Canary breeding should have in mind establishing a permanent repu-

tation for fine birds, and not look merely to the sales of one season, however satisfactory a profit may be made at the start. To get the best profits birds should not be marketed through dealers, who always pay as little as possible, but sold direct to those who want a singer as a pet. After two or three years breeding, any one will become known extensively as a Canary fancier, and if only choice singers be raised demand will come for the young birds in a way that seems out of the question at the start.

Then the mistake of undervaluing the young birds should not be made. Some breeders sell altogether cheaper than is necessary, and others give away birds, and

so create the impression in their neighborhood that a Canary is not something to be bought. Better hold the birds at a fair valuation, if it does mean keeping them too long, than spoil the market by giving too freely. If birds have to be sold cheap, send them a long distance where you are not known, and where they will not spoil your reputation. No one values that for which little is paid—not even one's best friends. If they love birds they will buy, if good value be given; and if their liking for birds is not strong enough to make them buy, a bird given free will only be neglected, undervalued, and made to suffer by wrong treatment.

So far in this treatise Singing Canaries

only have been considered, and it is to these we recommend a beginner to pay attention. It will, however, be interesting and surprising to some to know that various breeds of fancy Canaries, which have little value in point of song, are extensively raised and find a market in this country. Canary Societies holding regular meetings and shows are to be found in our principal cities, notably Toronto, Montreal and Vancouver, and their attention is largely taken up with these fancy breeds. Interest in them is constantly increasing, and the total value of the yearly increase of Canary stock runs into surprising figures. Twenty-five and fifty dollars a pair is no unusual figure to be paid for stock birds of the dif-

ferent breeds. Belgians, Scotch Fancies, Yorkshires, Lancashire Coppies, Lizards, Cinnamons, Norwich Plain Heads, and Norwich Crested, and other breeds have an extensive following, though the Norwich is more generally the fancy of Canadian breeders, if we except the ordinary Canaries found in so many homes. Short descriptions of these fancy breeds of Canaries will be found in Cottam's Book on Birds, which will be sent postpaid to any address for 25c. Similar books may be had dealing exclusively with some of the above named Fancy Canaries. See advertising pages of this book.

Those unacquainted with Canaries, however, are not well advised in beginning with

any of the fancy breeds. These not only require more careful attention, but years of study and experience are necessary to produce birds which will rank well in their class. Then, too, there are so few people in this country educated to an appreciation of any one breed, and the market for these young birds is thus as yet limited. With Singing Canaries, though, the market is unlimited, for there are few homes in which a trained singer would not be welcomed and appreciated.

Those about to start with Canaries will do well to familiarize themselves with the chapters dealing with the breeding of Canaries in Cottam's Bird Book, 25c, and with a book recently published by Cottam

Bird Seed, "Profitable Methods with Canaries," (25c), which explains very fully the methods followed so successfully by German and American breeders. Either book will be sent postpaid by the publisher on receipt of price.



*SURLY CHILDREN—No better antidote for surliness, no better example of happy good nature to set before children or their elders, than a spink and span Canary hopping merrily from perch to perch and warbling over his Bird Bread and Cottam Bird Seea.*



## CHAPTER VI.

## COTTAM CANARIES

Cottam Canaries are the finest singing Canaries to be had anywhere at an equal price. Their song is as superior to the ordinary Canary as is that of an accomplished vocalist to the rasping shout of some human voices. The higher grades of these birds, ranging in price from \$5.00 to \$8.00 and \$10.00 each, pour forth such a flood of melody that the listener is fairly enraptured by the delightful song. Their notes, trills and variations are very numerous, including, in the higher priced birds, the bell, water bubble, flute, deep roll and other charming melodies. These are con-

stantly being repeated, but always in a different order, so that the best of these birds may be said never to repeat themselves.

An enthusiastic musician describes as follows the song of a very fine Cottam Canary:

"The long, liquid tones, called water notes, remind me of the cadence of water as it falls from rock to rock. The mellow flute notes of the bird, its bell notes like the ones of a miniature chime, and the whistle notes, all give piquancy and zest to a song that, without such striking changes, might charm you to repose. No harsh tone breaks the spell that, as you listen, seems to soothe alike both mind and body; but

each new creation of his fancy and voice —for he never sings twice alike — seems to lift you into an arcadia of rustling wings and entrancing melody."

Cottam Canaries are about five inches in length and vary in color from the clear yellow to the bright green. No attention, however, is paid to their color, as the only object sought is the song. An enquiring buyer on being shown one of these Canaries remarked: "Isn't he a dirty, insignificant looking chap?" The salesman had no need to answer the question, for the bird himself replied far better than any human being, and in performing his melodious reply seemed conscious of the fact that, although small and not gorgeous, his voice

made up for any deficiencies in his appearance.

Imported Canaries, and indeed all other kinds, sometimes lose their song while apparently in good health. This is generally caused by excessive and sometimes improper feeding, causing what amounts to laziness. On a plain, spare but wholesome diet of Cottam Bird Seed, with Bird Bread and Cottam Gravel as directed, these birds will retain health and song for years. The better bred the bird, the more easily is it injured by rich food; and for frequent dainties and plenty of attendance the bird will repay you by becoming so lazy and polite as not to think of annoying you with his song.

The standard of Cottam Singing Canaries is as high as that of the best German breeders, and some German Canaries which we import and which fail to come up to that standard are not sold as Cottam Canaries. Some of our choicest birds are bred in this country, and when their song is up to standard we prefer birds raised in this climate to those newly imported. But in buying a Cottam Canary, whether domestic or imported, it may be relied upon as being the finest singer obtainable at the price.

Wherever these faithful little Canaries go they pour forth a constant melody of advertising for Cottam Bird Seed.

Cheaper birds may be had from some

dealers, but with a business in seeds, bird foods and supplies, covering the country from the Atlantic to the Pacific, it pays Cottam Bird Seed to give better value in the song of these Canaries than any dealer can afford to do who makes a living out of birds alone.



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A Monthly Journal which ran only ten months. We have in stock a few sets of these ten numbers, which will be sent post-paid on receipt of price, 50c. per set.

A single number is often worth price of the set, so bird keepers have told us. Many matters relating to Canaries are discussed: The Fancy Breeds, the Breeding and Moulting Seasons, Artificial Coloring of Plumage, Development of Song, Maintenance of Health, Cause and Cure of Diseases, etc., etc. Articles and opinions by best breeders and bird fanciers in the world.

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### COTTAM CANARIES

The following are extra Choice Singers, as much superior to the ordinary canary as is a trained tenor or soprano to the untrained human voice. Birds of this quality cannot be supplied at these prices at all times of the year, but it will always pay purchasers to get our prices.

No. 1	{	Cottam Singer	\$3.50	}	\$7.25
		Cottam Hen	1.50		
		Metal Breed'g Cage	2.25		
				\$7.25	for

No. 2	{	Cottam Singer	\$6.00	}	\$9.75
		Cottam Hen	1.50		
		Metal Breed'g Cage	2.25		
				\$9.75	for

The above will be packed safely for shipment any distance, express charges to be paid by purchaser. We guarantee safe delivery even in coldest weather.

### COTTAM BIRD SEED

62 Bathurst St., LONDON, ONT.

## BIRD SUPPLIES

We aim to market our goods and supplies entirely through dealers, nearly all of whom sell Cottam Bird Seed and "Bird Bread." But when a dealer has not in stock the one of our preparations required we will on receipt of mail price deliver it to any purchaser *providing that the name and address of the dealer not keeping it be given to us.*

	At	By
	Stores.	Mail.
COTTAM BIRD SEED per 1 lb pkg.....	.10	.15
"BIRD BREAD" Patd., per 2 cake pkg.....	.10	.12
Vox Tonic SERD.....per pkg.	.15	.20
BIRD BREAD PERCH complete.....	.10	.12
DISINFECTANT, separately.....	.05	.07
MITE TRAP, separately.....	.05	.07
Book on Birds.....each	.25	.25
Cuttlefish Bono, with holder, per piece.....	.05	.07
Cuttlefish Bone in small pieces (the cheapest way to buy it) per 2 oz pkg.....	.05	.08
Bird Gravel.....per small pkg.	.05	.25
Bird Gravel.....per largo pkg.	.10	.35
Mocking Bird Food.....per lb.	.40	.40
Kotm-Food for Parrots, per pkt (nearly 2 lbs.)	.20	.30
Bird Tonic.....per bottle	.25	.25
Mite Exterminator.....per box	.25	.25
Bollows Gun (for applying Mite Exterminator) each.....	.15	.15
Bird Protector.....per bottle	.25	.25
Song Restorer.....per bottle	.25	.25
Asthma Cure.....per bottle	.25	.25
Moulting and Colds Medicine.....per bottle	.25	.25
Saffroitus (colorlog food).... per pkg.	.25	.25
Constipation Specific.....per bottle	.25	.25
Diarrhoea Specific.....per bottle	.25	.25
Bird Ointment, for sore feet, plp etc., etc..... per box.....	.25	.25
Ants' Eggs.....per oz.	.10	.10
Meal Worms.....per doz.	.25	.25

**COTTAM BIRD SEED**  
62 Bathurst St., London Ontario

Users of "COTTAMS" Bird Seed, see directions on opposite side for making this Perch.

## COTTAMS ADJUSTABLE SANITARY PERCH.

PATENTS PENDING.

ITS SUPERIORITY  
OVER EVERY  
OTHER PERCH IS  
INDISPUTABLE.



COMBINES MORE  
USEFUL FEATURES  
THAN ANY OTHER  
CAGE DEVICE.

PRICE, COMPLETE, 15c. BY MAIL, 17c.

Including cake of disinfectant, deodorizer and mite exterminator. Price, without disinfectant, etc., 10c. By mail, 12c.

**BIRDS' DELIGHT.** Cottama Perch is exactly the right thickness for birds' comfort, more easily kept clean than others, and springs with the action of the little songsters exactly as a hough on a tree, thus tending to their health and happiness.

**BOON TO THE NERVOUS.** It is so easily adjusted and firmly locked in any position from the outside of any cage, and so quickly removed to clean, that the most nervous can do it with pleasure without disturbing the bird, and in one-fourth the time required for other perches.

**BEST MITE EXTERMINATOR.** Charged with our medicated cake, it is the most effective mite exterminator, for the little pests cannot exist under its influence in a clean cage, and birds are thus rid of their worst enemies.

**DISINFECTANT, DEODORIZER.** Thus charged it is also an effective and agreeable disinfectant and deodorizer, overcoming all noxious effluvia, and destroying every disease germ in the air. It insures pure and healthy atmosphere in any room.

**MITE TRAP.** Filled with wool or cotton hatting, Cottams Perch is the best Mite Trap possible. Being in the direct and only way of the mites from the cage to the bird, and vice versa, and presenting a warm, secluded nest, these minute creatures are allured into the holder, which should be scalded each day until they are exterminated.

Read Cottams New Illustrated Book on Birds, Bird Foods, etc., 96 pages. Price, 25c., to any address.



