

COST/BENEFITS

Do fly parasites pay for themselves and improve my bottom line?

The answer is a clear yes.

Studies claim fly problems can reduce milk production by 5 to 30 percent. On a modern farm it is more likely to be around 5%. If your cows are swishing, rubbing or stomping feet you are losing production. Below is an **actual case** and then a short **cost –benefit analysis of the benefits**.

Case study. In 2013 we received a call from a large (10,000 cows at three locations) dairy. The caller said “It has been very wet here all summer, the flies are terrible and my production has dropped 10% per milking cow from last years levels, can you help?” There was 2 months left in the fly season so we immediately started a high saturation impact program. Within two weeks conditions improved significantly and production eased upward. The dairy was pleased and ordered a full program for 2014 starting early in the season.

Simple analysis. If you have 1,000 milking cows averaging production of \$2,000/year the revenue will be \$2,000,000. If this dairy is losing 5% due to fly stress it will lose \$100,000 in revenue (really profit because costs stay the same). If by using fly parasites as a fundamental fly control they end up cutting this loss in half then they save \$50,000. The cost of a full season plan for 1,000 cow dairy will averages around \$5,000. The savings can be 10 times the cost. A similar analysis for a smaller dairy (100) or a larger one (5,000) will also yield high returns from using parasites.

Why use parasites. They are the foundation for good fly control because they take control of your dairy grounds suppressing fly development wherever it might be starting – in manure areas, calf areas, feed storage, wet areas and even marginal places. They are compatible with other fly control efforts and fundamental to good pest control.