

BeeProfitable™ - Commercial Bee Removals

The Essential EBook

For South African 🇿🇦 PCOs

Who keep 🐝 Bees alive & want to Bee 🐝 more profitable



This Ebook Forms Part Of

The Bee Ware Complete Commercial Bee Removal Course

The Bee Ware Complete Commercial Bee Removal Course can earn A PCO in South Africa, 8 CPD points from the PCIPC

Although completing this Ebook will not earn you any points from the PCIPC, it does offer you glimpse at the potential you have for Bee Keeping and Bee Removal.

For more info and bookings, please visit:

Visit: <https://beeware.co.za/bee-removal-course/>



This free ebook equips PCOs with insider knowledge on commercial bee removal.

Whether you plan to remove live bees or pass the referrals on, this is the must-have tool to increase client satisfaction. You and your PCOs will be equipped with the knowledge to understand and correctly advise a client who calls in for a Bee removal.

Included in this ebook:

- 1) Common misbeliefs about bee removal charges
- 2) Correct common misbeliefs
- 2) Remote quote techniques
- 3) Bee Removal business model
- 4) Connections in the bee industry
- 5) Profitable Bee removal business model

After reading this book, guaranteed, your team will be able to:

- ✓ Increase in client satisfaction for Bee removal call in's
- ✓ Understand the criteria for assessing and quoting
- ✓ Raise profits from successful live removals

Section 1: Who's money is this Honey?

- Correcting common misbeliefs about bee removal charges
- The value of bee's & hive removal by-products
- The value ladder of additional costs in a bee removal

Section 2 - Quote remote (do the job properly and save the call out)

- The photo method (add photo)
- What to look out for (add photo)
- Quoting considerations (add table or chart)

Section 3 - BeeProfitable™

- The profitable bee removal model
- Tips for quoting
- Network of bee removals and industry (beekeeping hub)

Section 1: Who's money is this honey?

Correcting common misbeliefs about bee removal charges



Why do we need to remove bees?

While it's true that some hobbyist beekeepers will gleefully remove a colony of bees for free, many beekeepers charge for live bee removal. This inconsistency among beekeepers can create some confusing expectations for homeowners.

Unfortunately, it may also result in some unpleasant interactions between the beekeeper and members of the public. So, why do some beekeepers charge while others do not? What should you expect from your local community of beekeepers? Let's look at some of the misconceptions and unseen costs of rescuing bees.

Misconceptions

People who expect free live bee removal often assume the beekeeper wants the bees, that the task is easy and that those bees will make the honey. Some believe their bees have a value that outweighs the value of the beekeeper's time and efforts.

The Truth's

- Is that wild bees may have some value, but that it's difficult to judge right away.
- Some bee removals are simple, while others can take hours.
- Some removals will result in a honey harvest, but many will not.
- A beekeeper who rescues a colony of bees for free is therefore taking a gamble. The value of bee's & hive removal by-products

The value of bee's & hive removal by-products



Honey Money

Not all bee colonies have produced honey! Bee colonies typically need to mature for a full year before honey can be harvested. Even if the colony you want to have removed is mature, the amount of honey they have stored depends on the time of year and their health. A litre of raw honey is valued at R 180 after not has been processed.

Bee Colony Value

Judging the value of a wild colony isn't as straightforward as you would think. Some try to base the value on the going rate of new colonies. Beekeepers typically pay R 650 to R 850 for a new

colony of bees (and that's just the bees, not the equipment). Yet, these bees have been bred to have desirable traits like docility, disease resistance and honey production. They should also be guaranteed to be in good health and have a queen.

The value ladder of additional costs in a bee removal

Difficulty Level

Bee removals can be divided into two categories: **swarm removal** and **established colony removal**. If the group of bees has just arrived, they are most likely a swarm.

A **swarm** is only a ball of bees with no comb. If the swarm is easy to get to, then it should be a simple and quick removal. Most beekeepers are capable of swarm removal and many even enjoy the process.

If the bees have been in the same place for more than a week, you can assume that they are **established**. The longer the bees have been there, the more comb they will have built and the bigger the colony will be. These kinds of removals require extra skill and knowledge. Especially if the bees have ensconced themselves inside a structure. The process can be messy, exhausting and time consuming with a greater risk of stings.

The unseen costs of bee removals Equipment

One of the most concrete expenses in live bee removal is the equipment required to house the bees. A basic setup will cost the beekeeper several thousands of Rand but many of the items last for

several years. So, the initial cost may be a little high but if the equipment and tools are well maintained, then the cost is relevant.

Time and transport

Bee removal people spend time and money on getting to the client. The cost of the removal is dependent on where the bees are located, what additional equipment is needed (like a forklift) and the more complex the bee removal, the more time it requires. Large, sticky removals often result in an additional time expense of clean up.

Skill

Beekeeping is a skill that takes years to learn. Depending on how much time they have to devote to it, most beekeepers take about two years to understand the craft. Bee removal is a separate skill set that can also take years to perfect, although most beekeepers are capable of simple swarm removals.

Health & Safety



Some bee removal works pose a risk to the beekeeper's safety. Often removals involve heights and power tools. Combine that with stinging insects and it's not too hard to imagine how an accident might happen.

This is especially true in areas with Africanized bees, where the sting radius expands considerably, threatening not only the beekeeper but any bystanders. Additionally, cutting into older structures to remove bees could expose the beekeeper to lead paint, asbestos or other harmful materials.

Many hobbyists (experienced and not) are willing to do simple bee removals at no charge, but regardless of who does the removal for free, clients need to be respectful of that person's time and skill.

Clients should not assume that they will work for free.

Space

Every new colony takes up space in the apiary. Some beekeepers have limited space and can only house so many bees. They may even be paying rent or honey for access to the land.



Ongoing Care

Once a beekeeper has acquired a new colony, they must care for it until they sell it or use it for their personal use. That might be years. Not only is this time and effort, but there will be ongoing expenses. The bees may need a new queen, feed and/or medicine.

Insurance and Business Expenses

If the beekeeper is running a business, they will have additional expenses associated with bee removal work. They are likely paying for liability insurance, workman's comp, employees, a website, advertising etc.

Section 2 - Quote remote (do the job properly and save the call out)

⚠ The danger 🚫 in removing bees 🐝

Removing beehives **can be very dangerous**, especially if you are allergic to bee stings. Always wear proper bee protective clothing and hire a professional if you have concerns about doing the job your- self.

Photo assessment

Instead of driving to a client, ask the client to send a photo of the bee swarm. Take Note of the following checklist below. Even if you decide not to do the removal, this info can help you ferret the case to your beekeeper correctly.



- Assess the photos first and not the removal
- Investigate trees over the roof where you must work
- Look at the level or slope where you need to put your step ladder
- Establish whether there are electric fences
- Look at steep embankments on which you must work (It can collapse if you dig into them)
- What will you be dealing with?
- Where are the bees situated?
- How high is the opening from where the bees are working and are there other openings?
- How long have the bees been there?
- Do they sting? If they sting you know they well established
- Size of a colony? If it is an open colony
- Were there any attempts to get rid of the bees?
- If there was what was done?
- Is there electricity and accessibility on the property?
- Photos and a pin location

Places Where We Can Find Bees

We need to assess each situation on its own merits and then carefully and safely remove and relocate these colonies.



- Bees wall cavities
- swimming pool pump covers
- roofs
- bird logs and nests
- ornamental pots
- sculptures
- boreholes
- manholes
- wine barrels
- owl boxes
- irrigation and electrical boxes
- fence post
- wall pillar
- grave
- car
- tyres
- trees etc.

Section 3 - BeeProfitable™

The profitable bee removal begins with the correct quote.

Management

The need for managing bee swarms or hives depends on the location and whether the bees are establishing a hive. Swarms moving on without establishing a hive aren't a concern. However, bees establishing a colony in a home need to be removed.

The planet, the industry & the law



First, it will take a team effort from the pest control industry to educate customers that bees need to be removed and kept alive, not exterminated.

Second, This is bad for our planet as no food can grow without the pollination of bees.

Lastly, this is now against the law and not allowed by the Pest Control Association of South Africa.

All-round it is a bad idea to kill bees.



Assessing correctly

The correct telephone assessment can prepare the client for the quote to come. Be sure to assess everything needed for the quote and to explain the need for their equipment and costs. Ask the client to send a photo of the hive location. Ask good questions to get a good understanding of the needs.

Quote

Quote all items correctly= using a mark up % or margin acceptable for your business. If you incur extra cost to do a complicated removal and don't charge correctly, you may lose money and run at a loss.

Selling the client on the honey



Leave a jar of honey behind to say thank you to the client, some bee removers do this at the start of the job to ensure the client leaves with a good taste in their mouth, excuse the pun...

Selling the bees

Go to www.beekeepinghub.com & get connected to local beekeepers in your area. Here you can find a geographical list of beekeepers who will purchase bees from you when you remove them.

The cost of a removal

The cost will be determined by the scope of the job and the distance that you must travel and toll fees.

- After requesting your photo, remember to ask these questions to properly assess the needs for the removal.
 - Is it on the ground or how high, under ground ?
 - Must you break it open?
 - Must you close up?
 - Do you need any specialized equipment?
 - Equipment to work at heights?

Factor in time, equipment, travel costs. profit & disposables.

According to best practices, Who is responsible for what?

- The owner must allow access
- The owner must provide water and electricity
- You must explain to the owner what you are going to do to the property
- Who will be responsible for repairs?
- You must clear this up in advance.
- What will be the circumstances the next day after the removal?
- Who will rebuild if you break?

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