

Case Study

Animal and Wildlife Control



COMPANY: Lee's Nuisance Wildlife Services, LLC

Lee's Nuisance Wildlife Services provides professional animal and wildlife control services and solves nuisance animal problems for residential and commercial properties in Indiana, Kentucky, and Ohio. Their methods include capture, removal, and deterrence, specializing in beaver, groundhog, raccoon, mole, skunk control, and most other wildlife.



The Situation

Lee's Nuisance Wildlife Services was running into significant issues that challenged meeting customer expectations and adherence to trap-checking regulations. Topping the list of problems was bad reception on existing cameras for trap monitoring, the expense of camera replacement, drive time for technicians, and the cost of gas. Without the ability to remotely monitor the traps effectively using only cameras, technicians drove for one to two hours to check traps for raccoons, groundhogs, and skunks to traps without knowing if they contained animals. Since the company charges per animal (not per trap), useless checks on sites serve no purpose in growing the business.



Plan of Action

Lee, the owner of Lee's Nuisance Wildlife Services, wanted to ensure that he maintained the high level of customer satisfaction he and his team had worked hard to attain. Critical to managing their reputation, they needed to ensure remote trap locations could be easily monitored. After discovering the Kiwi by Skyhawk, Lee required that for each trap deployed by Lee's would use Skyhawk's remote monitoring device. The deployed Kiwis have better reception, are easier to use, and are priced better than cameras and other monitoring solutions. Additionally, some monitoring devices must be replaced when the life of the unit's battery ends vs. the ability to replace the batteries and keep your original Kiwi.



Results

Since activating twenty-eight Skyhawk Kiwis, the company has been deploying new devices and seeing impressive results. Lee has not had to increase customer pricing since implementing Skyhawk Kiwis, even with the surge in the cost of materials and gas. Without Kiwis, his team had to perform daily on-location trap checks. Now they only go to a site when an animal has been caught. Scheduling benefits from knowing what traps must be cleared at what locations, drastically reducing drive time, and ensuring compliance with trap-checking laws. Techs in the field are now able to focus on additional jobs.

After six months of use, increasing revenue has made it possible to add better traps and more devices and expand the business to different horizons. "It's like having an additional two techs on my team performing checks," Lee states.



I think more businesses in our line of work should know about the use and potential of Skyhawk devices. For example, now all my traps require a Skyhawk device before being deployed on a job site.

Results by the numbers

25%

Reduction in payroll due to a decrease in overtime

20%

Savings in gas usage due to fewer trap checks

15%

increase in profits

ALL visits

were for confirmed alerts

Product Information

➔ <https://www.skyhawk.ai/>

➔ <https://www.skyhawk.ai/rodent-and-wildlife-control/>

➔ <https://www.skyhawk.ai/knowledge-base/>

➔ <https://www.skyhawk.ai/product/kiwi-with-entry-sensor-magnet-kit/>

➔ <https://www.skyhawk.ai/case-studies/>