

**To:** Caroline C Smith([caroline@smithtrademarklaw.com](mailto:caroline@smithtrademarklaw.com))  
**Subject:** U.S. Trademark Application Serial No. 97118881 - BEEKEEPER MADE  
**Sent:** August 28, 2022 06:38:31 AM EDT  
**Sent As:** [tmng.notices@uspto.gov](mailto:tmng.notices@uspto.gov)

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**Attachments**

Beekeeper made products  
BEEKEEPER  
MADE

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**United States Patent and Trademark Office (USPTO)**  
**Office Action (Official Letter) About Applicant's Trademark Application**

**U.S. Application Serial No.** 97118881

**Mark:** BEEKEEPER MADE

**Correspondence Address:**  
CAROLINE C SMITH  
81 WASHINGTON STREET  
CONCORD NH 03301 UNITED STATES

**Applicant:** Beetanicals LLC

**Reference/Docket No.** N/A

**Correspondence Email Address:** [caroline@smithtrademarklaw.com](mailto:caroline@smithtrademarklaw.com)

**NONFINAL OFFICE ACTION**

**The USPTO must receive applicant's response to this letter within six months of the issue date below or the application will be abandoned.** Respond using the Trademark Electronic Application System (TEAS). A link to the appropriate TEAS response form appears at the end of this Office action.

**Issue date:** August 28, 2022

The referenced application has been reviewed by the assigned trademark examining attorney.

The trademark examining attorney has searched the USPTO database of registered and pending marks

and has found no conflicting marks that would bar registration under Trademark Act Section 2(d). 15 U.S.C. §1052(d); TMEP §704.02.

Applicant must respond timely and completely to the issue(s) below to enable further prosecution of the application. 15 U.S.C. §1062(b); 37 C.F.R. §§2.62(a), 2.65(a); TMEP §§711, 718.03.

### Disclaimer

Applicant must disclaim the wording “BEEKEEPER MADE” because it is merely descriptive of an ingredient, quality, characteristic, function, feature, purpose, or use of applicant’s goods and/or services. See 15 U.S.C. §1052(e)(1); *DuoProSS Meditech Corp. v. Inviro Med. Devices, Ltd.*, 695 F.3d 1247, 1251, 103 USPQ2d 1753, 1755 (Fed. Cir. 2012); TMEP §§1213, 1213.03(a).

The examining attorney relies on evidence in the form of the attached dictionary definition and/or web evidence. The evidence shows the wording BEEKEEPER means or refers to those who operate apiaries and MADE is the nature of the goods which can be produced from the bee products. In relation to the identified goods, the wording is merely descriptive because it designates a feature, quality or characteristic of the goods. Specifically, the identified goods are sufficiently broad to include or encompass or feature goods which are made by beekeepers. Thus, consumers who encounter the wording in relation to the goods would immediately understand that the wording refers to a salient aspect. The wording therefore must be disclaimed.

Applicant may respond to this issue by submitting a disclaimer in the following format:

**No claim is made to the exclusive right to use “BEEKEEPER MADE” apart from the mark as shown.**

For an overview of disclaimers and instructions on how to provide one using the Trademark Electronic Application System (TEAS), see the [Disclaimer webpage](#).

### Response guidelines

Applicant should include the following information on all correspondence with the Office: (1) the name and law office number of the trademark examining attorney, (2) the serial number and filing date of the application, (3) the date of issuance of this Office action, (4) applicant's name, address, telephone number and e-mail address (if applicable), and (5) the mark. 37 C.F.R. §2.194(b)(1); TMEP §302.03(a).

If applicant does not respond to this Office action within six months of the issue/mailing date, or responds by expressly abandoning the application, the application process will end and the trademark will fail to register. See 15 U.S.C. §1062(b); 37 C.F.R. §§2.65(a), 2.68(a); TMEP §§718.01, 718.02. Additionally, the USPTO will not refund the application filing fee, which is a required processing fee. See 37 C.F.R. §§2.6(a)(1)(i)-(iv), 2.209(a); TMEP §405.04.

When an application has abandoned for failure to respond to an Office action, an applicant may timely file a petition to revive the application, which, if granted, would allow the application to return to active status. See 37 C.F.R. §2.66; TMEP §1714. The petition must be filed within two months of the date of issuance of the notice of abandonment and may be filed online via the Trademark Electronic Application System (TEAS) with a \$100 fee. See 37 C.F.R. §§2.6(a)(15)(ii), 2.66(a)(1), (b)(1).

**How to respond.** [\*\*Click to file a response to this nonfinal Office action.\*\*](#)

/K. Margaret Le/  
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(571) 272-9456  
[margaret.le@uspto.gov](mailto:margaret.le@uspto.gov)

## **RESPONSE GUIDANCE**

- **Missing the response deadline to this letter will cause the application to abandon.** The response must be received by the USPTO before midnight **Eastern Time** of the last day of the response period. TEAS maintenance or [unforeseen circumstances](#) could affect an applicant's ability to timely respond.
- **Responses signed by an unauthorized party** are not accepted and can **cause the application to abandon**. If applicant does not have an attorney, the response must be signed by the individual applicant, all joint applicants, or someone with [legal authority to bind a juristic applicant](#). If applicant has an attorney, the response must be signed by the attorney.
- If needed, find [contact information for the supervisor](#) of the office or unit listed in the signature block.



## Beekeeping for Profit: A Guide to Making Money with Bees

Are you wondering how to get into beekeeping for profit?

The best way is to start slowly with a few hives and learn all you can about beekeeping.



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the craze  
get you down

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time learning

Once you have some experience and understand how to manage your bees, you are ready to become a success.

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In this article, we explore different ways to make money with beekeeping and how much you can

expect to make.

Article Contents: [ show ]

## What is Beekeeping?

Beekeeping, also called apiculture, is the maintenance and management of honey bee colonies, usually using man-made hives.

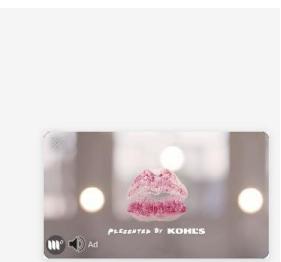
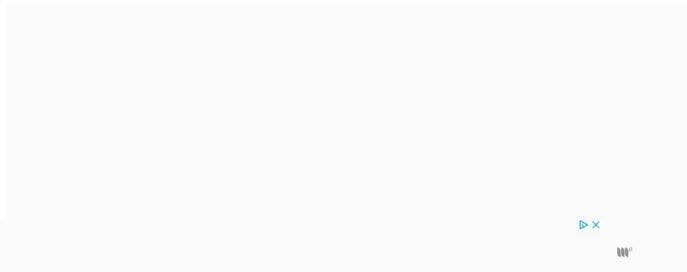
Many people get into beekeeping because they are intrigued by bees and looking for a hobby that will benefit their garden and the environment.

Then, of course, others are after the delicious honey and other high-demand bee products that you can get from your bees.



## What Does a Beekeeper Do?

A beekeeper is involved in every aspect of raising, propagating and generating products from bees.



A beekeeper needs to ensure their beehives remain healthy and productive.

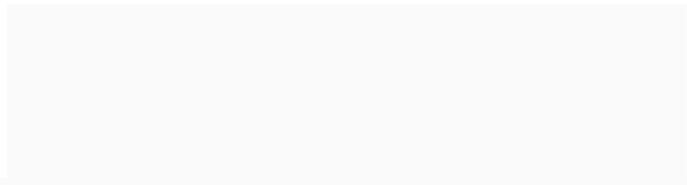
To do this, a beekeeper needs to keep records and carefully monitor the welfare and numbers of their bees.

They also need to maintain the hives and harvest honey and other bee products.

### Why Beekeeping is Ideal For Homesteaders

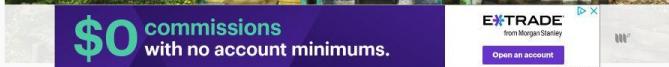
Many [homesteaders](#) are constantly looking for ways to be more [self-sufficient](#), and beekeeping is an ideal activity to take them a step further.

Keeping honey bees not only provides delicious honey for home use. It also increases vegetable yields, benefits the environment and has the potential to generate additional income.



Setting up a small beehive or two does not require a lot of money or space, and it only takes around half an hour a week to manage and maintain two hives.

If you're a [backyard homesteader](#) or [farmer](#) looking for a worthwhile project, consider beekeeping for fun and profit.



## 7 Ways to Make Money Beekeeping

Beekeeping can be a fun and rewarding hobby that provides natural honey and helps with your plant pollination.



However, once hooked, many backyard beekeepers wonder, "how does honey make money?" and "can beekeeping be profitable?"

Beekeeping can be profitable, and while selling honey can make money, this is not the only way to profit from beekeeping.

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## 1. Bee Products

The first way you can make money is by selling the things that bees produce.

Although most people immediately think of honey, bees produce several other substances that can be harvested and sold.





- Honey

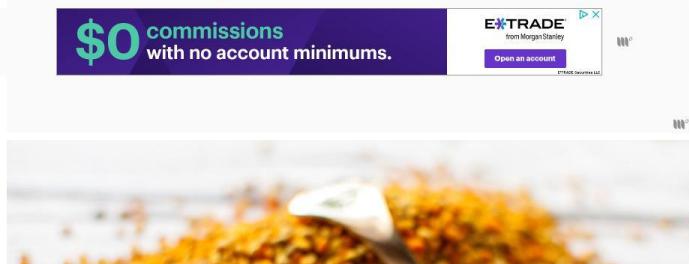
There is always a demand for natural, locally produced raw honey, and the production costs are low.

If you have specific nectar sources near your hive, you could package, market and sell honey with unique flavors.

You can charge more for natural honey than the mass-produced product in grocery stores and could charge up to \$10 per lb (£15 per kg).

Bear in mind you probably won't harvest honey in the first year as your bee colony needs time to get established before they produce excess honey.

The amount of honey a hive produces varies from year to year. It's affected by the weather, nectar availability and health of the colony.





- Pollen

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Pollen is also a [health supplement](#) for humans, and as only small amounts are available, it has a higher market value than honey and usually sells for \$3 to \$5 an ounce (£2 to £3.60 for 30 grams).

A beekeeper needs to install a pollen trap at the entrance to the hive to harvest and sell pollen.

Pollen harvesting can only be done for short time periods, a few days a week, to ensure you leave enough pollen for the bees.



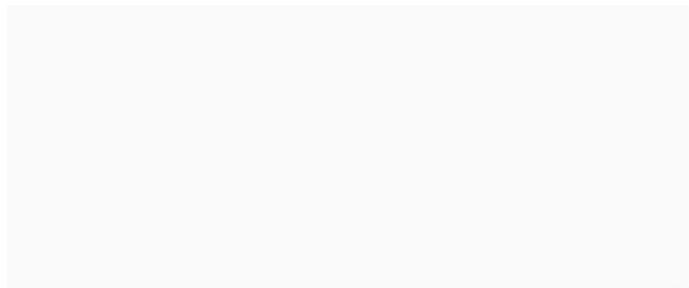


- Propolis

Bees use propolis, a sticky resin-like substance, to seal cracks and disinfect the hive.

It is also a human health supplement in demand for its [medicinal uses](#) and more valuable than pollen. A beekeeper can sell propolis for \$6 to \$8 an ounce (£4 to £6 for 30 grams).

Propolis is harvested from the hive using a propolis trap, and although you only get small amounts, a healthy colony will provide a steady supply.





- Royal Jelly

Royal Jelly or bee milk is a white, protein-rich excretion that comes from the glands of worker bees.

All bee larvae are fed royal jelly for their first three days of life. But, larvae chosen to become queens are given royal jelly throughout their development, and queen bees eat royal jelly their entire lives.



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For centuries it has been used for its [health benefits](#) and can be sold for \$6 to \$8 an ounce (£4 to £6 for 30 grams).





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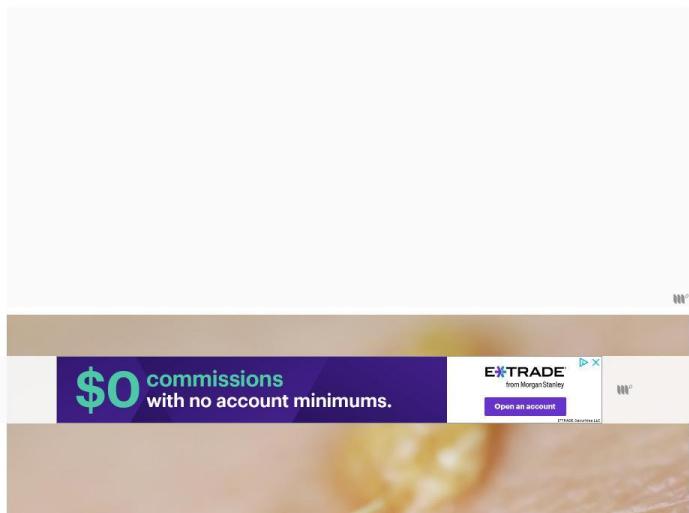
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You can sell beeswax as is or try your hand at making value-added beeswax products like lip balm or candles.

How much you get for your beeswax will depend on your location, but around \$10 an lb (£15 per kg) is a common retail price.

If you make your own beeswax candles, they can easily sell for over \$20 (£15), and there's a thriving market for them.





- Bee Venom

The use of bee venom to treat arthritis and other conditions is relatively new and still being studied.

Known as bee sting therapy, it is a form of apitherapy that involves bees stinging specific areas of the body.

It's an exciting new area of study, and as the science develops, it may create a lucrative new market for beekeepers.

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Many beekeepers have a waiver that they ask the venom users to sign before they administer any treatment.

## 2. Pollination Services

Renting your bees out for pollination services can be very profitable.

Some beekeepers earn a full-time income from pollination services alone and manage hundreds of beehives at a time for large farms.

To do it

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However, smaller farms and non-commercial beekeepers often only need a few hives to meet local pollination requirements, making it possible for smaller bee farmers and part-time beekeepers to offer pollination services.

Depending on your area and the season, the price you can charge when renting out bees for pollination services varies.

In general, farmers will pay up to \$150 (£108) for pollination services.

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### 3. Beekeeping Equipment

If you are handy with a saw and drill, there are several products you could build and offer to other beekeepers.

There is a demand for products that don't come with the original hive, such as slat racks, bee feeders, entrance reducers, bee escapes and many more.



Market your products through local beekeeper associations, and if you have a high-quality product and happy clients, you can create a profitable side business.

### 4. Beekeeping Education and Advisory Services

As you gain more experience and become a seasoned beekeeper you can share your knowledge and

generate income by offering training and advisory services to new beekeepers.

The first year of beekeeping can be overwhelming as there is a great deal to learn.

Having someone on hand to provide training and give advice when problems arise will help them succeed.

It's possible to offer classes and advisory services even if you have a full-time job.

Schedule a free consultation with a local beekeeper or extension agent to learn more about your local regulations and resources.

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Once you have done an initial client visit, you can also provide a lot of advice and assistance remotely.



## 5. Bee Removal

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Be removal costs an average of \$450 (£325) but can range from \$150 to \$1500 (£108 to £1082) or more if the bees are inside a structure and difficult to access.

## 6. Apiary Maintenance

Experienced beekeepers can make a profit by maintaining beehives for others for a fee.

There are many instances where horticulturists or farmers want beehives to aid the pollination of their crops but don't have the knowledge or time to manage them properly.

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## 7. Selling Bees

Selling bees is a great way to become a profitable beekeeper.

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Using your hives, you can produce replacement bees and starter hives and replacement bees for other beekeepers.

It takes a while before you can do this, as you need the knowledge and bee numbers, but then it can be very profitable.

Here are some of the ways you can sell bees.

- **Bee packages:** A bee package with one queen and 3 pounds of bees sells for about \$175 (£126).
- **Nucleus colonies:** A nucleus or nuc is several honeycombs in a box with bees and a queen. The existing honeycomb gives the bees a head start when installed into a new hive. A five-frame nuc with a queen sells for \$200 to \$250 (£144 to £180).
- **Established beehives:** These sell for between \$250 and \$350 (£180 and £252)

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## How Much Money Can You Make From Beekeeping?

How much money you make from beekeeping depends on how many hives you have and how much honey you harvest.

But there are even more factors that can affect your profit, including how much time you have available, the weather conditions, your location and your beekeeping knowledge.

You will need to experiment and find which ways to earn money beekeeping work best for you.

You will more than likely have to diversify and use a combination of different bee products and services to earn a good income.

As you continue to learn about beekeeping, you will find that there are many opportunities available, and

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## How Much Money do Beekeepers Make a Year?

There are two ways of making money as a beekeeper. Finding employment as a beekeeper is the first, and the other is by becoming a bee farmer and obtaining colonies, raising bees and harvesting honey

yourself.

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An advertisement for Pottery Barn Kids featuring a Labor Day Sale with up to 70% off. It shows several colorful backpacks and lunch boxes. The text includes "Labor Day Sale! Up to 70% Off" and "Shop Now".

According to the Economic Research Institute, the [average salary](#) for a beekeeper in the United States is \$47,899 (£34,552) a year and \$23 (£16.60) an hour.

A beekeeper's salary may range from \$35,523 to \$58,231 (£25,624 to £42,000), depending on experience and location.

How much beekeepers make a year with their hives varies considerably and depends on their goals.

Below are answers to some frequently asked questions that will give you a good idea of what you can expect to make from beekeeping.

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What does a beekeeper do?

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strong, healthy colony may produce up to 100 lbs (45 kgs) of honey per year.

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However, a

Natural, local honey sells anywhere from \$5 to \$15 (£3.60 to £11), depending on your location and the quality of the honey. It's not unreasonable to expect to sell your honey for around \$10 per lb. (£15 per kg)



Using these figures, you would make \$300 to \$600 (£216 to £432) per hive a year selling honey.

You can increase the income per hive by selling other bee products and the bees themselves.

To work out your profit per hive, you will need to deduct any maintenance expenses as well as harvesting, packaging and marketing costs.





## How Many Bee Hives Make a Living?

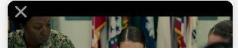
If you are a beginner beekeeper who wants to make beekeeping your full-time income, you are going to have to work out the answer to this question for yourself.



Not everyone has similar income requirements or beekeeping goals, and the number of beehives required to make a living varies drastically from one beekeeper to the next.

Some beekeepers only need a few hives to make a living as they are good marketers and understand the retail market well.

Many experienced beekeepers will only have a few hives but make money selling beekeeping equipment and providing training.



Other beekeepers focus exclusively on raising and selling bees and create profitable businesses this way.

If you aim to profit solely from honey production, you will need lots of beehives, equipment, land and bee management.

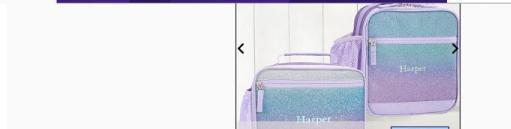


### How Many Beehives Can One Person Manage?

Now that you have an idea of the profit you can make per hive, let's look at how many beehives one person can manage.

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The answer varies and depends on several factors, including time, experience, hive location and your goals.

If you focus solely on raising bees for honey production, it's difficult for one person to manage numerous hives.

Honey production is more time-consuming and requires more equipment than raising and selling bees.

The following figures should give you some idea of what is possible when beekeeping for profit.

As a part-time hobby, one person can manage up to 25 hives without careful planning or time management.



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If you are maintaining bees for others or renting your bees for pollinating services, you can also manage a significant number of hives part-time.

Full-time beekeepers can manage anywhere from 400 to 600 bee colonies but will require seasonal workers to help harvest honey.



### Is Commercial Beekeeping Profitable?

Beekeepers with 300 or more hives are considered commercial beekeepers, and their beekeeping businesses can be very profitable.

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Many commercial beekeepers migrate their colonies to provide pollination services to farmers while simultaneously providing their bees with abundant nectar sources for honey production.

According to the Grand View Research 2021 [Honey Market Analysis](#), the global honey market size was USD 9.21 billion in 2020 and is expected to grow at a compound annual growth rate of 8.2%.

The high demand for nutritious food products is driving the growth as people become more aware of the benefits of maintaining healthy lifestyles.

For the same reason, natural, raw honey sells for anywhere up to \$20 an lb (£30 a kg).

## Beekeeping Costs

When you start beekeeping for profit, approach it in the same way as any other business venture.

One of the first things you need to consider is the cost of beekeeping.

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## Start-Up Costs

The start-up costs for beekeeping are not very high compared to many other businesses and well worth it when you consider all the benefits of beekeeping and the potential profits.

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Many of the initial items you buy will also last for many years.

Many experienced beekeepers advise new beekeepers to start with two hives in their first year.

Doing this provides an opportunity to fix many of the problems beginner beekeepers experience and increases the chance of getting at least one colony through the winter.

It is also easier for beginners to start with nucs instead of just a bee package, but this is slightly more expensive.

In general, depending on what type of equipment you buy and how you get your bees, the start-up costs will range between \$400 and \$650 (£290 to £470) for one beehive and around \$300 (£215) for every additional hive.

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This amount does not include the cost of the bees, so you will need to consider the other miscellaneous expenses.

The cost of beekeeping for your first year with one hive is between \$500 and \$725 and includes:



# AMERICAN HERITAGE® dictionary of the English Language

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## bee·keep·er (bē'kē'pər)

n.  
See apiarist.

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The Usage Panel is a group of nearly 200 prominent scholars, creative writers, journalists, diplomats, and others in occupations requiring mastery of language. Annual surveys have gauged the acceptability of particular usages and grammatical constructions.

## Indo-European & Semitic Roots Appendices

Thousands of entries in the dictionary include etymologies that trace their origins back to reconstructed proto-languages. You can obtain more information about these forms in our online appendices:

**Indo-European Roots**

**Semitic Roots**

The Indo-European appendix covers nearly half of the Indo-European roots that have left their mark on English words. A more complete treatment of Indo-European roots and the English words derived from them is available in our [Dictionary of Indo-European Roots](#).

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# AMERICAN HERITAGE® dictionary

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## made (mād)

v.

Past tense and past participle of make.

adj.

1. Produced or manufactured by constructing, shaping, or forming. Often used in combination: *handmade lace; ready-made suits*.
2. Produced or created artificially: *bought some made goods at the crafts fair*.
3. Having been invented; contrived: *These made excuses of yours aren't plausible*.
4. Assured of success: *a made man*.

**Idiom:**

**made for**

Perfectly suited for: *They're really made for each other*.

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The Indo-European appendix covers nearly half of the Indo-European roots that have left their mark on English words. A more complete treatment of Indo-European roots and the English words derived from them is available in our [Dictionary of Indo-European Roots](#).

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\*This website is best viewed in Chrome, Firefox, Microsoft Edge, or Safari. Some characters in pronunciations and etymologies cannot be displayed properly in Internet Explorer.



## **United States Patent and Trademark Office (USPTO)**

### **USPTO OFFICIAL NOTICE**

Office Action (Official Letter) has issued

on August 28, 2022 for

**U.S. Trademark Application Serial No. 97118881**

A USPTO examining attorney has reviewed your trademark application and issued an Office action. You must respond to this Office action in order to avoid your application abandoning. Follow the steps below.

(1) [\*\*Read the Office action\*\*](#). This email is NOT the Office action.

(2) **Respond to the Office action by the deadline** using the Trademark Electronic Application System (TEAS). Your response must be received by the USPTO on or before 11:59 p.m. **Eastern Time** of the last day of the response period. Otherwise, your application will be [abandoned](#). See the Office action itself regarding how to respond.

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User: Khuong Le

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#	Search	Total Marks	Dead Marks	Live Viewed Docs	Live Viewed Images	Status/Search Duration
<b>1</b>	97118881[sn]	1	0	0	0	0:00
<b>2</b>	*bee*[bi,ti] and live[lid]	11267	0	0	0	0:02
<b>3</b>	*keep*[bi,ti] and live[lid]	4754	0	0	0	0:02
<b>4</b>	*made*[bi,ti] and live[lid]	8053	0	0	0	0:02
<b>5</b>	2 and 3 and 4	1	0	1	1	0:01
<b>6</b>	2 and (3 4)	137	0	9	11	0:02
<b>7</b>	3 and 4	18	0	4	4	0:00
<b>8</b>	(032306)[dc] and live[lid]	2532	0	0	0	0:01
<b>9</b>	(032324)[dc] and live[lid]	4678	0	0	0	0:01
<b>10</b>	8 and "003"[cc]	841	0	0	0	0:02
<b>11</b>	8 and 9	1433	0	0	0	0:00
<b>12</b>	11 and "003"[cc]	472	0	8	472	0:01
<b>13</b>	10 and ("003" a b "200")[ic]	245	0	6	179	0:02
<b>14</b>	8 and (2 3 4)	832	0	0	0	0:01
<b>15</b>	14 and ("003")[ic]	100	0	4	69	0:00

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