



Grow your business with Univar Solutions.

Pest management professionals rely on Univar Solutions' expert sales and customer service teams for end-to-end support, sound advice, and access to comprehensive training. We are your one-stop resource offering the industry's largest and most reliable selection of professional products.

We offer more than just the reliable supply of the right product; our strong focus on customer needs includes training and technology services like ProTraining and PestWeb to help you solve the challenges of today and anticipate what's ahead.

Our commitment is to bring value to every business that is ready to grow. Expect more from Univar Solutions. See what we can do for you at PestWeb.com



STRUCTURAL PEST CONTROL | WILDLIFE MANAGEMENT | TURF & ORNAMENTAL | PUBLIC HEALTH
FOOD PROCESSING | VEGETATION MANAGEMENT | POST HARVEST | ANIMAL HEALTH | HAY PRODUCTION

© 2019 Univar Inc. All rights reserved. Univar, the collaboration mark, and other identified trademarks are the property of Univar Inc. or affiliated companies. All other trademarks not owned by Univar Inc. or affiliated companies that appear in this material are the property of their respective owners.



Welcome to the new Univar Solutions.

Univar and Nexeo Solutions have come together to deliver a new level of strategic support to our most innovative customers — businesses like yours.

We're renewing our commitment to value-added services and next-generation digital tools, all backed by our technical and specialized market expertise. That way, Univar Solutions customers always have the edge they need to innovate, compete, and grow for years to come.

Let's get started at UnivarSolutions.com



pestweb.com

© 2019 Univar Inc. All rights reserved. Univar, the collaboration mark, and other identified trademarks are the property of Univar Inc. or affiliated companies. All other trademarks not owned by Univar Inc. or affiliated companies that appear in this material are the property of their respective owners.

ABOUT THIS LIST

- The PCT Top 100 list is based on 2018 revenues. Firms submitted revenues online or via a form included in the January issue of PCT.
- The abbreviations on the list are as follows: ** = estimated figure; n/a = no answer/unknown; NC = no change; GPC = general pest control; TC = termite control; Other = other services (see next bullet point); RES = residential; COM = commercial; EMP = employees.
- In the "other" category, services may include structural fumigation, construction services, nuisance wildlife control, irrigation repair and maintenance, insulation, bird control, pool services, lawn care, lawn maintenance, snow removal, tree care, weed control, heating and air conditioning services, gutter work, handyman services and more.

- Companies on the list earned revenues of \$7,682,517,841 in 2018. That's an increase of \$684 million over 2017's numbers.
- There are 28 states and two Canadian provinces represented. California has 13 companies on the list; Florida has 10.
- There are 14 companies on this year's list that were not on last year's: Terminix Service Co. (La.); Green Pest Solutions; West Termite, Pest & Lawn; Kirkland's Pest Control; Catseye USA; Swat Pest Management; Future Services; Horizon Pest Control; All-American Pest Control; Hoffman's Exterminating; Innovative Pest Solutions; Ardent Pest Control; Peachtree Pest Control; and Adams Pest Control of Little Rock.
- Nine companies that were on last year's list are not on this year's because of mergers and acquisitions: Wil-Kil Pest Control,

- Killingsworth Environmental, Turner Pest Control, Royal Pest Solutions, Cooper Pest Solutions, OPC Services, Varment Guard, Hometown Pest Control and Advanced Pest Management.
- PCT estimated the revenues for several companies on the list. PCT staff interviewed state association executives, industry consultants and others, as well as reviewed previously published figures, to arrive at these estimates.
- Visit PCT magazine's interactive map [the "online extras" section at www.pctonline.com] to see company information and view live links to each of the Top 100 firms' websites.
- This list was compiled by the PCT staff throughout the spring of 2019. E-mail PCT Editor Jodi Dorsch at jdorsch@gie.net with questions about this list.

Univar Solutions congratulates the

PCT Top 100!

Rank	Company	2017 Rank	City	State/ Province	2018 Revenues	Inc/Dec Over 2017	Inc/Dec For 2019	GPC	TC	Other	Res	Com	# Emp	# Offices
1	Rollins	1	Atlanta	GA	\$1,821,565,000	9%	5%	81%	18%	1%	61%	39%	14,000	700
2	Terminix	2	Memphis	TN	\$1,572,250,000	7%	n/a	59%	36%	5%	78%	22%	n/a	310
3	Rentokil Steritech	3	Reading	PA	\$825,000,000	16%	15%	80%	10%	10%	50%	50%	6,000	n/a
4	Ecolab	4	St. Paul	MN	\$526,328,547**	13%	n/a	n/a	n/a	n/a	0%	100%	n/a	n/a
5	Massey Services	5	Orlando	FL	\$247,709,211	6%	15%	42%	25%	33%	87%	13%	2,060	143
6	Arrow Exterminators	6	Atlanta	GA	\$225,115,000	13%	11%	48%	41%	11%	87%	13%	2,150	115
7	Cook's Pest Control	7	Decatur	AL	\$171,321,000	6%	7%	60%	40%	0%	75%	25%	1,813	38
8	Aptive Environmental	11	Provo	UT	\$141,968,548	61%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	36
9	Clark Pest Control	8	Lodi	CA	\$136,390,162	4%	n/a	75%	20%	5%	80%	20%	n/a	24
10	Terminix Service	9	Columbia	SC	\$128,611,381	2%	2%	45%	55%	0%	90%	10%	1,102	55
11	Truly Nolen of America	10	Tucson	AZ	\$117,193,407	2%	2%	61%	12%	27%	77%	23%	1,153	77
12	Anticimex	19	Summit	NJ	\$110,761,000	133%	100%	95%	3%	2%	51%	49%	775	33
13	ABC Home & Commercial Services	12	Austin	TX	\$84,500,000	10%	10%	46%	4%	50%	80%	20%	850	5
14	Abell Pest Control	13	Etobicoke	Ontario	\$71,083,800**	2%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
15	Home Paramount Pest Control	18	Forest Hill	MD	\$68,000,000	9%	10%	65%	35%	0%	70%	30%	650	35
16	Florida Pest Control & Chemical	14	Gainesville	FL	\$67,200,000	3%	5%	38%	45%	17%	80%	20%	554	20
17	Environmental Pest Service	17	Tampa	FL	\$63,551,000	22%	n/a	48%	30%	22%	85%	15%	533	36
18	Dodson Pest Control	15	Lynchburg	VA	\$58,236,000	5%	3%	70%	30%	0%	60%	40%	632	38
19	Plunkett's Pest Control	20	Fridley	MN	\$57,000,000	21%	6%	100%	0%	0%	20%	80%	500	2
20	Terminix Co. of North Carolina	16	Fayetteville	NC	\$55,166,800**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
21	Hulett Environmental Services	21	West Palm Beach	FL	\$43,400,000	7%	6%	n/a	n/a	n/a	87%	13%	n/a	8
22	Senske Services	22	Kennewick	WA	\$36,100,000	6%	8%	18%	0%	82%	75%	25%	500	13
23	Edge	27	Orem	UT	\$35,542,513	25%	25%	97%	0%	3%	95%	5%	365	8
24	Sprague Pest Solutions	23	Tacoma	WA	\$34,500,000	7%	13%	88%	0%	12%	0%	100%	250	12
25	Lloyd Pest Control	24	San Diego	CA	\$32,000,000	3%	6%	77%	23%	0%	60%	40%	275	8
25	Assured Environments	25	New York	NY	\$32,000,000**	3%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
27	Rose Pest Solutions	26	Troy	MI	\$30,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
28	J&J Exterminating Co.	28	Lafayette	LA	\$29,100,000	4%	6%	60%	40%	0%	60%	40%	249	13
29	Terminix Company	29	Greensboro	NC	\$27,750,000	5%	6%	45%	50%	5%	78%	22%	255	15
30	Gregory Pest Solutions	32	Greenville	SC	\$26,550,000	12%	10%	88%	10%	2%	17%	83%	253	9
31	McCloud Services	30	South Elgin	IL	\$25,000,000	7%	10%	100%	0%	0%	1%	99%	205	11
32	JP McHale Pest Management	34	Buchanan	NY	\$24,500,000	9%	10%	65%	5%	30%	65%	35%	160	1
33	Northwest Exterminating Co.	31	Tucson	AZ	\$23,750,000	NC	n/a	28%	15%	57%	25%	75%	250	2
34	Rottler Pest & Lawn Solutions	39	St. Louis	MO	\$22,407,831	8%	10%	51%	19%	30%	62%	38%	193	9
35	PestNow	36	Sterling	VA	\$21,907,000	2%	6%	64%	27%	9%	94%	6%	132	5
36	Active Pest Control	43	McDonough	GA	\$21,528,000	19%	18%	40%	55%	5%	97%	3%	205	15
37	Pacific Coast Termite	33	Orange	CA	\$21,326,250	-6%	3%	5%	78%	17%	90%	10%	131	2
38	ABC Home & Commercial Services — Houston	38	Cypress	TX	\$21,177,843	4%	8%	65%	15%	20%	60%	40%	210	2
39	Maheu & Maheu	40	Quebec City	Quebec	\$21,013,663	5%	5%	100%	0%	0%	15%	85%	130	6
40	Clegg's Termite & Pest Control	42	Durham	NC	\$20,543,482	4%	4%	60%	38%	2%	65%	35%	290	13
41	ABC Home and Commercial Services of DFW	45	Lewisville	TX	\$18,915,731	11%	20%	91%	2%	7%	73%	27%	180	4
42	Braman Termite and Pest Elimination	44	Agawam	MA	\$18,795,000	5%	5%	90%	10%	0%	20%	80%	170	6
43	Palmetto Exterminators	46	Charleston	SC	\$18,371,333	7%	8%	35%	59%	6%	90%	10%	155	8
44	Terminix Service Co.	n/a	Metairie	LA	\$16,854,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	140	3
45	Advanced IPM	49	Roseville	CA	\$15,985,130	10%	10%	75%	5%	20%	35%	65%	130	8
46	Green Pest Solutions	n/a	West Chester	PA	\$15,738,118	21%	23%	33%	5%	62%	89%	11%	135	5
47	Black Diamond Pest Control	50	Jeffersonville	IN	\$15,511,292	13%	15%	65%	30%	5%	65%	35%	172	3
48	Corky's Pest Control	52	San Marcos	CA	\$14,324,483	7%	13%	50%	22%	28%	80%	20%	130	1
49	Action Pest Control	48	Evansville	IN	\$13,884,870	-5%	6%	63%	10%	27%	75%	25%	125	7
50	Pointe Pest Control — ID, WA, OR	68	Post Falls	ID	\$13,636,000	43%	37%	87%	1%	12%	95%	5%	130	12
51	Pestmaster Services	66	Reno	NV	\$12,792,705	25%	12%	n/a	n/a	n/a	40%	60%	106	30
52	Pointe Pest Control — IL	58	Eagle	ID	\$12,501,959	13%	15%	88%	1%	11%	99%	1%	85	2
53	McCall Service	55	Jacksonville	FL	\$12,156,352	1%	20%	59%	19%	22%	55%	45%	123	7
54	RK Environmental Services	62	Westwood	NJ	\$12,000,000	14%	20%	80%	0%	20%	0%	100%	87	2
55	Your Way Fumigation	54	Murrieta	CA	\$11,908,704	-5%	-5%	0%	0%	100%	90%	10%	98	6
56	Deans Pest Control	56	Leesburg	FL	\$11,711,000	4%	6%	19%	11%	70%	99%	1%	121	1
57	Adam's Pest Control	59	Medina	MN	\$11,250,000	2%	10%	99%	1%	0%	50%	50%	105	2
58	O'Connor Pest Control	57	Santa Ynez	CA	\$11,200,000	NC	n/a	72%	28%	0%	70%	30%	n/a	4
59	Eastside Exterminators	59	Woodinville	WA	\$11,000,000	NC	10%	60%	0%	40%	90%	10%	90	1
59	Cingo	63	Atlanta	GA	\$11,000,000	7%	8%	n/a	n/a	n/a	85%	15%	100	7
61	Nozzle Nolen	65	West Palm Beach	FL	\$10,948,000	8%	8%	n/a	n/a	n/a	70%	30%	106	4
62	Griffin Pest Solutions	70	Kalamazoo	MI	\$10,900,000	24%	16%	95%	5%	0%	48%	52%	95	5
63	McNeely Pest Control	71	Winston-Salem	NC	\$10,733,107	18%	15%	75%	15%	10%	35%	65%	131	8
64	Scherzinger Pest Control	67	Cincinnati	OH	\$9,848,005	2%	7%	86%	14%	0%	70%	30%	98	3
65	Breda Pest Management	88	Loganville	GA	\$9,600,000	33%	10%	50%	50%	0%	98%	2%	75	1
66	Southern/Sovereign Pest Control	69	Virginia Beach	VA	\$9,470,000	1%	2%	70%	30%	0%	100%	0%	85	12
67	Versacor Enterprises	81	Southlake	TX	\$9,331,556	22%	18%	98%	2%	0%	0%	100%	70	6
68	Triple 'S' Termite & Pest Control	72	Manassas	VA	\$9,100,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
69	West Termite, Pest & Lawn	n/a	Lowell	AR	\$8,810,776	8%	10%	48%	8%	44%	70%	30%	57	7
70	Frontline Pest	80	Baltimore	MD	\$8,715,294	14%	15%	95%	1%	4%	98%	2%	55	3
71	Apex Pest Control	73	Rockledge	FL	\$8,600,000	NC	16%	50%	40%	10%	n/a	n/a	90	6
72	DA Exterminating	78	Metairie	LA	\$8,453,085	14%	15%	35%	65%	0%	65%	35%	61	3
73	Lewis Pest Control	83	Thomasville	AL	\$8,397,700	n/a	8%	51%	27%	22%	60%	40%	n/a	8
74	The Bugman	75	Anaheim	CA	\$8,200,000	1%	10%	52%	48%	0%	40%	60%	71	1
74	Kirkland's Pest Control	n/a	Fayetteville	TN	\$8,200,000	4%	5%	50%	40%	10%	55%	45%	113	6
76	Platinum Pest Solutions	98	Lansing	IL	\$8,115,800	39%	29%	100%	0%	0%	3%	97%	93	3
77	Catseye USA	n/a	Latham	NY	\$8,100,000	213%	135%	50%	10%	40%	90%	10%	60	4
78	National Exterminating	82	Newport News	VA	\$8,005,850	5%	3%	25%	75%	0%	80%	20%	61	1
79	Pro Pacific Pest Control	77	Escondido	CA	\$7,980,000	3%	8%	95%	5%	0%	90%	10%	74	1
80	American Pest Control	86	Hanna City	IL	\$7,841,000	4%	3%	66%	33%	1%	50%	50%	71	1
81	Inspect-All Services	92	Conyers	GA	\$7,415,705	9%	12%	30%	20%	50%	98%	2%	75	2
82	Swat Pest Management	n/a	Evansville	IN	\$7,294,389	5%	5%	43%	8%	49%	75%	25%	51	1
83	B & B Exterminating													