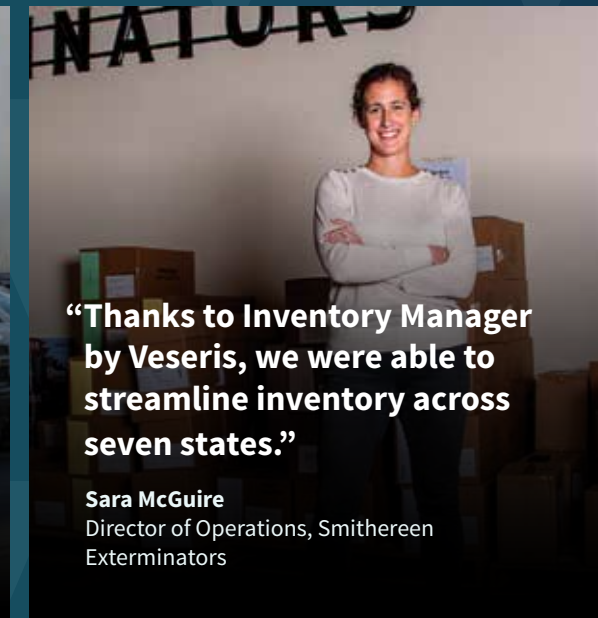




**“We went from three techs to the Top 100 in four years. Vesperis has been there since day one.”**

**Jason Payne**  
President, Payne Pest Management



**“Thanks to Inventory Manager by Vesperis, we were able to streamline inventory across seven states.”**

**Sara McGuire**  
Director of Operations, Smitheren Exterminators

# Vesperis means real impact on real businesses.

The pest control industry has always been about people supporting one another — especially in challenging times.

**That’s why we’re focusing on making a positive impact on our customers.** With reps, tools, and knowledge trusted by successful businesses across the country, Vesperis is the primary distributor for more PMPs than our next four competitors combined\*.

From time-tested relationships to new partnerships, we take pride in each of our customers’ successes — and we’re ready to help them go further.

Learn how Vesperis can impact your business. Visit [PestWeb.com/grow](https://PestWeb.com/grow) or call **800-888-4897** today.



\*A Strategic Analysis of the U.S. Structural Pest Control Industry, Specialty Consultants, LLC, 2019.  
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**“After the hurricane, our community needed mosquito control. Vesperis helped us win multi-county contracts.”**

**Phillip Clegg Jr. and Phil Clegg Sr.**  
Clegg's Pest Control

**“After the hurricane, our community needed mosquito control. Vesperis helped us win multi-county contracts.”**

After Hurricane Florence struck the Carolinas in 2018, **Phil and Phillip Clegg of Clegg's Pest Control** faced a surge of mosquito control cases. While the father-son duo and their team had experience managing mosquitoes, they weren't sure where to begin with municipal mosquito abatement.

So they reached out to their Vesperis rep Michael Crowe and his team of vector experts. “Michael helped us get the right equipment and products to put bids together,” says Phil.

The result? Three new truck-mounted ULV foggers, multi-county contracts — and a strengthened partnership with Vesperis. “No matter what we need, we can get it from Vesperis,” Phil says. “They’ve been very influential in our success.”

How can Vesperis make an impact on your business? Find out by visiting [PestWeb.com/grow](https://PestWeb.com/grow) or calling **800-888-4897**.



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**“With In2Care, I grew my business. Vesperis showed me where to get started.”**

**Lisa Botts**  
Founder & Owner, Peacock Pest Prevention



**“Vesperis helped us achieve 30% year-over-year growth.”**

**Rob Seeger**  
President, RJS Pest Management Specialists, an Anticimex Company



**» 2020 «  
COMMEMORATIVE  
POSTER**





- The PCT Top 100 list is based on 2019 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, weed control, heating/air conditioning services, gutter work, handyman services, cleaning/disinfecting services and more.
- The information for this list was collected from January to March 2020, prior to the COVID-19 pandemic. Since the business landscape has changed so much in the time between data collection and publication, 2020 revenue predictions are not included on this year's poster.
- Companies on the list earned revenues of \$8,259,156,262 in 2019. That's an increase of \$577 million over 2018's numbers.
- There are 16 companies on this list that were not on last year's: Fox Pest Control, P.E.S.T. (Providing Exterminating Solutions Today), Servall Termite & Pest Control, Arrow (and affiliated companies), American Pest Control, Quality Pest Services, Liberty Pest Control, Nelon-Cole Termite & Pest Control, Certus Pest, Bryan Pest Control, Insight Pest Solutions WA, Ja-Roy Pest Control, Armor Pest Defense, Newport Exterminating, Canady's Services, and Luv-A-Lawn and Pest Control.
- Ten companies that were on last year's list are not on this year's because of mergers and acquisitions: Clark Pest Control (Lodi, Calif.), Florida Pest Control & Chemical Company, Assured Environments, Gregory Pest Solutions, McCloud Services, JP McHale, Active Pest Control, Triple S Termite & Pest, Inspect-All and Innovative Pest Management.
- There are 29 states and two Canadian provinces represented. California has 13 companies on the list; Florida has 12.
- 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](http://www.pctonline.com)) to see company information and view live links to each of the Top 100 firms' websites.
- E-mail PCT Editor Jodi Dorsch at [jdorsch@gie.net](mailto:jdorsch@gie.net) with questions about this list.

# Veseris congratulates the PCT Top 100!

2019 RANK	COMPANY	2018 RANK	CITY	STATE/ PROVINCE	2019 REVENUES	INC/DEC OVER 2018	GPC	TC	OTHER	RES	COM	# EMP	# OFFICES
1	Rollins	1	Atlanta	GA	\$2,015,000,000	11%	82%	18%	0%	62%	38%	14,000+	800+
2	Terminix International	2	Memphis	TN	\$1,710,000,000	9%	61%	34%	5%	74%	26%	10,500	330
3	Rentokil	3	Reading	PA	\$950,000,000	16%	80%	10%	10%	50%	50%	6,000	n/a
4	Ecolab	4	St. Paul	MN	\$557,908,259**	6%	n/a	n/a	n/a	0%	100%	n/a	n/a
5	Massey Services	5	Orlando	FL	\$261,206,200	5%	43%	25%	32%	88%	12%	2,170	147
6	Arrow Exterminators	6	Atlanta	GA	\$253,462,000	13%	48%	41%	11%	92%	8%	2,416	126
7	Aptive Environmental	8	Provo	UT	\$199,759,084	46%	n/a	n/a	n/a	n/a	n/a	n/a	39
8	Anticimex	12	Berkeley Heights	NJ	\$194,600,000	76%	77%	12%	11%	72%	28%	n/a	43
9	Cook's Pest Control	7	Decatur	AL	\$180,000,000	5%	60%	40%	0%	80%	20%	1,792	37
10	Terminix Service	10	Columbia	SC	\$133,083,804	3%	45%	55%	0%	90%	10%	1,098	58
11	Truly Nolen of America	11	Tucson	AZ	\$117,190,000	1%	68%	23%	9%	76%	24%	1,078	77
12	ABC Home & Commercial Services	13	Austin	TX	\$96,100,000	14%	43%	2%	55%	80%	20%	n/a	5
13	Abell Pest Control	14	Toronto	Ontario	\$80,000,000**	10%	99%	0%	1%	8%	92%	550	25
14	Home Paramount	15	Forest Hill	MD	\$74,000,000	9%	65%	35%	0%	68%	32%	650	35
15	Environmental Pest Service	17	Tampa	FL	\$72,100,000	14%	45%	29%	26%	85%	15%	542	24
16	Plunkett's Pest Control	19	Fridley	MN	\$62,000,000	9%	100%	0%	0%	20%	80%	515	2
17	Dodson Pest Control	18	Lynchburg	VA	\$61,518,000	5%	70%	30%	0%	60%	40%	645	38
18	Terminix Co. of North Carolina	20	Fayetteville	NC	\$57,925,140**	5%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	Hulett Environmental Services	21	West Palm Beach	FL	\$44,272,500	2%	n/a	n/a	n/a	87%	13%	n/a	8
20	Fox Pest Control	n/a	Logan	UT	\$41,100,000	52%	98%	2%	0%	95%	5%	400	12
21	Edge	23	Orem	UT	\$40,117,325	13%	97%	0%	3%	95%	5%	392	9
22	Senske Services	22	Kennewick	WA	\$40,000,000	11%	17%	0%	83%	80%	20%	450	13
23	Sprague Pest Solutions	24	Tacoma	WA	\$37,500,000	8%	97%	0%	3%	0%	100%	270	16
24	Lloyd Pest Control	25	San Diego	CA	\$34,700,000	8%	77%	23%	0%	60%	40%	310	10
25	Rose Pest Solutions	27	Troy	MI	\$30,900,000**	3%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
26	J&J Exterminating	28	Lafayette	LA	\$30,609,256	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
27	Terminix Company	29	Greensboro	NC	\$29,737,000	7%	50%	50%	0%	78%	22%	242	15
28	ABC Home & Commercial Services of DFW	41	Lewisville	TX	\$25,097,187	33%	73%	3%	24%	55%	45%	215	7
29	Rottler Pest Solutions	34	St. Louis	MO	\$24,514,659	9%	52%	21%	27%	64%	36%	208	9
30	PestNow	35	Sterling	VA	\$23,775,000	9%	65%	29%	6%	95%	5%	152	7
31	Pacific Coast Termite	37	Orange	CA	\$22,092,659	4%	4%	79%	17%	90%	10%	138	2
32	Clegg's Termite & Pest Control	40	Durham	NC	\$21,998,431	7%	60%	39%	1%	60%	40%	298	13
33	Maheu & Maheu	39	Québec City	Québec	\$21,721,081	4%	100%	0%	0%	15%	85%	135	6
34	ABC Home & Commercial Services	38	Cypress	TX	\$21,500,000	5%	70%	15%	15%	60%	40%	200	2
35	Palmetto Exterminators	43	Charleston	SC	\$20,340,737	10%	35%	57%	8%	90%	10%	170	8
36	Advanced IPM	45	Roseville	CA	\$20,034,863	19%	80%	5%	15%	40%	60%	140	8
37	Braman Termite and Pest Elimination	42	Agawam	MA	\$20,735,000	5%	90%	10%	0%	10%	90%	185	6
38	Green Pest Solutions	46	West Chester	PA	\$19,097,947	21%	35%	4%	61%	90%	10%	169	4
39	Pointe Pest Control — ID, WA, OR	50	Post Falls	ID	\$17,500,000	33%	87%	1%	12%	91%	9%	175	19
40	P.E.S.T.	n/a	Pompano Beach	FL	\$17,393,304	NC	5%	95%	0%	90%	10%	200	13
41	Servall Termite & Pest Control	n/a	Clarksville	TN	\$17,295,858	7%	40%	35%	25%	75%	25%	221	7
42	Black Diamond Pest Control	47	Jeffersonville	IN	\$17,037,121	10%	65%	30%	5%	60%	40%	176	3
43	Terminix Service Co.	44	Metairie	LA	\$17,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
44	Corky's Pest Control	48	San Marcos	CA	\$15,941,698	10%	78%	22%	0%	89%	11%	134	1
45	RK Environmental Services	54	Westwood	NJ	\$15,700,000	17%	80%	0%	20%	0%	100%	100	2
46	Pointe Pest Control — IL	52	Eagle	ID	\$14,421,169	15%	88%	1%	11%	99%	1%	91	2
47	Pestmaster Services	51	Reno	NV	\$14,317,277	13%	70%	3%	27%	40%	60%	114	36
48	McCall Service	53	Jacksonville	FL	\$14,087,000	16%	59%	18%	23%	55%	45%	141	8
49	Cingo	59	Atlanta	GA	\$13,800,000	25%	n/a	n/a	n/a	85%	15%	130	8
50	Deans Pest Control	56	Leesburg	FL	\$12,352,000	5%	18%	9%	73%	99%	1%	113	1
51	McNeely Pest Control	63	Winston-Salem	NC	\$12,291,854	15%	75%	15%	10%	60%	40%	170	9
52	Arrow (and affiliated companies)	n/a	Baton Rouge	LA	\$12,100,000	n/a	n/a	n/a	n/a	80%	20%	n/a	6
53	American Pest Control	n/a	Athens	GA	\$12,000,000	5%	60%	38%	2%	70%	30%	140	9
54	Quality Pest Services	n/a	Anaheim	CA	\$11,959,981	45%	0%	95%	5%	75%	25%	95	5
55	Adam's Pest Control	57	Medina	MN	\$11,900,000	6%	96%	1%	3%	50%	50%	105	2
56	Eastside Exterminators	59	Woodinville	WA	\$11,500,000	1%	50%	0%	50%	95%	5%	80	1
57	Nozzle Nolen	61	West Palm Beach	FL	\$11,443,250	5%	60%	25%	15%	70%	30%	104	4
58	O'Connor Pest Control	58	Santa Ynez	CA	\$11,300,000	NC	80%	20%	0%	65%	35%	75	3
59	Breda Pest Management	65	Loganville	GA	\$11,200,000	11%	50%	50%	0%	98%	2%	90	2
60	Griffin Pest Solutions	62	Kalamazoo	MI	\$11,100,000	2%	97%	1%	2%	45%	55%	86	4
61	Versacor Enterprises	67	Southlake	TX	\$10,404,710	12%	98%	2%	0%	0%	100%	77	6
62	Scherzinger Pest Control	64	Cincinnati	OH	\$9,946,485	1%	86%	14%	0%	70%	30%	n/a	3
63	Southern & Sovereign Pest Control	66	Virginia Beach	VA	\$9,536,000	1%	90%	10%	0%	100%	0%	75	12
64	Apex Pest Control	71	Rockledge	FL	\$9,334,000	7%	66%	27%	7%	78%	22%	95	6
65	Liberty Pest Control	n/a	Brooklyn	NY	\$9,300,000	18%	100%	0%	0%	30%	70%	73	1
66	West Termite Pest & Lawn	69	Lowell	AR	\$9,226,187	5%	48%	40%	12%	70%	30%	102	8
67	Frontline Pest	70	Baltimore	MD	\$9,221,467	6%	92%	1%	7%	98%	2%	56	3
68	Lewis Pest Control	73	Thomasville	AL	\$9,190,629	n/a	45%	30%	25%	60%	40%	n/a	7
69	The Bugman	74	Anaheim	CA	\$8,900,000	9%	60%	40%	0%	70%	30%	63	1
70	Pro Pacific Pest Control	79	San Marcos	CA	\$8,872,000	13%	88%	12%	0%	90%	10%	76	1
71	Nelon-Cole Termite & Pest Control	n/a	Shelby	NC	\$8,500,000	16%	50%	35%	15%	75%	25%	80	3
72	Swat Pest Management	82	Evansville	IN	\$8,391,346	13%	44%	7%	49%	75%	25%	51	2
73	National Exterminating	78	Newport News	VA	\$8,358,460	5%	36%	40%	24%	60%	40%	60	1
74	Kirkland's Pest Control	74	Fayetteville	TN	\$8,313,000	1%	60%	35%	5%	60%	40%	120	6
75	Certus Pest	n/a	Guilford	CT	\$8,270,000	2%	86%	0%	14%	89%	11%	65	2
76	Animal Pest Management Services	90	Chino	CA	\$8,250,000	16%	10%	15%	75%	10%	90%	46	1
77	DA Exterminating	72	Metairie	LA	\$8,200,000	NC	35%	65%	0%	65%	35%	62	3
78	Bryan Pest Control	n/a	Fort Walton Beach	FL	\$8,100,000	6%	50%	35%	15%	65%	35%	n/a	3
79	American Pest Control	80	Hanna City	IL	\$7,960,389	1%	60%	40%	0%	48%	52%	73	1
80	Platinum Pest Solutions	76	Lansing	IL	\$7,926,479	-2%	100%	0%	0%	5%	95%	90	2
81	All Natural Pest Elimination	85	Medford	OR	\$7,700,000	15%	55%	40%	5%	80%	20%	55	2
82	Go-Forth Pest Management	86	High Point	NC	\$7,662,442	15%	68%	26%	6%	88%	12%	55	4
83	B & B Exterminating	83	Jacksonville	FL	\$7,600,000	3%	30%	40%	30%	70%	30%	n/a	1
84	Insight Pest Solutions WA	n/a	Federal Way	WA	\$7,500,000	39%	88%	0%	12%	95%	5%	50	1
85	Future Services	87	Grayson	GA	\$7,483,000	12%	28%	59%	13%	96%	4%	68	4
86	Hoffman's Exterminating	94	Mantua	NJ	\$7,200,000	32%	n/a	n/a	n/a	50%	50%	63	5
87	Petri Pest Control Services	88	Pompano Beach	FL	\$7,145,000	8%	53%	10%	37%	90%	10%	67	2
88	Ja-Roy Pest Control	n/a	Covington	LA	\$7,061,270	6%	40%	60%	0%	90%	10%	71	4
89	Horizon Pest Control	92	Midland Park	NJ	\$7,020,000	13%	86%	5%	9%	59%	41%	58	1
90	The Bug Master	84	Austin	TX	\$6,864,816	-5%	n/a	n/a	n/a	40%	60%	68	3
91	All-American Pest Control	93	Nashville	TN	\$6,844,500	14%	n/a	n/a	n/a	96%	4%	52	3
92	Armor Pest Defense	n/a	Blackfoot	ID	\$6,823,302	38%	100%	0%	0%	95%	5%	45	6
93	Newport Exterminating	n/a	Irvine	CA	\$6,800,000	-3%	n/a	n/a	n/a	50%	50%	47	1
94	Ardent Pest Control	98	Highland	UT	\$6,500,000	154%	90%	7%	3%	99%	1%	50	6
95	Innovative Pest Solutions	97	Vista	CA	\$6,299,276	24%	55%	9%	36%	1%	99%	46	2
96	Canady's Services	n/a	Lumber Bridge	NC	\$6,033,219	29%	50%	25%	25%	75%	25%	60	4
97	Blue Chip Pest Services	95	Fenton	MO	\$5,854,983	3%	91%	9%	0%	60%	40%	50	4
98	Kilter Termite and Pest Control	89	Orange	CA	\$5,772,620	n/a	8%	62%	30%	97%	3%	45	4
99	Luv-A-Lawn and Pest Control	n/a	St. Cloud	FL	\$5,644,040	22%	17%	2%	81%	92%	8%	48	3
100	Payne Pest Management	91	San Diego	CA	\$5,510,000	n/a	55%	30%	15%	n/a	n/a	42	3



Mike Dirks, Dirks Pest Management  
Brian Smith, Veseris

A new name. A stronger focus.

## Univar ES is now Veseris.

In January, we became an independent company, meaning we can now focus 100% on serving environmental science customers like you.

**That's why we chose Veseris — a name that means impact.**