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**2017
COMMEMORATIVE
POSTER**

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SHORT ANSWER

**WON'T
CUT IT.**

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PCT 2017 COMMEMORATIVE POSTER



“(About THIS list)”

- The PCT Top 100 list is based on 2016 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 repair, nuisance wildlife control, irrigation repair and maintenance, insulation, bird control, pool services, lawn care, lawn maintenance, snow

- removal, tree care, heating and air conditioning, gutter work, handyman services and more. Also, some firms classify their bed bug work as “other.”
- Companies on the list earned revenues of \$6,633,954,040 in 2016. That's an increase of \$240 million over 2015's numbers.
- There are 29 states and three Canadian provinces represented. Florida and California both have 12 companies on the list.
- There are seven companies on this year's list that were not on last year's: Ace Exterminating, Aptive Environmental, Edge, FSS, Inspect-All Services, Pro Pacific Pest Control and Versacor Enterprises.
- Six companies that were on last year's list are not on this

- year's because of mergers and acquisitions (see related information on page 10): Alterra Pest Control, Catseye Pest Control, ISOTECH Pest Management, Oliver Exterminating, Sandwich Isle Pest Solutions and The Steritech Group.
- 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 (www.pctonline.com/page/top-100-map/) 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 2017. E-mail PCT Editor Jodi Dorsch at jdorsch@gie.net with comments about the list.

UNIVAR CONGRATULATES

THE PCT TOP 100!

2016 RANK	COMPANY	2015 RANK	CITY	STATE/ PROVINCE	2016 REVENUES	INC/DEC OVER 2015	INC/DEC FOR 2017	GPC	TC	OTHER	RES	COM	# EMP	# OFFICES
1	Rollins	1	Atlanta	GA	\$1,573,477,000	6%	5%	82%	17%	1%	60%	40%	12,000	700
2	Terminix International	2	Memphis	TN	\$1,447,532,403	6%	n/a	57%	38%	5%	79%	21%	9,600	310
3	Rentokil Steritech	3	Wyomissing	PA	\$600,000,000	36%	10%	80%	10%	10%	50%	50%	6,000	n/a
4	Ecolab	4	St. Paul	MN	\$435,306,053	8%	n/a	n/a	n/a	n/a	0%	100%	n/a	n/a
5	Massey Services	5	Orlando	FL	\$219,684,347	10%	15%	42%	25%	33%	88%	12%	1,892	137
6	Arrow Exterminators	6	Atlanta	GA	\$178,300,000	11%	10%	47%	42%	11%	82%	18%	1,728	98
7	Cook's Pest Control	8	Decatur	AL	\$152,000,000	7%	7%	59%	41%	0%	80%	20%	1,722	36
8	Terminix Service	9	Columbia	SC	\$121,995,692	4%	2%	45%	55%	0%	75%	25%	1,116	54
9	Truly Nolen of America	10	Tucson	AZ	\$117,994,000	3%	8%	68%	23%	9%	79%	21%	1,172	77
10	Clark Pest Control	11	Lodi	CA	\$104,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	ABC Home & Commercial Services	14	Austin	TX	\$70,612,000	9%	12%	45%	5%	50%	80%	20%	700	4
12	Abell Pest Control	13	Etobicoke	Ontario	\$69,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
13	Florida Pest Control & Chemical	15	Gainesville	FL	\$62,988,256	4%	5%	37%	45%	18%	80%	20%	535	20
14	Dodson Bros. Exterminating	16	Lynchburg	VA	\$53,373,000	3%	1%	59%	27%	14%	60%	40%	607	37
15	Terminix Co. of North Carolina	17	Fayetteville	NC	\$52,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
16	Environmental Pest Service	19	Tampa	FL	\$50,565,101	11%	11%	45%	28%	27%	n/a	n/a	480	25
17	Northwest Exterminating	20	Marietta	GA	\$50,100,000	10%	10%	37%	53%	10%	88%	12%	493	22
18	Home Paramount	18	Forest Hill	MD	\$49,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	Plunkett's Pest Control	21	Fridley	MN	\$42,250,000	9%	6%	100%	0%	0%	20%	80%	390	1
20	Hulett Environmental Services	22	West Palm Beach	FL	\$38,500,000	8%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	8
21	Aptive Environmental	n/a	Provo	UT	\$37,145,000	n/a	125%	n/a	n/a	n/a	n/a	n/a	n/a	29
22	Senske Services	25	Kennewick	WA	\$32,000,000	7%	8%	18%	0%	82%	70%	30%	450	12
23	Assured Environments	24	New York	NY	\$30,000,000	3%	5%	100%	0%	0%	25%	75%	215	4
24	Lloyd Pest Control	26	San Diego	CA	\$29,963,000	5%	5%	75%	25%	0%	70%	30%	270	8
25	Sprague Pest Solutions	28	Tacoma	WA	\$29,500,000	11%	12%	93%	0%	7%	3%	97%	242	11
26	Rose Pest Solutions	27	Troy	MI	\$29,000,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
27	Allgood Pest Solutions-Atlanta	29	Duluth	GA	\$26,986,235	5%	7%	55%	41%	4%	85%	15%	255	11
28	Viking Termite & Pest Control	31	Warren	NJ	\$26,200,000	11%	14%	n/a	n/a	n/a	n/a	n/a	210	11
29	J&J Exterminating	30	Lafayette	LA	\$26,050,150	7%	5%	57%	43%	0%	60%	40%	210	12
30	Terminix Company	32	Greensboro	NC	\$25,163,284	7%	7%	45%	55%	0%	78%	22%	n/a	15
31	Northwest Exterminating	35	Tucson	AZ	\$23,500,000	13%	10%	25%	15%	60%	38%	62%	225	2
32	McCloud Services	34	South Elgin	IL	\$22,400,000	7%	8%	100%	0%	0%	1%	99%	200	12
33	Gregory Pest Solutions	36	Greenville	SC	\$22,050,000	8%	9%	87%	11%	2%	18%	82%	220	8
34	ABC Home & Commercial Services	33	Cypress	TX	\$21,500,000	-3%	10%	70%	10%	20%	60%	40%	195	2
35	Wil-Kil Pest Control	37	Sun Prairie	WI	\$20,700,000	6%	n/a	100%	0%	0%	14%	86%	n/a	5
36	Killingsworth Environmental	41	Monroe	NC	\$20,567,703	11%	15%	30%	20%	50%	95%	5%	185	16
37	JP McHale Pest Management	38	Buchanan	NY	\$20,500,000	14%	10%	n/a	n/a	n/a	70%	30%	140	1
38	Edge The Service Company	n/a	Orem	UT	\$20,297,051	n/a	50%	n/a	n/a	n/a	95%	5%	150	6
39	Heron Home & Outdoor	42	Apopka	FL	\$20,148,622	8%	15%	16%	5%	79%	95%	5%	202	9
40	Pacific Coast Termite	45	Orange	CA	\$19,760,049	21%	10%	7%	74%	19%	90%	10%	118	2
41	PestNow	44	Sterling	VA	\$19,676,000	11%	7%	61%	30%	9%	94%	6%	111	5
42	Clegg's Termite & Pest Control	39	Durham	NC	\$19,642,043	5%	4%	60%	37%	3%	60%	40%	275	13
43	Maheu&Maheu	43	Quebec City	Quebec	\$19,612,103	10%	5%	100%	0%	0%	15%	85%	120	6
44	Royal Pest Solutions	40	New Castle	DE	\$18,750,000	NC	3%	75%	5%	20%	55%	45%	100	6
45	Rottler Pest & Lawn Solutions	47	St. Louis	MO	\$17,756,616	10%	10%	46%	22%	32%	65%	35%	170	8
46	Modern Pest Services	46	Brunswick	ME	\$17,181,000	6%	8%	93%	1%	6%	50%	50%	n/a	7
47	Braman Termite & Pest Elimination	48	Agawam	MA	\$16,900,000	8%	8%	90%	10%	0%	30%	70%	150	6
48	Turner Pest Control	53	Jacksonville	FL	\$16,800,000	17%	19%	n/a	n/a	n/a	85%	15%	158	6
49	American Pest	57	Fulton	MD	\$16,500,000	27%	7%	95%	5%	0%	45%	55%	150	1
50	Active Pest Control	49	McDonough	GA	\$16,250,000	9%	15%	35%	60%	5%	97%	3%	147	14
51	Batzner Pest Control	51	New Berlin	WI	\$16,164,287	10%	10%	99%	1%	0%	35%	65%	150	6
52	Palmetto Exterminators	52	Charleston	SC	\$15,780,000	6%	8%	35%	60%	5%	90%	10%	150	8
53	Poulin's Pest Control	50	Winnipeg	Manitoba	\$15,311,616	2%	8%	100%	0%	0%	14%	86%	108	8
54	ABC Home & Commercial Services of DFW	54	Lewisville	TX	\$14,988,163	10%	13%	78%	18%	4%	65%	35%	135	3
55	Terminix Service Co.	56	Metairie	LA	\$14,000,000	4%	2%	35%	65%	0%	80%	20%	140	3
56	Corky's Pest Control	55	San Marcos	CA	\$12,780,659	-5%	5%	70%	30%	0%	75%	25%	120	1
57	Your Way Fumigation	59	Murrieta	CA	\$12,651,394	3%	-5%	0%	0%	100%	80%	20%	117	7
58	Black Diamond Pest Control	60	Jeffersonville	IN	\$12,581,431	10%	10%	70%	20%	10%	55%	45%	158	3
59	Advanced Integrated Pest Management	63	Roseville	CA	\$11,850,039	14%	15%	n/a	n/a	n/a	25%	75%	94	7
60	Fischer Environmental Services	61	Mandeville	LA	\$11,838,088	8%	8%	42%	55%	3%	54%	46%	87	n/a
61	Eastside Exterminators	64	Woodinville	WA	\$11,154,393	12%	14%	50%	0%	50%	95%	5%	85	1
62	McCall Service	62	Jacksonville	FL	\$11,060,950	3%	7%	46%	20%	34%	65%	35%	102	7
63	Cooper Pest Solutions	69	Lawrenceville	NJ	\$10,985,000	15%	17%	90%	10%	0%	51%	49%	105	1
64	O'Connor Pest Control	65	Camarillo	CA	\$10,850,000	8%	6%	71%	29%	0%	65%	35%	n/a	4
65	Adam's Pest Control	68	Medina	MN	\$10,300,000	6%	9%	99%	1%	0%	50%	50%	90	2
66	Deans Pest Control	76	Leesburg	FL	\$10,076,000	18%	12%	28%	19%	53%	99%	1%	122	1
67	Allgood/Cingo	65	Dublin	GA	\$10,000,000	5%	5%	50%	50%	0%	82%	18%	90	8
68	Guardian Pest Solutions	70	Superior	WI	\$10,000,000	5%	5%	100%	0%	0%	10%	90%	95	2
69	Kiliter Termite and Pest Control	99	Temecula	CA	\$9,855,541	44%	25%	30%	60%	10%	95%	5%	48	8
70	OPC Services	74	Louisville	KY	\$9,743,562	16%	5%	68%	24%	8%	70%	30%	104	3
71	Nozzle Nolen	73	West Palm Beach	FL	\$9,576,255	9%	16%	65%	20%	15%	80%	20%	95	5
72	Scherzinger Pest Control	71	Cincinnati	OH	\$9,419,872	2%	5%	78%	22%	0%	79%	21%	98	3
73	FSS	n/a	Westfield	IN	\$9,400,500	18%	10%	20%	0%	80%	0%	100%	39	6
74	Southern/Sovereign Pest Control	72	Virginia Beach	VA	\$9,300,000	4%	3%	50%	50%	0%	100%	0%	75	13
75	Pestmaster Services	80	Reno	NV	\$9,148,876	22%	20%	71%	10%	19%	45%	55%	95	35
76	RK Environmental Services	79	Westwood	NJ	\$8,606,000	18%	20%	90%	0%	10%	0%	100%	63	2
77	Triple 'S' Pest Services	75	Manassas	VA	\$8,600,000	3%	5%	70%	20%	10%	35%	65%	65	4
78	Griffin Pest Solutions	77	Kalamazoo	MI	\$8,590,233	9%	11%	80%	5%	15%	50%	50%	76	5
79	McNeely Pest Control	87	Winston-Salem	NC	\$7,918,779	15%	15%	70%	18%	12%	60%	40%	94	5
80	National Exterminating	85	Newport News	VA	\$7,718,970	9%	9%	45%	45%	10%	60%	40%	60	1
81	Varmont Guard	82	Columbus	OH	\$7,655,230	6%	8%	74%	8%	18%	48%	52%	74	1
82	The Bugman	78	Anaheim	CA	\$7,607,000	NC	10%	46%	55%	0%	45%	55%	64	1
83	DA Exterminating	84	Metairie	LA	\$7,300,495	10%	10%	35%	65%	0%	65%	35%	65	3
84	U.S. Pest Protection	81	Hendersonville	TN	\$7,300,000	NC	10%	55%	44%	1%	70%	30%	60	3
85	American Pest Control	89	Hanna City	IL	\$7,096,885	14%	3%	80%	20%	0%	60%	40%	71	1
86	B&B Exterminating Company	88	Jacksonville	FL	\$6,900,000	1%	2%	30%	40%	30%	70%	30%	52	1
87	Lewis Pest Control	86	Thomasville	AL	\$6,862,035	4%	n/a	57%	28%	15%	65%	35%	62	6
88	Animal Pest Management Services	95	Chino	CA	\$6,850,000	10%	8%	20%	12%	68%	80%	20%	41	3
89	Frontline Pest	90	Baltimore	MD	\$6,833,000	11%	10%	99%	1%	0%	98%	2%	43	4
90	Bug Doctor	93	Paramus	NJ	\$6,778,160	15%	10%	55%	1%	44%	25%	75%	39	1
91	Pro Pacific Pest Control	n/a	Escondido	CA	\$6,667,000	21%	12%	100%	0%	0%	90%	10%	42	1
92	Hometown Pest Control	91	Delray Beach	FL	\$6,660,000	8%	15%	55%	10%	35%	85%	15%	63	1
93	Breda Pest Management	97	Loganville	GA	\$6,438,328	14%	14%	50%	50%	0%	98%	2%	62	1
94	Ace Exterminating	n/a	Joelton	TN	\$6,431,424	18%	20%	50%	30%	20%	60%	40%	106	6
95	The Bug Master	94	Austin	TX	\$6,127,601	3%	10%	91%	9%	0%	60%	40%	61	3
96	Versacor Enterprises	n/a	Southlake	TX	\$6,098,766	27%	30%	98%	2%	0%	100%	0%	54	5
97	Advanced Pest Management	92	Elkton	MD	\$6,079,375	1%	5%	80%	10%	10%	65%			