

A Well-Deserved

CONGRATULATIONS to the 2012 PCT Top 100



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ABOUT THIS LIST

- The PCT Top 100 list is based on 2011 revenues.
- 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 include turf and ornamental work, landscape maintenance, "home" services (i.e., handyman services, home inspections, carpet cleaning, insulation services, moisture remediation, etc.), fumigation, heat treatments, bird control, mosquito control, wildlife exclusion, etc.
- Companies in the PCT Top 100 list earned revenues of \$5,176,074,423 in 2011, which was an increase of \$179,664,641 from 2010.
- There are 30 states and three Canadian provinces represented in this year's list. Florida and California both have 12 firms on the list.
- Revenues for the three Canadian firms are reported in U.S. dollars. The May 1 exchange rate was \$1.02 Canadian to \$1 U.S.
- Last year, Nader's Pest Raiders of Ponte Vedra Beach and Fernandina Beach, Fla., was #82 on the list. The firm was acquired by Arrow Exterminators, Atlanta, in December 2010 so the firm is no longer on the Top 100 list.
- EcoFirst, Las Vegas, was #51 on last year's list. The firm was sold to Terminix International on Nov. 1, 2011, so it is not listed this year.
- Spencer Pest Services, Roswell, Ga., was #96 on last year's list. Atlanta-based Arrow Exterminators acquired Spencer's Florida operation so the firm is not listed here.
- Visit PCT magazine's interactive map (<http://bit.ly/Ka5cfB>) 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 2012. E-mail PCT Editor Jodi Dorsch at jdorsch@giemedia.com with comments about the list.

11 RANK	COMPANY	10 RANK	CITY	STATE/ PROVINCE	2011 REV	% INC/DEC OVER 2010	EST % INC/DEC FOR 2012	% GPC	% TC	% Other	% RES	% COM	# of EMP	# of OFFICES
1	Rollins	2	Atlanta	GA	\$1,205,064,000	6%	5%	81%	18%	1%	58%	42%	10,112	n/a
2	Terminix International	1	Memphis	TN	\$1,193,075,000	NC	NC	54%	42%	4%	78%	22%	8,450	300
3	Ecolab	3	St. Paul	MN	\$329,040,000	NC	n/a	n/a	n/a	n/a	0%	100%	n/a	n/a
4	Rentokil/Ehrlich/Presto-X	4	Reading	PA	\$246,200,000	6%	6%	90%	8%	2%	n/a	n/a	1,938	98
5	Massey Services	5	Orlando	FL	\$136,346,547	6%	10%	32%	29%	39%	90%	10%	1,246	91
6	The Steritech Group	7	Charlotte	NC	\$114,014,000	9%	8%	n/a	n/a	n/a	0%	100%	1,000	31
7	Cook's Pest Control	6	Decatur	AL	\$112,400,000	6%	6%	75%	25%	0%	75%	25%	1,365	33
8	Arrow Exterminators	8	Atlanta	GA	\$110,100,000	7%	8%	40%	50%	10%	83%	17%	970	68
9	Terminix Service	9	Columbia	SC	\$105,133,441	2%	3%	65%	35%	0%	80%	20%	1,125	54
10	Clark Pest Control*	10	Lodi	CA	\$102,501,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	Western Exterminator Company	11	Anaheim	CA	\$94,800,000	2%	4%	82%	18%	0%	50%	50%	877	36
12	Truly Nolen of America	12	Tucson	AZ	\$94,100,000	2%	7%	64%	27%	9%	77%	23%	1,013	66
13	Abell Pest Control*	13	Etobicoke	Ontario	\$82,927,899	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
14	Florida Pest Control & Chemical Co.	14	Gainesville	FL	\$51,408,000	4%	4%	35%	46%	19%	90%	10%	496	20
15	Home Paramount*	15	Forest Hill	MD	\$47,610,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
16	Dodson Bros. Exterminating	17	Lynchburg	VA	\$45,346,000	5%	1%	72%	27%	1%	60%	40%	560	35
17	Critter Control	18	Traverse City	MI	\$44,880,000	4%	6%	6%	0%	94%	80%	20%	440	137
17	Terminix Co. of North Carolina*	16	Fayetteville	NC	\$44,880,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	ABC Home & Commercial Services	19	Austin	TX	\$39,026,650	13%	15%	52%	6%	42%	70%	30%	510	3
20	Hulett Environmental Services	20	West Palm Beach	FL	\$35,771,544	8%	7%	45%	35%	20%	80%	20%	344	13
21	Dewey Services*	22	Pasadena	CA	\$32,480,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
22	Assured Environments	21	New York	NY	\$31,600,000	NC	3%	100%	0%	0%	20%	80%	250	2
23	Northwest Exterminating	24	Marietta	GA	\$29,500,000	6%	5%	32%	59%	9%	87%	13%	310	17
24	Oliver Exterminating	23	Miami	FL	\$28,000,000	n/a	n/a	n/a	n/a	n/a	75%	25%	315	16
25	Plunkett's Pest Control	26	Fridley	MN	\$27,200,000	10%	6%	100%	0%	0%	15%	85%	285	1
26	Allgood Pest Solutions	25	Duluth	GA	\$27,001,656	3%	7%	51%	48%	1%	83%	17%	287	19
27	Lloyd Pest Control	27	San Diego	CA	\$22,750,000	3%	5%	75%	25%	0%	60%	40%	240	8
28	Rose Pest Solutions*	28	Troy	MI	\$21,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
29	Bruce Terminix	29	Greensboro	NC	\$20,130,000	2%	5%	45%	55%	0%	80%	20%	200	14
30	Senske Pest Control	30	Kennewick	WA	\$19,400,000	2%	10%	25%	0%	75%	80%	20%	300	8
30	J & J Exterminating	33	Lafayette	LA	\$19,400,000	14%	8%	54%	46%	0%	63%	37%	187	11
32	Sprague Pest Solutions	32	Tacoma	WA	\$19,000,000	11%	10%	100%	0%	0%	3%	97%	170	10
32	Bulwark Exterminating	31	Mesa	AZ	\$19,000,000	n/a	8%	98%	2%	0%	100%	0%	264	11
34	McCloud Services	35	Hoffman Estates	IL	\$18,400,000	10%	10%	81%	0%	19%	1%	99%	166	n/a
35	Viking Termite & Pest Control	37	Bound Brook	NJ	\$17,900,000	18%	18%	n/a	n/a	n/a	65%	35%	161	10
36	ABC Home and Commercial Services	38	Houston	TX	\$17,850,000	19%	15%	60%	15%	25%	65%	35%	215	3
37	Clegg's Termite & Pest Control	34	Durham	NC	\$17,101,000	1%	3%	57%	43%	0%	60%	40%	275	13
38	Gregory Pest Solutions	39	Greenville	SC	\$16,060,000	n/a	10%	80%	19%	1%	25%	75%	160	8
39	Wil-Kil Pest Control	36	Menomonee Falls	WI	\$15,800,000	6%	6%	97%	0%	3%	14%	86%	145	4
40	Maheu & Maheu	40	Quebec City	Quebec	\$15,115,279	5%	8%	45%	0%	55%	20%	80%	105	5
41	JP McHale Pest Management	43	Buchanan	NY	\$14,500,000	14%	15%	65%	5%	30%	80%	20%	120	1
42	Schendel Services	46	Topeka	KS	\$14,300,000	19%	10%	80%	10%	10%	30%	70%	140	9
43	Bug Out Service	41	Jacksonville	FL	\$14,248,218	3%	5%	20%	50%	30%	95%	5%	112	5
44	Modern Pest Services	45	Brunswick	ME	\$14,205,500	15%	10%	94%	1%	5%	42%	58%	135	6
45	PestNow	42	Sterling	VA	\$13,800,000	5%	5%	67%	30%	3%	95%	5%	95	4
46	Royal Pest Solutions	52	New Castle	DE	\$13,600,000	28%	30%	70%	30%	0%	40%	60%	110	10
47	Poulin's Pest Control	44	Winnipeg	Manitoba	\$12,967,201	9%	12%	100%	0%	0%	10%	90%	n/a	8
48	Pacific Coast Termite	49	Tustin	CA	\$12,593,677	8%	10%	5%	78%	17%	90%	10%	88	2
49	Knox Pest Control	48	Columbus	GA	\$12,500,000	6%	10%	68%	29%	3%	67%	33%	110	13
50	Clark Pest Control*	47	Bakersfield	CA	\$12,180,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	150	n/a
51	Braman Chemical	55	Agawam	MA	\$11,700,000	n/a	5%	90%	10%	0%	40%	60%	120	6
52	Terminix Service	50	Metairie	LA	\$11,500,000	3%	12%	40%	60%	0%	96%	4%	72	4
53	PestMasters	53	Bishop	CA	\$11,297,348	2%	5%	57%	9%	34%	40%	60%	103	34
54	PermaTreat Pest Control	56	Fredericksburg	VA	\$11,000,000	9%	10%	60%	40%	0%	60%	40%	111	8
54	Northwest Exterminating	54	Tucson	AZ	\$11,000,000	NC	1%	27%	37%	36%	75%	25%	170	1
56	American Pest	60	Fulton	MD	\$10,546,916	12%	10%	95%	5%	0%	25%	75%	105	1
57	Eradico Services	58	Novi	MI	\$10,518,000	9%	4%	80%	3%	17%	40%	60%	130	7
58	Rottler Pest & Lawn Solutions	59	St. Louis	MO	\$10,459,844	10%	10%	44%	31%	25%	90%	10%	100	6
59	Palmetto Exterminators	57	Charleston	SC	\$10,303,000	4%	4%	30%	66%	4%	90%	10%	100	8
60	Killingsworth Environmental of the Carolinas	63	Indian Trail	NC	\$9,900,000	11%	15%	37%	45%	18%	95%	5%	90	11
61	Action Pest Control	68	Evansville	IN	\$9,740,000	24%	6%	75%	10%	15%	40%	60%	104	5
62	Turner Pest Control	61	Jacksonville	FL	\$9,650,000	3%	6%	n/a	n/a	n/a	n/a	n/a	89	5
63	Batzner Services	67	New Berlin	WI	\$9,158,249	12%	10%	99%	1%	0%	25%	75%	86	5
64	Heron Pest Control	77	Apopka	FL	\$9,012,420	36%	25%	18%	4%	78%	95%	5%	130	7
65	Myers Pest & Termite Services	62	Bedford	TX	\$9,000,000	-2%	5%	85%	15%	0%	28%	72%	75	3
66	ISOTECH Pest Management	n/a	Invindale	CA	\$8,854,038	42%	30%	95%	5%	0%	2%	98%	59	1
67	ABC Home and Commercial Services of DFW	64	Lewisville	TX	\$8,650,000	NC	15%	75%	15%	10%	65%	35%	100	1
68	Fischer Environmental Services	66	Mandeville	LA	\$8,645,000	2%	5%	42%	55%	3%	56%	44%	70	n/a
69	McCall Service	65	Jacksonville	FL	\$8,586,813	-1%	7%	47%	19%	34%	69%	31%	86	5
70	Cooper Pest Solutions	76	Lawrenceville	NJ	\$8,160,710	18%	5%	79%	3%	18%	32%	68%	85	1
71	Hydrex Pest Control	69	Campanillo	CA	\$7,800,000	n/a	n/a	75%	25%	0%	70%	30%	65	6
72	Nozzle Nolen	71	West Palm Beach	FL	\$7,702,000	6%	10%	70%	16%	14%	80%	20%	91	5
73	Peachtree Pest Control	69	Norcross	GA	\$7,650,000	4%	5%	50%	35%	15%	65%	35%	90	9
74	Guardian Pest Solutions	n/a	Duluth	MN	\$7,626,720	13%	12%	100%	0%	0%	10%	90%	72	4
75	Southern/Sovereign Pest Control	73	Virginia Beach	VA	\$7,560,000	5%	5%	50%	50%	0%	100%	0%	60	9
76	Catseye Pest Control	74	Castleton	NY	\$7,200,000	NC	30%	n/a	n/a	n/a	93%	7%	51	4
77	Scherzinger Pest Control	84	Cincinnati	OH	\$7,105,916	13%	15%	77%	23%	0%	70%	30%	88	2
78	Triple S Services	83	Manassas	VA	\$7,025,000	7%	7%	68%	15%	17%	35%	65%	62	4
79	Griffin Pest Solutions	75	Kalamazoo	MI	\$7,000,000	11%	15%	80%	10%	10%	60%	40%	68	5
80	Eden Advanced Pest Technologies	78	Olympia	WA	\$6,943,000	2%	6%	100%	0%	0%	50%	50%	61	4
81	DA Exterminating	79	Metairie	LA	\$6,925,000	4%	6%	35%	65%	0%	65%	35%	65	3
82	Arrow Environmental Services	99	Sarasota	FL	\$6,910,990	35%	30%	49%	7%	44%	70%	30%	109	5
83	Black Diamond Termite & Pest Control	88	New Albany	IN	\$6,855,063	15%	10%	75%	20%	5%	35%	65%	72	2
84	Adam's Pest Control	81	Medina	MN	\$6,800,000	7%	7%	99%	1%	0%	50%	50%	62	2
85	OPC Pest Control	89	Louisville	KY	\$6,552,665	12%	10%	70%	22%	8%	60%	40%	78	2
86	Advanced Pest Management	86	Elkton	MD	\$6,511,052	5%	5%	70%	25%	5%	75%	25%	48	6
87	Your Way Fumigation	72	Murrieta	CA	\$6,377,443	-12%	5%	n/a	n/a	n/a	80%	20%	68	6
88	Advanced Extermed Pest Management	85	Roseville	CA	\$6,167,428	-1%	5%	60%	20%	20%	40%	60%	47	2
89	National Integrated Exterminating	87	Newport News	VA	\$6,107,040	NC	NC	38%	53%	9%	90%	10%	52	1
90	Varment Guard	92	Columbus	OH	\$6,045,077	8%	10%	72%	7%	21%	59%	41%	65	4
91	B & B Exterminating	91	Jacksonville	FL	\$5,927,200	n/a	5%	35%	35%	30%	70%	30%	43	1
92	Buffalo Exterminating	n/a	Orchard Park	NY	\$5,767,219	23%	15%	96%	0%	4%	49%	51%	65	4
93	Newport Exterminating	90	Newport Beach	CA	\$5,700,000	-1%	2%	48%	49%	3%	65%	35%	47	1
94	American Pest Control	95	Hanna City	IL	\$5,686,016	5%	2%	75%	25%	0%	50%	50%	68	1
95	Terminator Pest Control	n/a	Gulfport	MS	\$5,577,156	30%	15%	20%	30%	50%	51%	49%	44	4
96	Sandwich Isle Pest Solutions	94	Pearl City	HI	\$5,559,000	6%	5%	44%	56%	0%	80%	20%		