



## About this list

- The PCT Top 100 list is based on 2014 revenues. Firms submitted revenues online or via a form included in January 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 \$6,089,462,235. That's an increase of \$311 million over 2013's numbers.
- There are 30 states and three Canadian provinces represented. Florida has 11 firms on the list; California has 10.
- 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.
- Other notes:
  - On this year's list, Allgood Pest Solutions, Duluth, Ga., (#30) and Allgood Services dba Allgood Pest Solutions, Dublin, Ga., (#7) are listed as two separate companies. In previous years revenues had been combined because there was an overlap of ownership. That situation has changed so the companies are now listed separately.

- Environmental Pest Service (EPS), #22, is the parent company for Bug Out Service (#43 last year), and Arrow Environmental Services (#49 last year), so this year's EPS listing replaces both.
- It has always been PCT's policy that if a company were purchased mid-year of the previous year that it would be included on the current Top 100 list. That means the following companies won't be on next year's list: Eradico Services (#57), PermaTreat (#58), Action Pest Control (#59), Alpha Ecological (#63) and Buffalo Exterminating (#76).
- Visit PCT magazine's interactive map (<http://bit.ly/CohMJH>) 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 2015. E-mail PCT Editor Jodi Dorsch at [jdorsch@giemedia.com](mailto:jdorsch@giemedia.com) with comments about the list.

## Univar Congratulates the PCT Top 100!

14 RANK	COMPANY	2013 RANK	CITY	STATE	2014 REVENUES	INC/DEC OVER 2013	INC/DEC FOR 2015	% GPC	% TC	% Other	% RES	% COM	# of EMP	# of OFFICES
1	Rollins	1	Atlanta	GA	\$1,411,566,000	6%	5%	82%	17%	1%	59%	41%	10,936	400+
2	Terminix International	2	Memphis	TN	\$1,369,648,702	5%	n/a	55%	40%	5%	75%	25%	n/a	305
3	Ecolab	3	St. Paul	MN	\$403,061,160	6%	n/a	n/a	n/a	n/a	0%	100%	n/a	n/a
4	Rentokil North America	4	Reading	PA	\$390,000,000	9%	5%	85%	10%	5%	40%	60%	2,900	135
5	Massey Services	5	Orlando	FL	\$178,112,000	8%	12%	38%	26%	36%	88%	12%	1,650	122
6	Arrow Exterminators	6	Atlanta	GA	\$145,700,000	8%	9%	44%	44%	12%	82%	18%	1,400	86
7	The Steritech Group	7	Charlotte	NC	\$143,300,000	11%	8%	100%	0%	0%	0%	100%	1,260	32
8	Cook's Pest Control	8	Decatur	AL	\$133,300,000	6%	6%	58%	42%	0%	70%	30%	1,480	34
9	Terminix Service	9	Columbia	SC	\$115,662,982	1%	2%	65%	35%	0%	75%	25%	1,065	54
10	Clark Pest Control	10	Lodi	CA	\$110,250,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	Truly Nolen of America	11	Tucson	AZ	\$110,000,000	4%	7%	60%	35%	5%	70%	30%	1,200	80
12	Abell Pest Control	12	Etobicoke	Ontario	\$69,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
13	Critter Control	16	Traverse City	MI	\$58,000,001	17%	15%	10%	1%	89%	83%	17%	465	114
14	Florida Pest Control	13	Gainesville	FL	\$57,300,460	3%	5%	37%	45%	18%	80%	20%	511	20
15	ABC Home & Commercial Services	14	Austin	TX	\$57,272,000	12%	12%	49%	6%	45%	80%	20%	630	4
16	Dodson Bros. Exterminating	15	Lynchburg	VA	\$50,830,921	NC	n/a	60%	30%	10%	60%	40%	593	36
17	Home Paramount	17	Forest Hill	MD	\$49,500,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
18	Terminix Co. of North Carolina	18	Fayetteville	NC	\$47,500,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	Altterra Pest Control	26	Provo	UT	\$44,675,500	64%	n/a	100%	0%	0%	99%	1%	371	21
20	Northwest Exterminating	19	Marietta	GA	\$42,100,000	8%	10%	32%	55%	13%	88%	12%	374	21
21	Plunkett's Pest Control	21	Fridley	MN	\$35,200,000	8%	6%	100%	0%	0%	15%	85%	340	1
22	Environmental Pest Service	43,49	Sarasota	FL	\$35,089,000	162%	42%	40%	31%	29%	88%	12%	365	15
23	Hulett Environmental Services	20	West Palm Beach	FL	\$34,183,265	4%	5%	n/a	n/a	n/a	87%	13%	280	5
24	Oliver Exterminating	22	Miami	FL	\$32,000,000	NC	n/a	n/a	n/a	n/a	65%	35%	363	17
25	Assured Environments	24	New York	NY	\$30,000,000	6%	6%	n/a	n/a	n/a	20%	80%	200	5
26	Rose Pest Solutions	25	Troy	MI	\$27,500,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
27	Lloyd Pest Control	27	San Diego	CA	\$26,400,000	2%	5%	77%	23%	0%	60%	40%	260	8
28	Sprague Pest Solutions	29	Tacoma	WA	\$25,100,000	10%	9%	100%	0%	0%	3%	97%	190	10
29	Senske Services	30	Kennewick	WA	\$24,000,000	5%	8%	22%	0%	78%	70%	30%	350	8
30	Allgood Pest Solutions	23	Duluth	GA	\$23,765,573	7%	8%	56%	43%	1%	75%	25%	253	11
31	J & J Exterminating	31	Lafayette	LA	\$23,006,043	4%	8%	54%	46%	0%	61%	39%	200	12
32	ABC Home & Commercial Services	34	Houston	TX	\$22,600,000	-3%	-15%	n/a	n/a	n/a	65%	35%	265	3
33	Terminix Company	33	Greensboro	NC	\$22,252,000	2%	5%	45%	55%	0%	80%	20%	220	15
34	Viking Termite & Pest Control	35	Bound Brook	NJ	\$21,700,000	7%	16%	n/a	n/a	n/a	60%	40%	183	10
35	McCloud Services	32	South Elgin	IL	\$21,000,000	n/a	-7%	100%	0%	0%	1%	99%	180	10
36	Gregory Pest Solutions	37	Greenville	SC	\$19,557,000	7%	8%	85%	14%	1%	22%	78%	189	7
37	Clegg's Termite & Pest Control	36	Durham	NC	\$18,847,973	NC	3%	77%	23%	0%	60%	40%	290	13
38	Wil-Kil Pest Control	38	Sun Prairie	WI	\$18,600,000	n/a	6%	100%	0%	0%	16%	84%	n/a	5
39	Royal Pest Solutions	39	New Castle	DE	\$18,500,000	10%	15%	70%	15%	15%	30%	70%	110	3
40	JP McHale Pest Management	40	Buchanan	NY	\$18,000,000	10%	10%	75%	7%	18%	70%	30%	125	1
41	Northwest Exterminating	45	Tucson	AZ	\$17,500,000	20%	6%	25%	23%	52%	70%	30%	200	1
42	Maheu&Maheu	44	Quebec City	Quebec	\$17,237,592	3%	8%	55%	0%	45%	20%	80%	115	5
43	Modern Pest Services	42	Brunswick	ME	\$16,482,000	2%	6%	99%	1%	0%	n/a	n/a	150	7
44	PestNow	41	Sterling	VA	\$16,421,000	5%	5%	65%	33%	2%	95%	5%	99	5
45	Killingsworth Environmental of the Carolinas	47	Indian Trail	NC	\$15,800,000	11%	10%	40%	20%	40%	90%	10%	130	15
46	Heron Lawn & Pest Control	50	Apopka	FL	\$15,749,052	16%	20%	16%	5%	79%	95%	5%	200	9
47	Braman Termite & Pest Elimination	48	Agawam	MA	\$14,511,000	6%	10%	90%	10%	0%	40%	60%	130	6
48	Pacific Coast Termite	46	Orange	CA	\$14,466,424	1%	5%	4%	79%	17%	90%	10%	109	2
49	Poulin's Pest Control	57	Winnipeg	Manitoba	\$14,373,293	6%	10%	n/a	n/a	n/a	15%	85%	101	n/a
50	Rottler Pest & Lawn Solutions	53	St. Louis	MO	\$14,195,180	12%	10%	45%	26%	29%	71%	29%	131	7
51	Corky's Pest Control	54	San Marcos	CA	\$13,189,034	3%	3%	76%	24%	0%	94%	6%	106	1
52	Palmetto Exterminators	56	Charleston	SC	\$13,100,000	6%	8%	30%	66%	4%	90%	10%	125	8
53	ABC Home & Commercial Services DFW	62	Lewisville	TX	\$13,067,786	10%	18%	85%	5%	10%	65%	35%	120	3
54	Terminix Service Co.	52	Metairie	LA	\$12,986,000	NC	NC	33%	66%	1%	90%	10%	110	4
55	Batzner Services	60	New Berlin	WI	\$12,715,550	10%	10%	99%	1%	0%	30%	70%	120	6
56	Turner Pest Control	64	Jacksonville	FL	\$12,668,000	15%	15%	n/a	n/a	n/a	n/a	n/a	110	n/a
57	Eradico Services	58	Novi	MI	\$12,504,000	7%	5%	80%	0%	20%	35%	65%	120	6
58	PermaTreat	55	Fredricksburg	VA	\$12,500,000	NC	8%	65%	35%	0%	55%	45%	116	8
59	Action Pest Control	59	Evansville	IN	\$12,321,203	6%	10%	61%	10%	29%	n/a	n/a	120	8
60	Active Pest Control	67	McDonough	GA	\$12,307,231	27%	20%	33%	63%	4%	93%	7%	110	10
61	American Pest	61	Fulton	MD	\$12,000,000	4%	8%	90%	10%	0%	65%	35%	117	1
62	Isotech Pest Management	65	Inwindale	CA	\$11,655,039	11%	10%	92%	8%	0%	3%	97%	82	1
63	Alpha Ecological	63	Vancouver	WA	\$11,443,082	2%	8%	97%	3%	0%	75%	25%	71	1
64	Your Way Fumigation	66	Murrieta	CA	\$10,415,033	2%	-5%	n/a	n/a	n/a	80%	20%	92	7
65	Black Diamond Termite and Pest Control	71	Jeffersonville	IN	\$10,301,746	11%	10%	70%	20%	10%	60%	40%	116	2
66	Fischer Environmental Services	69	Mandeville	LA	\$9,996,680	8%	8%	42%	55%	3%	52%	48%	81	n/a
67	Advanced Integrated Pest Management	72	Roseville	CA	\$9,836,170	8%	10%	n/a	n/a	n/a	30%	70%	77	5
68	McCall Service	70	Jacksonville	FL	\$9,800,000	5%	8%	51%	23%	26%	60%	40%	88	5
69	Catseye Pest Control	67	Castleton on Hudson	NY	\$9,700,000	NC	19%	n/a	n/a	n/a	93%	7%	72	3
70	Guardian Pest Solutions	73	Duluth	MN	\$9,100,000	4%	5%	100%	0%	0%	10%	90%	80	2
71	Allgood Services dba Allgood Pest Solutions	23	Dublin	GA	\$9,000,000	7%	12%	53%	47%	0%	80%	20%	85	8
72	Cooper Pest Solutions	84	Lawrenceville	NJ	\$8,930,000	17%	10%	68%	5%	27%	51%	49%	50	1
73	Scherzinger Pest Control	76	Cincinnati	OH	\$8,923,715	4%	8%	81%	19%	0%	78%	22%	97	2
74	Southern/Sovereign Pest Control	78	Virginia Beach	VA	\$8,900,000	5%	4%	50%	50%	0%	100%	0%	77	12
74	Adam's Pest Control	81	Medina	MN	\$8,900,000	11%	12%	99%	1%	0%	50%	50%	80	2
76	Buffalo Exterminating	80	Orchard Park	NY	\$8,895,000	9%	12%	91%	0%	9%	47%	53%	84	5
77	Nozzle Nolen Pest Solutions	74	West Palm Beach	FL	\$8,460,738	NC	5%	n/a	n/a	n/a	80%	20%	92	n/a
78	OPC Services	83	Louisville	KY	\$8,358,580	7%	2%	65%	23%	12%	70%	30%	87	2
79	Griffin Pest Solutions	77	Kalamazoo	MI	\$8,150,000	8%	9%	90%	10%	0%	55%	45%	74	5
80	Eastside Exterminators	91	Woodinville	WA	\$8,097,000	17%	15%	50%	0%	50%	95%	5%	70	1
81	Triple 'S' Pest Services	81	Manassas	VA	\$7,878,000	NC	5%	70%	18%	12%	35%	65%	64	4
82	The Bugman	85	Anaheim	CA	\$7,500,000	5%	10%	45%	55%	0%	45%	55%	61	2
83	National Exterminating	90	Newport News	VA	\$7,132,557	6%	8%	40%	45%	15%	65%	35%	55	1
84	DA Exterminating	87	Metairie	LA	\$7,023,000	7%	5%	35%	65%	0%	65%	35%	65	3
85	Deans Pest Control	n/a	Leesburg	FL	\$6,890,000	18%	15%	n/a	n/a	n/a	99%	1%	80	1
86	Varmet Guard	86	Columbus	OH	\$6,818,974	NC	8%	76%	6%	18%	n/a	n/a	74	1
87	Newport Exterminating	89	Irvine	CA	\$6,732,768	1%	5%	42%	54%	4%	65%	35%	49	1
88	RK Environmental Services	95	Westwood	NJ	\$6,720,000	12%	10%	100%	0%	0%	0%	100%	52	2
89	B&B Exterminating	92	Jacksonville	FL	\$6,645,500	3%	6%	33%	33%	34%	70%	30%	48	1
90	U.S. Pest Protection	97	Hendersonville	TN	\$6,526,600	12%	20%	53%	47%	0%	70%	30%	54	3
91	Pestmaster Services	93	Reno	NV	\$6,485,226	9%	10%	55%	10%	35%	45%	55%	70	27
92	Sandwich Isle	100	Pearl City	HI	\$6,227,318	13%	15%	55%	45%	0%	80%	20%	73	1
93	Lewis Pest Control	96	Thomasville	AL	\$6,186,000	5%	5%	60%	30%	10%	65%	35%	70	6
94	American Pest Control	94	Hanna City	IL	\$6,178,916	1%	2%	80%	20%	0%	50%	50%	67	1
95	Frontline Exterminating	98	Baltimore	MD	\$6,139,331	6%	5%	97%	3%	0%	97%	3%	38	5
96	McNeely Pest Control	n/a	Winston-Salem	NC	\$6,097,912	16%	15%	74%	13%	13%	40%	60%	75	3
97	Advanced Pest Management	n/a	Elkton	MD	\$5,980,614									