ABOUT THIS LIST

- The PCT Top 100 list is based on 2013 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 structural fumigation, remodeling and construction repair services, nuisance wildlife control, irrigation repair and maintenance, insulation, bird control work, pool services, lawn care, lawn maintenance, snow removal, tree care, heating and air conditioning, gutter work, handyman services and more. Additionally, some companies classified their bed bug work as "other."
- Companies in the PCT Top 100 list earned revenues of \$5,778,406,628 in 2013. That is an increase of \$273,618,399
- There are 30 states and three Canadian provinces represented in this year's list. California has 12 firms on the list; Florida has 11.
- Revenues for the three Canadian firms are reported in U.S. dollars. The April 17 exchange rate was \$1.10 Canadian to \$1 U.S.
- Several companies that were on last year's list are not on this list because they were sold: Western Exterminator, Anaheim, Calif., was acquired
 - by Rentokil North America in October 2012. Western Exterminator was #12 last year. Eden Advanced Pest Technologies, Olympia, Wash., was acquired by Rentokil North America in October 2012.
- Other notes: PestMaster Services (#93), Reno, Nev., sold six locations to Terminix International in 2013, thus the firm's revenues fell
- by 43 percent. Assured Environments (#24), New York City, shows no change for growth in 2013. The company's revenues were flat; the decrease shown from the firm's 2012 numbers was due to the sale of a division.
- > Visit PCT magazine's interactive map (http://bit.ly/li6deRs) 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 2014. E-mail PCT Editor Jodi Dorsch at jdorsch@giemedia. com with comments about the list.



Hats off to the Top 100

Eden was #84 last year.

Congratulations to all the outstanding companies on the 2014 list



RANK	COMPANY	12 RANK	CITY	STATE/ PROVINCE	2013 REVENUES	% INC/DEC OVER 2012	EST % INC/DEC FOR 2014	% GPC	% TC	% Other	% RES	% COM	# of EMP	# of OFFICES
1	Rollins Terminix International	1 2	Atlanta Memphis	GA TN	\$1,337,374,000 \$1,309,469,000	5% 4%	6% n/a	82% 56%	17% 39%	1% 5%	59% 80%	41% 20%	10,649 n/a	400+ 285
3	Ecolab	3	St. Paul	MN	\$384,098,000	13%	n/a	n/a	n/a	n/a	0%	100%	n/a	n/a
4	Rentokil North America	4	Reading	PA	\$353,000,000	42%	4%	85%	10%	5%	40%	60%	2,674	159
5	Massey Services	5	Orlando	FL	\$164,930,000	10%	15%	38%	26%	36%	87%	13%	1,472	109
6 7	Arrow Exterminators The Steritech Group	7	Atlanta Charlotte	GA NC	\$135,100,000 \$129,552,000	11%	9%	42% 100%	47% 0%	11%	84%	16%	1,265	78 31
8	Cook's Pest Control	8	Decatur	AL	\$125,700,000	5%	6%	58%	42%	0%	70%	30%	1,420	33
9	Terminix Service	9	Columbia	SC	\$114,327,053	3%	3%	65%	35%	0%	75%	25%	1,054	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	21
11	Truly Nolen of America	11	Tucson	AZ	\$107,025,000 \$69.000,000*	5%	8%	65%	25%	10%	77%	23%	1,171	70
12 13	Abell Pest Control Florida Pest Control & Chemical	14	Etobicoke Gainesville	Ontario FL	\$55,420,000	n/a 2%	n/a n/a	n/a 37%	n/a 44%	n/a 19%	n/a 85%	n/a 15%	n/a 499	n/a 20
14	ABC Home & Commercial Services	19	Austin	TX	\$51,200,000	14%	10%	51%	6%	43%	80%	20%	600	4
15	Dodson Pest Control	15	Lynchburg	VA	\$50,436,000	6%	2%	72%	28%	0%	60%	40%	580	36
16	Critter Control	17	Traverse City	MI	\$49,707,501	15%	15%	8%	0%	92%	80%	20%	440	n/a
17 18	Home Paramount Terminix Co. of North Carolina	16 18	Forest Hill Fayetteville	MD NC	\$49,500,000* \$47,500,000*	n/a n/a	n/a n/a	n/a n/a	n/a n/a	n/a n/a	n/a n/a	n/a n/a	n/a n/a	27 n/a
	Northwest Exterminating	22	Marietta	GA	\$38,800,000	16%	9%	29%	60%	11%	90%	10%	365	19
20	Hulett Environmental Services	20	West Palm Beach	FL	\$33,015,879	9%	n/a	n/a	n/a	n/a	85%	15%	274	5
21	Plunkett's Pest Control	24	Fridley	MN	\$32,400,000	8%	6%	100%	0%	0%	15%	85%	315	1
	Oliver Exterminating Allgood Pest Solutions	25 26	Miami Duluth	FL GA	\$30,900,000 \$30,725,653	5% 8%	14% 9%	63% 54%	25% 45%	12%	60% 80%	40% 20%	310	18
24	Assured Environments	21	New York	NY	\$29,000,000	NC	8%	95%	0%	5%	20%	80%	240	1
25	Rose Pest Solutions	28	Troy	MI	\$27,500,000*	n/a	n/a	n/a	n/a	n/a	25%	75%	270	15
	Alterra Pest Control	52	Provo	UT	\$27,232,288	128%	n/a	100%	0%	0%	99%	1%	318	16
Control of	Lloyd Pest Control Bulwark Exterminating	27 34	San Diego Mesa	CA AZ	\$26,139,000 \$24,200,000	8% 20%	5% 10%	76% 96%	24%	0%	60% 98%	40%	250 n/a	12
	Sprague Pest Solutions	32	Tacoma	WA	\$24,200,000	9%	10%	100%	0%	0%	4%	96%	198	10
30	Senske Services	29	Kennewick	WA	\$22,600,000	5%	8%	24%	1%	75%	70%	30%	325	8
Vancous Contraction of the Contr	J & J Exterminating	31	Lafayette	LA	\$22,194,460	6%	8%	53%	47%	0%	58%	42%	200	11
32	McCloud Services Terminix Company	36	South Elgin	IL NC	\$22,000,000	10%	10%	100%	0%	0%	100%	0%	185	11
	Terminix Company ABC Home & Commercial Services	30	Greensboro	NC TX	\$21,920,000 \$21,250,000	5% 3%	5% 15%	45% 40%	55% 10%	0% 50%	80% 65%	20% 35%	205	15
	Viking Termite & Pest Control	35	Warren	NJ	\$20,300,000	3%	10%	n/a	n/a	n/a	60%	40%	183	10
86	Clegg's Termite & Pest Control	37	Durham	NC	\$18,916,253	5%	5%	59%	41%	0%	60%	40%	290	13
	Gregory Pest Solutions	39	Greenville	SC	\$18,420,000	8%	10%	85%	14%	1%	22%	78%	180	6
38 39	Wil-Kil Pest Control Royal Pest Solutions	38 46	Sun Prairie New Castle	WI	\$18,252,000 \$16,847,000	n/a 15%	6% 12%	100% 35%	0% 10%	0% 55%	16%	84%	150	5
39 40	JP McHale Pest Management	42	Buchanan	NY	\$16,500,000	11%	12%	63%	8%	29%	70%	30%	132	1
	PestNow	41	Sterling	VA	\$16,243,200	2%	4%	67%	30%	3%	93%	7%	99	4
2	Modern Pest Services	43	Brunswick	ME	\$16,185,000	8%	10%	94%	1%	5%	45%	55%	172	7
	Bug Out Service	44	Jacksonville	FL	\$15,669,719	n/a	n/a	n/a	n/a	n/a	n/a	n/a	110	5
	Maheu & Maheu Northwest Exterminating	40 58	Quebec City Tucson	Quebec	\$15,182,423 \$14,600,000	2% 32%	10%	55% 25%	0% 25%	45% 50%	20% 70%	80% 30%	115	5
16	Pacific Coast Termite	47	Orange	CA	\$14,000,000	9%	8%	4%	77%	19%	97%	3%	98	2
	Killingsworth Environmental of the Carolinas	54	Indian Trail	NC	\$14,200,000	21%	10%	40%	45%	15%	95%	5%	130	14
18	Braman Termite & Pest Elimination	50	Agawam	MA	\$13,690,000	8%	8%	90%	10%	0%	40%	60%	130	6
	Arrow Environmental Services	73	Sarasota	FL	\$13,634,717	53%	180%	46%	15%	39%	74%	26%	223	6
50 51	Heron Lawn and Pest Control Clark Pest Control (South)	61 49	Apopka Bakersfield	FL CA	\$13,405,158 \$13,000,000	22% NC	25% 5%	14% 90%	4% 10%	82%	98% 85%	2% 15%	168 175	8 5
	Terminix Service Company	55	Metairie	LA	\$12,872,294	5%	n/a	36%	60%	4%	97%	3%	115	4
	Rottler Pest & Lawn Solutions	57	St. Louis	MO	\$12,680,615	10%	10%	44%	28%	28%	27%	73%	121	7
	Corky's Pest Control	48	San Marcos	CA	\$12,659,000	-3%	5%	80%	20%	0%	99%	1%	100	1
	PermaTreat Pest Control Palmetto Exterminators	53 60	Fredericksburg Charleston	VA SC	\$12,475,000	6% 11%	10%	65% 30%	35% 66%	0%	65% 90%	35% 10%	123	8
THE PARTY NAMED IN	Poulin's Pest Control	51	Winnipeg	Manitoba	\$12,400,000 \$12,048,724	4%	10%	81%	0%	19%	15%	85%	102	8
58	Eradico Services	59	Novi	MI	\$11,709,000	5%	3%	83%	0%	17%	35%	65%	115	n/a
59	Action Pest Control	56	Evansville	IN	\$11,665,372	1%	10%	58%	10%	32%	50%	50%	125	7
	Batzner Services	67	New Berlin	WI	\$11,525,835	13%	10%	99%	1%	0%	30%	70%	105	6
	American Pest ABC Home & Commercial Services DFW	62 68	Fulton Lewisville	MD TX	\$11,506,330 \$11,503,508	4% 18%	23%	90%	10% 4%	0% 6%	28% 66%	72% 34%	115 117	1 2
	Alpha Ecological	64	Vancouver	WA	\$11,278,000	7%	8%	96%	4%	0%	75%	25%	140	2
64	Turner Pest Control	66	Jacksonville	FL	\$11,050,000	8%	12%	n/a	n/a	n/a	n/a	n/a	99	6
	ISOTECH Pest Management	70	Irwindale	CA	\$10,514,080	11%	15%	95%	5%	0%	3%	97%	78	1
0.000	Your Way Fumigation	85 74	McDopough	CA	\$10,124,596	35%	5%	0%	98%	2%	90%	10% 5%	92 98	6
	Active Pest Control Catseye Pest Control	74	McDonough Castleton	GA NY	\$9,700,000 \$9,700,000	12% 8%	18%	44% n/a	50% n/a	6% n/a	95% 93%	5% 7%	98 72	9
9	Fischer Environmental Services	69	Mandeville	LA	\$9,268,200	8%	10%	42%	55%	3%	56%	44%	75	n/a
	McCall Service	75	Jacksonville	FL	\$9,226,997	6%	8%	52%	20%	28%	44%	56%	87	6
111	Black Diamond Termite and Pest Control	80	Jeffersonville Posoville	IN CA	\$9,112,179	12%	15%	75%	15%	10%	45%	55%	97	2
	Advanced Integrated Pest Management Guardian Pest Solutions	91 76	Roseville Duluth	CA MN	\$9,048,317 \$8,800,000	28%	10%	n/a 100%	n/a 0%	n/a 0%	30% 10%	70% 90%	67 80	3
4	Nozzle Nolen	77	West Palm Beach	FL	\$8,761,986	6%	6%	66%	16%	18%	81%	19%	98	5
5	Hydrex Pest Control	n/a	Camarillo	CA	\$8,700,000	13%	7%	80%	20%	0%	75%	25%	n/a	6
	Scherzinger Pest Control	81	Cincinnati	OH	\$8,594,015	9%	10%	82%	18%	0%	78%	22%	90	2
	Griffin Pest Solutions Southern/Sourceign Post Control	83	Kalamazoo	MI VA	\$8,500,000	8% 8%	15% 7%	75% 50%	10%	15%	55%	45% 0%	67 25	5
	Southern/Sovereign Pest Control Peachtree Pest Control	82 79	Virginia Beach Norcross	GA GA	\$8,480,000 \$8,327,759	n/a	n/a	50% n/a	50% n/a	n/a	60%	40%	85	9
	Buffalo Exterminating	89	Orchard Park	NY	\$8,186,534	18%	15%	100%	0%	0%	47%	53%	70	4
	Adam's Pest Control	86	Minneapolis	MN	\$8,000,000	8%	11%	99%	1%	0%	50%	50%	72	2
	Triple S Pest Services	86	Manassas	VA	\$8,000,000	8%	5%	80%	20%	0%	35%	65%	64	4
	OPC Pest Control Cooper Pest Solutions	88 78	Louisville Lawrenceville	KY NJ	\$7,843,428 \$7,631,346	7% -5%	2% 15%	67% 95%	24% 5%	9%	65% 48%	35% 52%	90	2
	The Bugman	n/a	Anaheim	CA	\$7,031,346	19%	15%	45%	55%	0%	45%	55%	60	2
	Varment Guard	96	Columbus	ОН	\$6,887,265	16%	12%	67%	7%	26%	55%	45%	78	1
	DA Exterminating	90	Metairie	LA	\$6,885,000	NC	-2%	35%	65%	0%	65%	35%	65	3
	Payne Pest Management	n/a	San Diego	CA	\$6,865,588	25%	12%	22%	78%	0%	85%	15%	46	3
THE REAL PROPERTY.	Newport Exterminating National Exterminating	93 92	Irvine Newport News	CA VA	\$6,755,000 \$6,733,000	11%	3% 6%	48% 41%	48% 40%	4% 19%	50%	50%	53 50	1
	Eastside Exterminators	n/a	Woodinville	WA	\$6,400,000	8%	10%	50%	0%	50%	95%	5%	54	1
0	THE RESIDENCE OF THE PROPERTY OF THE PARTY O	94	Jacksonville	FL	\$6,281,010	5%	10%	35%	35%	30%	70%	30%	47	1
90 91	B&B Exterminating	94					7%	55%	10%	35%	100/	000/	40	23
90 91 92 93	PestMaster Services	63	Reno	NV	\$6,180,146	-43%	2.000.00	Section 11 COV	10/2/2021	291790.79	40%	60%	42	
90 91 92 93 94	PestMaster Services American Pest Control	63 95	Hanna City	IL	\$6,053,683	2%	2%	80%	20%	0%	50%	50%	67	1
90 91 92 93 94 95	PestMaster Services American Pest Control RK Environmental Services	63 95 n/a	Hanna City Westwood	IL NJ	\$6,053,683 \$6,000,000	2% 9%	2% 15%	80% 100%	20% 0%	0% 0%	50% 0%	50% 100%	67 50	1 2
90 91 92 93 94 95 96	PestMaster Services American Pest Control RK Environmental Services Lewis Pest Control	63 95 n/a 98	Hanna City Westwood Thomasville	IL NJ AL	\$6,053,683 \$6,000,000 \$5,825,000	2% 9% n/a	2% 15% n/a	80% 100% n/a	20% 0% n/a	0% 0% n/a	50% 0% 65%	50% 100% 35%	67 50 65	1 2 6
90 91 92 93 94 95 96	PestMaster Services American Pest Control RK Environmental Services	63 95 n/a	Hanna City Westwood	IL NJ	\$6,053,683 \$6,000,000	2% 9%	2% 15%	80% 100%	20% 0%	0% 0%	50% 0%	50% 100%	67 50	1 2



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