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ABOUT THIS LIST

- ★ The PCT Top 100 list is based on 2015 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; Other = business mix other than residential/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 \$6,393,417,361 in 2015. That's an increase of \$304 million over 2014's numbers.
- ★ There are 30 states and three Canadian provinces represented. Florida has 13 firms on the list; California has 12 companies featured.
- ★ There are seven companies on this year's list that were not on last year's list: Animal Pest Management Services, Blue Chip Pest Services, Breda Pest Management, Hometown Pest Control, Kilter Termite and Pest Control, O'Connor Pest Control and Petri's Positive Pest Control.
- ★ 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.
- ★ 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: The Steritech Group (#7), Alterra Pest Control (#12) and Oliver Exterminating (#23).
- ★ Visit PCT magazine's interactive map at www.pctonline.com (click on "online extras") 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 2016. E-mail PCT Editor Jodi Dorsch at jorsch@giemedia.com with comments about the list.



Univar Congratulates the PCT Top 100!

15 RANK	COMPANY	2014 RANK	CITY	STATE	2015 REVENUES	INC/DEC OVER 2014	INC/DEC FOR 2016	GPC	TC	OTHER	RES	COM	OTHER	# EMP	# OFFICES
1	Rollins	1	Atlanta	GA	\$1,485,305,000	5%	5%	82%	17%	1%	59%	41%	0%	11,300	700
2	Terminix International	2	Memphis	TN	\$1,443,502,961	5%	n/a	56%	39%	5%	74%	21%	5%	n/a	n/a
3	Rentokil North America	4	Reading	PA	\$440,000,000	14%	10%	80%	10%	10%	40%	60%	0%	4,500	n/a
4	Ecolab	3	St. Paul	MN	\$403,061,160	7%	n/a	n/a	n/a	0%	100%	0%	0%	n/a	n/a
5	Massey Services	5	Orlando	FL	\$200,199,563	12%	15%	39%	26%	35%	88%	12%	0%	1,760	130
6	Arrow Exterminators	6	Atlanta	GA	\$160,500,000	10%	10%	45%	44%	11%	87%	13%	0%	1,558	93
7	The Steritech Group	7	Charlotte	NC	\$150,000,000	n/a	n/a	n/a	n/a	n/a	0%	100%	0%	n/a	n/a
8	Cook's Pest Control	8	Decatur	AL	\$143,000,000	6%	7%	59%	41%	0%	75%	25%	0%	1,620	34
9	Terminix Service	9	Columbia	SC	\$117,760,585	2%	2%	65%	35%	0%	75%	25%	0%	1,110	57
10	Truly Nolen of America	11	Tucson	AZ	\$114,748,000	4%	6%	67%	24%	9%	75%	25%	0%	1,263	73
11	Clark Pest Control*	10	Lodi	CA	\$102,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
12	Alterra Pest Control*	19	Provo	UT	\$75,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
13	Abell Pest Control*	12	Etobicoke	Ontario	\$71,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
14	ABC Home & Commercial Services	15	Austin	TX	\$64,600,000	13%	12%	48%	5%	47%	80%	20%	0%	650	4
15	Florida Pest Control	14	Gainesville	FL	\$60,226,000	5%	5%	37%	45%	18%	80%	20%	0%	525	20
16	Dodson Bros. Exterminating	16	Lynchburg	VA	\$51,703,400	23%	2%	60%	26%	14%	60%	40%	0%	607	36
17	Terminix Co. of North Carolina*	17	Fayetteville	NC	\$49,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
18	Home Paramount*	18	Forest Hill	MD	\$47,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	Environmental Pest Service	22	Sarasota	FL	\$45,700,000	30%	28%	37%	30%	33%	87%	13%	0%	442	21
20	Northwest Exterminating	20	Marietta	GA	\$45,600,000	9%	10%	37%	53%	10%	88%	12%	0%	438	20
21	Plunkett's Pest Control	21	Fridley	MN	\$38,750,000	4%	6%	100%	0%	0%	20%	80%	0%	370	1
22	Hulett Environmental Services	23	West Palm Beach	FL	\$35,374,092	4%	4%	n/a	n/a	n/a	85%	15%	0%	n/a	6
23	Oliver Exterminating*	24	Miami	FL	\$33,000,000	NC	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
24	Assured Environments	25	New York	NY	\$30,700,000	3%	5%	100%	0%	0%	100%	0%	0%	210	3
25	Senske Services	29	Kennewick	WA	\$30,000,000	25%	8%	19%	0%	81%	80%	20%	0%	450	12
26	Lloyd Pest Control	27	San Diego	CA	\$29,000,000	7%	5%	75%	25%	0%	60%	40%	0%	260	8
27	Rose Pest Solutions*	26	Troy	MI	\$28,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
28	Sprague Pest Solutions	28	Tacoma	WA	\$26,650,000	6%	10%	94%	0%	6%	4%	96%	0%	n/a	n/a
29	Allgood Pest Solutions	30	Duluth	GA	\$25,650,252	8%	8%	53%	42%	5%	15%	85%	0%	258	14
30	J & J Exterminating	31	Lafayette	LA	\$24,490,040	6%	7%	55%	45%	0%	57%	43%	0%	230	12
31	Viking Termite & Pest Control	34	Warren	NJ	\$23,650,000	10%	14%	100%	0%	0%	65%	35%	0%	200	11
32	Terminix Company	33	Greensboro	NC	\$23,508,000	6%	6%	45%	50%	5%	80%	20%	0%	233	15
33	ABC Home and Commercial Services	32	Cypress	TX	\$23,000,000	6%	5%	60%	15%	25%	65%	35%	0%	n/a	n/a
34	McCloud Services	35	South Elgin	IL	\$22,000,000	5%	10%	94%	0%	6%	2%	92%	6%	188	10
35	Northwest Exterminating	41	Tucson	AZ	\$20,755,652	18%	6%	30%	25%	45%	38%	62%	0%	n/a	n/a
36	Gregory Pest Solutions	36	Greenville	SC	\$20,510,000	7%	10%	84%	12%	4%	25%	75%	0%	209	7
37	Wil-Kil Pest Control	38	Sun Prairie	WI	\$19,615,000	n/a	6%	100%	0%	0%	13%	87%	0%	160	5
38	JP McHale Pest Management	40	Buchanan	NY	\$19,500,000	8%	10%	60%	6%	34%	75%	25%	0%	130	1
39	Clegg's Termite & Pest Control	37	Durham	NC	\$18,781,604	5%	5%	63%	37%	0%	60%	40%	0%	282	13
40	Royal Pest Solutions	39	New Castle	DE	\$18,750,000	3%	5%	45%	22%	33%	40%	60%	0%	n/a	n/a
41	Killingsworth Environmental	45	Monroe	NC	\$18,530,536	18%	12%	40%	20%	40%	95%	5%	0%	175	15
42	Heron Home & Outdoor	46	Apopka	FL	\$18,351,298	17%	18%	16%	5%	79%	98%	2%	0%	199	8
43	Maheu&Maheu	42	Quebec City	Quebec	\$17,840,800	4%	5%	55%	0%	45%	20%	80%	0%	115	6
44	PestNow	44	Sterling	VA	\$17,718,000	8%	7%	62%	32%	6%	93%	7%	0%	111	5
45	Pacific Coast Termite	48	Orange	CA	\$16,276,109	13%	10%	5%	80%	15%	95%	5%	0%	112	2
46	Modern Pest Services	43	Brunswick	ME	\$16,218,000	-2%	7%	99%	1%	0%	n/a	n/a	0%	n/a	7
47	Rottler Pest & Lawn Solutions	50	St. Louis	MO	\$16,099,518	13%	10%	45%	24%	31%	66%	34%	0%	146	7
48	Braman Termite and Pest Elimination	47	Agawam	MA	\$15,700,000	10%	7%	90%	10%	0%	35%	65%	0%	140	6
49	Active Pest Control	60	McDonough	GA	\$15,125,000	22%	20%	35%	62%	3%	95%	3%	2%	147	11
50	Poulin's Pest Control	49	Winnipeg	Manitoba	\$14,960,207	4%	5%	100%	0%	0%	15%	85%	0%	105	9
51	Batzner Pest Control	55	New Berlin	WI	\$14,717,745	15%	10%	99%	1%	0%	30%	70%	0%	139	6
52	Palmetto Exterminators	52	Charleston	SC	\$14,500,748	12%	8%	33%	61%	6%	95%	5%	0%	125	8
53	Turner Pest Control	56	Jacksonville	FL	\$14,350,000	14%	17%	n/a	n/a	n/a	n/a	n/a	n/a	125	5
54	ABC Home and Commercial Services DFW	53	Lewisville	TX	\$13,677,270	5%	18%	90%	3%	7%	60%	35%	5%	126	3
55	Corky's Pest Control	51	San Marcos	CA	\$13,376,123	1%	3%	60%	15%	25%	91%	8%	1%	107	1
56	Terminix Service Co.*	54	Metairie	LA	\$13,200,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
57	American Pest	61	Fulton	MD	\$13,010,000	9%	7%	90%	10%	0%	30%	70%	0%	130	1
58	ISOTECH Pest Management	62	Irwindale	CA	\$12,600,130	11%	16%	94%	6%	0%	6%	94%	0%	n/a	n/a
59	Your Way Fumigation	64	Murrieta	CA	\$12,336,858	12%	-5%	0%	98%	2%	80%	18%	2%	110	7
60	Black Diamond Pest Control	65	Jeffersonville	IN	\$11,475,692	11%	20%	70%	20%	10%	60%	40%	0%	131	2
61	Fischer Environmental Services	66	Mandeville	LA	\$10,796,000	7%	8%	42%	55%	3%	54%	46%	0%	86	n/a
62	McCall Service	68	Jacksonville	FL	\$10,452,000	8%	8%	55%	21%	24%	58%	42%	0%	89	7
63	Advanced Integrated Pest Management	67	Roseville	CA	\$10,360,934	6%	10%	n/a	n/a	n/a	25%	70%	5%	80	6
64	Eastside Exterminators	80	Woodinville	WA	\$10,200,000	26%	20%	50%	0%	50%	95%	5%	0%	87	1
65	Allgood Services dba Allgood Pest Solutions	71	Dublin	GA	\$10,000,000	10%	8%	0%	0%	0%	85%	15%	0%	85	7
65	O'Connor Pest Control	n/a	Camarillo	CA	\$10,000,000	5%	5%	70%	30%	0%	70%	30%	0%	n/a	n/a
67	Catsye Pest Control	69	Castleton	NY	\$9,900,000	2%	16%	n/a	n/a	n/a	93%	7%	0%	72	3
68	Adam's Pest Control	74	Medina	MN	\$9,700,000	9%	11%	99%	1%	0%	50%	50%	0%	90	2
69	Cooper Pest Solutions	72	Lawrenceville	NJ	\$9,570,000	9%	13%	95%	5%	0%	53%	47%	0%	n/a	n/a
70	Guardian Pest Solutions	70	Superior	WI	\$9,500,000	4%	5%	100%	0%	0%	10%	90%	0%	90	2
71	Scherzinger Pest Control	73	Cincinnati	OH	\$9,280,663	4%	8%	78%	22%	0%	79%	21%	0%	98	3
72	Southern/Sovereign Pest Control	74	Virginia Beach	VA	\$9,050,000	2%	5%	50%	45%	5%	100%	0%	0%	72	13
73	Nozzle Nolen	77	West Palm Beach	FL	\$8,792,913	5%	9%	66%	23%	11%	80%	20%	0%	92	5
74	Okolona Pest Control	78	Louisville	KY	\$8,477,140	1%	5%	68%	24%	8%	70%	25%	5%	100	3
75	Triple 'S' Pest Services	81	Manassas	VA	\$8,432,000	7%	6%	70%	25%	5%	30%	60%	10%	67	4
76	Deans Pest Control	85	Leesburg	FL	\$8,313,000	17%	15%	33%	23%	44%	99%	1%	0%	92	1
77	Griffin Pest Solutions	79	Kalamazoo	MI	\$8,000,000	3%	10%	75%	10%	15%	50%	50%	0%	89	5
78	The Bugman	82	Anaheim	CA	\$7,700,000	3%	5%	45%	55%	0%	45%	55%	0%	63	2
79	RK Environmental Services	88	Westwood	NJ	\$7,548,000	11%	10%	80%	0%	20%	0%	80%	20%	56	2
80	Pestmaster Services	91	Reno	NV	\$7,453,421	13%	15%	55%	10%	35%	45%	55%	0%	n/a	n/a
81	U.S. Pest Protection	90	Hendersonville	TN	\$7,300,000	12%	20%	60%	40%	0%	70%	30%	0%	63	3
82	Varment Guard	86	Columbus	OH	\$7,293,807	4%	5%	73%	5%	22%	49%	51%	0%	77	1
83	Sandwich Isle Pest Solutions	92	Pearl City	HI	\$7,275,346	15%	8%	55%	45%	0%	55%	45%	0%	57	2
84	DA Exterminating	84	Metairie	LA	\$7,184,840	NC	4%	35%	65%	0%	65%	35%	0%	65	3
85	National Exterminating	83	Newport News	VA	\$7,032,077	14%	7%	45%	40%	15%	50%	50%	0%	58	1
86	Lewis Pest Control	93	Thomasville	AL	\$6,968,322	11%	8%	59%	21%	20%	70%	30%	0%	79	8
87	McNeely Pest Control	96	Winston-Salem	NC	\$6,872,179	13%	15%	74%	13%	13%	60%	40%	0%	88	3
88	B&B Exterminating	89	Jacksonville	FL	\$6,800,000	3%	5%	30%	40%	30%	70%	30%	0%	n/a	1
89	American Pest Control	94	Hanna City	IL	\$6,499,363	5%	4%	60%	40%	0%	50%	50%	0%	68	1
90	Frontline Pest Professionals	95	Baltimore	MD	\$6,307,000	3%	10%	98%	2%	0%	98%	2%	0%	n/a	n/a
91	Hometown Pest Control	n/a	Delray Beach	FL	\$6,197,513	13%	15%	50%	15%	35%	92%	8%	0%	61	1
92	Advanced Pest Management	97	Elkton	MD	\$6,066,975	2%	7%	70%	10%	20%	65%	25%	10%	55	