

# Congratulations!

## Special kudos to the 2012 PCT Top 100

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### About This List

- The PCT Top 100 list is based on 2012 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 \$5,504,788,229 in 2012. That's \$328,713,806 more than the companies on last year's list.

- There are 30 states and three Canadian provinces represented in this year's list. California has 13 firms on the list; Florida has 11.
- Revenues for the three Canadian firms are reported in U.S. dollars. The April 18 exchange rate was \$1.03 Canadian to \$1 U.S.
- Several companies that were on last year's list are not on this list because they were sold and/or did not disclose their revenues. They are as follows:
  - Schendel Services, Topeka, Kan., was purchased by Terminix International, Memphis, Tenn., in August 2012. Schendel was #42 last year.
  - Myers Pest & Termite Services, Bedford, Texas, was purchased by Massey Services, Orlando, in September 2012. Myers was #65 last year.
  - Terminator Pest Control, Gulfport, Miss., was purchased by Arrow Exterminators, Atlanta, in November 2012. Terminator was #95 last year.
- Visit PCT magazine's interactive map (<http://bit.ly/13MQL74>) 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](mailto:jdorsch@giemedia.com) with comments about the list.

12 RANK	COMPANY	11 RANK	CITY	STATE/ PROVINCE	2012 REVENUES	% INC/DEC OVER 2011	EST % INC/DEC FOR 2013	% GPC	% TC	% Other	% RES	% COM	# of EMP	# of OFFICES
1	Rollins	1	Atlanta	GA	\$1,270,909,000	6%	5%	82%	17%	1%	59%	41%	10,470	n/a
2	Terminix International	2	Memphis	TN	\$1,265,000,000	6%	n/a	56%	40%	4%	75%	25%	8,400	300
3	Ecolab	3	St. Paul	MN	\$340,954,560	4%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
4	Rentokil North America	4	Reading	PA	\$270,000,000	9%	35%	87%	8%	5%	n/a	n/a	2,800	150
5	Massey Services	5	Orlando	FL	\$149,495,000	10%	15%	35%	28%	37%	90%	10%	1,341	98
6	The Steritech Group	6	Charlotte	NC	\$124,003,000	9%	8%	100%	0%	0%	0%	100%	1,050	31
7	Arrow Exterminators	8	Atlanta	GA	\$121,500,000	10%	8%	41%	47%	12%	82%	18%	1,153	73
8	Cook's Pest Control	7	Decatur	AL	\$120,000,000	7%	7%	52%	48%	0%	75%	25%	1,398	33
9	Terminix Service	9	Columbia	SC	\$110,653,114	5%	5%	65%	35%	0%	75%	25%	1,033	54
10	Clark Pest Control	10	Lodi	CA	\$105,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	Truly Nolen of America	12	Tucson	AZ	\$101,000,000	7%	9%	65%	26%	9%	76%	24%	1,041	67
12	Western Exterminator	11	Anaheim	CA	\$94,048,854	NC	4%	81%	19%	0%	51%	49%	766	35
13	Abell Pest Control	13	Etobicoke	Ontario	\$67,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
14	Florida Pest Control & Chemical	14	Gainesville	FL	\$54,447,807	5%	8%	37%	43%	20%	85%	15%	496	20
15	Dodson Pest Control	16	Lynchburg	VA	\$47,823,000	5%	2%	72%	28%	0%	60%	40%	578	35
16	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
17	Critter Control	17	Traverse City	MI	\$45,541,469	4%	4%	15%	1%	84%	70%	30%	450	n/a
18	Terminix Co. of North Carolina	18	Fayetteville	NC	\$45,500,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	ABC Home and Commercial Services	19	Austin	TX	\$44,421,000	14%	14%	48%	6%	46%	80%	20%	530	4
20	Hulett Environmental Services	20	West Palm Beach	FL	\$36,850,565	9%	9%	n/a	n/a	n/a	96%	4%	269	5
21	Assured Environments	22	New York	NY	\$34,500,000	4%	5%	80%	0%	20%	20%	80%	290	4
22	Northwest Exterminating	23	Marietta	GA	\$33,550,000	14%	10%	32%	59%	9%	80%	20%	350	21
23	Dewey Services	21	Pasadena	CA	\$33,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
24	Plunkett's Pest Control	25	Fridley	MN	\$30,000,000	10%	6%	100%	0%	0%	15%	85%	300	1
25	Oliver Exterminating	24	Miami	FL	\$29,000,000	4%	10%	60%	30%	10%	65%	35%	318	17
26	Allgood Pest Solutions	26	Duluth	GA	\$28,600,000	6%	9%	53%	47%	0%	80%	20%	296	18
27	Lloyd Pest Control	27	San Diego	CA	\$24,000,000	6%	6%	75%	25%	0%	60%	40%	250	8
28	Rose Pest Solutions	28	Troy	MI	\$22,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
29	Senske Services	30	Kennewick	WA	\$21,600,000	11%	10%	23%	0%	77%	70%	30%	350	8
30	Terminix Company	29	Greensboro	NC	\$21,035,000	5%	5%	45%	55%	0%	80%	20%	205	14
31	J & J Exterminating	30	Lafayette	LA	\$21,034,172	11%	8%	51%	49%	0%	64%	36%	206	11
32	Sprague Pest Solutions	32	Tacoma	WA	\$20,800,000	12%	7%	100%	0%	0%	6%	94%	185	9
33	ABC Home and Commercial Services	36	Houston	TX	\$20,350,000	17%	15%	44%	10%	46%	65%	35%	250	4
34	Bulwark Exterminating	32	Queen Creek	AZ	\$20,100,352	6%	10%	98%	2%	0%	98%	2%	285	12
35	Viking Termite & Pest Control	35	Bound Brook	NJ	\$20,010,000	12%	15%	n/a	n/a	n/a	60%	40%	180	10
36	McCloud Services	34	South Elgin	IL	\$20,000,000	8%	10%	93%	0%	7%	1%	99%	175	12
37	Clegg's Termite & Pest Control	37	Durham	NC	\$17,936,550	5%	5%	75%	25%	0%	60%	40%	290	13
38	Wil-Kil Pest Control	38	Sun Prairie	WI	\$17,840,000	6%	7%	100%	0%	0%	13%	87%	150	4
39	Gregory Pest Solutions	39	Greenville	SC	\$17,570,000	10%	10%	80%	19%	1%	25%	75%	172	8
40	Maheu & Maheu	40	Quebec City	Quebec	\$15,960,494	10%	8%	55%	0%	45%	15%	85%	105	5
41	PestNow	45	Sterling	VA	\$15,388,000	12%	6%	67%	30%	3%	94%	6%	98	4
42	JP McHale Pest Management	41	Buchanan	NY	\$15,271,169	8%	12%	67%	5%	28%	75%	25%	110	1
43	Modern Pest Services	44	Brunswick	ME	\$14,932,000	5%	10%	94%	1%	5%	40%	60%	145	6
44	Bug Out Service	43	Jacksonville	FL	\$14,764,736	4%	5%	20%	50%	30%	96%	4%	110	5
45	Knox Pest Control	49	Columbus	GA	\$14,100,000	13%	15%	65%	33%	2%	68%	32%	115	16
46	Royal Pest Solutions	46	New Castle	DE	\$13,400,000	7%	5%	70%	30%	0%	30%	70%	115	9
47	Pacific Coast Termite	48	Orange	CA	\$13,148,520	5%	10%	5%	75%	20%	95%	5%	98	2
48	Corky's Pest Control	n/a	San Marcos	CA	\$13,101,924	-6%	n/a	65%	25%	10%	n/a	n/a	120	1
49	Clark Pest Control (South)	50	Bakersfield	CA	\$13,000,000	NC	5%	90%	10%	0%	85%	15%	160	5
50	Braman Termite & Pest Elimination	51	Agawam	MA	\$12,800,000	10%	10%	90%	10%	0%	40%	60%	125	6
51	Poulin's Pest Control	47	Winnipeg	Manitoba	\$12,740,181	2%	9%	100%	0%	0%	11%	89%	101	8
52	Alterra Pest Control	n/a	Provo	UT	\$11,892,869	n/a	120%	100%	0%	0%	99%	1%	119	13
53	PermaTreat Pest Control	54	Fredericksburg	VA	\$11,750,000	7%	7%	60%	30%	10%	60%	40%	118	8
54	Killingsworth Environmental of the Carolinas	60	Indian Trail	NC	\$11,725,000	19%	15%	50%	33%	17%	90%	10%	110	12
55	Terminix Service Company	52	Metairie	LA	\$11,651,578	8%	5%	22%	78%	0%	88%	12%	114	4
56	Action Pest Control	61	Evansville	IN	\$11,616,759	20%	6%	59%	10%	31%	37%	63%	109	6
57	Rottler Pest & Lawn Solutions	58	St. Louis	MO	\$11,567,586	11%	10%	44%	30%	26%	82%	18%	107	7
58	Northwest Exterminating	54	Tucson	AZ	\$11,535,000	5%	8%	31%	31%	38%	67%	33%	190	1
59	Eradico Services	57	Novi	MI	\$11,468,000	9%	6%	80%	2%	18%	40%	60%	110	7
60	Palmetto Exterminators	59	Charleston	SC	\$11,178,000	7%	8%	30%	66%	4%	90%	10%	105	8
61	Heron Lawn and Pest Control	56	Apopka	FL	\$11,168,933	24%	25%	14%	5%	81%	92%	8%	147	7
62	American Pest	64	Fulton	MD	\$11,081,600	5%	11%	95%	5%	0%	25%	75%	120	1
63	Pestmaster Services	53	Reno	NV	\$10,935,000	-3%	3%	55%	10%	35%	40%	60%	65	26
64	Alpha Ecological	n/a	Vancouver	WA	\$10,560,000	NC	14%	97%	3%	0%	75%	25%	145	3
65	Statewide Fumigation	n/a	San Marcos	CA	\$10,411,888	20%	5%	0%	100%	0%	90%	10%	95	n/a
66	Turner Pest Control	62	Jacksonville	FL	\$10,200,000	6%	10%	n/a	n/a	n/a	77%	23%	90	6
67	Batzner Services	63	New Berlin	WI	\$10,147,044	11%	10%	99%	1%	0%	25%	75%	98	5
68	ABC Home and Commercial Services of DFW	67	Lewisville	TX	\$9,739,912	13%	25%	85%	5%	10%	65%	35%	110	2
69	Fischer Environmental Services	68	Mandeville	LA	\$9,601,500	11%	11%	42%	55%	3%	56%	44%	78	n/a
70	ISOTECH Pest Management	66	Irwindale	CA	\$9,552,933	8%	10%	95%	5%	0%	3%	97%	68	1
71	Catseye Pest Control	76	Castleton	NY	\$9,000,000	27%	15%	n/a	n/a	n/a	92%	8%	62	4
72	Cartwright Termite & Pest Control	n/a	El Cajon	CA	\$8,978,101	10%	15%	60%	30%	10%	70%	30%	51	4
73	Arrow Environmental Services	82	Sarasota	FL	\$8,897,698	29%	70%	46%	9%	45%	77%	23%	134	5
74	Active Pest Control	n/a	McDonough	GA	\$8,735,000	7%	12%	40%	52%	8%	98%	2%	84	7
75	McCall Service	69	Jacksonville	FL	\$8,683,474	2%	6%	57%	17%	26%	55%	45%	85	5
76	Guardian Pest Solutions	74	Duluth	MN	\$8,638,730	13%	13%	100%	0%	0%	10%	90%	76	4
77	Nozzle Nolen	72	West Palm Beach	FL	\$8,325,177	9%	10%	66%	15%	19%	80%	20%	100	5
78	Cooper Pest Solutions	70	Lawrenceville	NJ	\$8,226,480	1%	-2%	78%	10%	12%	47%	53%	66	2
79	Peachtree Pest Control	73	Norcross	GA	\$8,100,000	5%	5%	50%	30%	20%	60%	40%	100	8
80	Black Diamond Termite & Pest Control	83	Jeffersonville	IN	\$8,038,698	15%	12%	75%	15%	10%	40%	60%	85	2
81	Scherzinger Pest Control	77	Cincinnati	OH	\$7,896,495	11%	15%	80%	20%	0%	70%	30%	85	2
82	Southern/Sovereign Pest Control	75	Virginia Beach	VA	\$7,890,000	5%	5%	50%	50%	0%	100%	0%	65	10
83	Griffin Pest Solutions	79	Kalamazoo	MI	\$7,800,000	10%	13%	77%	8%	15%	55%	45%	73	5
84	Eden Advanced Pest Technologies	80	Olympia	WA	\$7,500,000	9%	11%	100%	0%	0%	50%	50%	61	4
85	Your Way Fumigation	87	Murrieta	CA	\$7,416,685	14%	5%	0%	0%	100%	80%	20%	76	6
86	Adam's Pest Control	84	Medina	MN	\$7,400,000	9%	9%	99%	1%	0%	50%	50%	66	2
86	Triple 'S' Pest Services	78	Manassas	VA	\$7,400,000	4%	5%	70%	20%	10%	37%	63%	62	4
88	OPC Pest Control	85	Louisville	KY	\$7,300,000	12%	10%	68%	24%	8%	65%	35%	80	2
89	Buffalo Exterminating	92	Orchard Park	NY	\$6,961,265	21%	15%	98%	0%	2%	48%	52%	74	4
90	DA Exterminating	81	Metairie	LA	\$6,950,000	NC	NC	40%	60%	0%	60%	40%	66	3
91	Advanced Integrated Pest Management	88	Roseville	CA	\$6,949,726	12%	15%	n/a	n/a	n/a	30%	70%	56	3
92	National Exterminating	89	Newport News	VA	\$6,412,018	5%	5%	60%	40%	0%	80%	20%	53	1
93	Newport Exterminating	93	Irvine	CA	\$6,150,000	8%	2%	48%	48%	4%	65%	35%	52	1
94	B & B Exterminating	91	Jacksonville	FL	\$5,985,000	10%	10%	35%	35%	30%	70%	30%	45	1
95	American Pest Control	94	Hanna City	IL	\$5,946,861	4%	2%	75%	25%	0%	50%	50%	68	1
96	Varmint Guard	90	Columbus	OH	\$5,921,590	-2%	8%	75%	8					