

CONGRATULATIONS to the 2011 PCT Top 100 List of leading companies from Univar PP&S

Your success is hard earned, and we're proud to serve as your single source with more solutions to strengthen your business: Over 6,000 of the best products from premier manufacturers • Unsurpassed expertise, service and support • #1 online resource PestWeb® • The most valued certification and training programs • 70+ Pro Center locations for the help you need when you need it

Call (800) 888-4897 or visit PestWeb.com to learn more about how Univar Professional Products & Services can help your business.

One Source. Countless Resources.



ABOUT THIS LIST

- The PCT Top 100 list is based on 2010 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 \$4,996,409,782 in 2010, which was an increase of \$230,363,239 from 2009.
- There are 30 states and three Canadian provinces represented in this year's list. Florida has the most firms on the list (14) while California has the second most at 12.
- Revenues for the three Canadian firms on this list are reflected in U.S. dollars. The late-April exchange rate was 1.05 Canadian dollar to U.S. dollar.
- Terminix acquired Chino Hills, Calif.-based Antimite Termite and Pest Control and its Arizona affiliate, SOS Exterminating, in August 2010, so Antimite/SOS is not included on this list. Antimite/SOS's revenues in 2009 were estimated to be \$40 million, ranking the firm at #20 on PCT's Top 100 List.
- Rollins acquired Waltham Services, Waltham, Mass., in July 2010 so Waltham is not included on this list. Waltham's revenues in 2009 were \$18 million so last year the firm ranked #33 on PCT's Top 100 List.
- In December 2010, Atlanta-based Arrow Exterminators acquired Nader's Pest Raiders of Ponte Vedra Beach and Fernandina Beach, Fla. Since this list reflects 2010 revenues, and Nader's operated as a separate entity for nearly the entire year, it is listed separately from Arrow.
- This is the first time the revenues of Massey Services (#5) includes those of Middleton Pest Control, Orlando, Fla., which it purchased in December 2009.
- Visit PCT's interactive map (<http://bit.ly/pcttop100>) 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 2011. E-mail PCT Editor Jodi Dorsch at jdorsch@giemedia.com with comments about this list.

10 RANK	COMPANY	09 RANK	CITY	STATE/PROVINCE	2010 REV	% INC/DEC OVER 2009	EST % INC/DEC for 2011	% GPC	% TC	% Other	% RES	% COM	# of EMP	# OF OFFICES
1	Terminix International	1	Memphis	TN	\$1,200,000,000	n/a	NC	54%	42%	4%	n/a	n/a	12,000	450
2	Polkins	2	Atlanta	GA	\$1,136,890,000	6%	5%	81%	18%	1%	42%	58%	10,330	n/a
3	Ecolab	3	St. Paul	MN	\$327,770,000	-1%	n/a	n/a	n/a	n/a	0%	100%	1,965	n/a
4	Pentokl/Ehrlich-Presto-X	4	Reading	PA	\$233,156,000	2%	9%	90%	8%	2%	40%	60%	1,905	95
5	Massey Services	12	Orlando	FL	\$129,011,218	64%	10%	32%	29%	39%	91%	9%	1,191	80
6	Cook's Pest Control	5	Decatur	AL	\$106,400,000	4%	5%	57%	43%	0%	75%	25%	1,370	33
7	The Steritech Group	10	Charlotte	NC	\$104,450,000	14%	8%	100%	0%	0%	0%	100%	919	29
8	Arrow Exterminators	8	Atlanta	GA	\$103,000,000	5%	5%	40%	51%	9%	82%	18%	1,015	67
9	Terminix Service	7	Columbia	SC	\$101,513,000	3%	4%	80%	20%	0%	85%	15%	1,100	53
10	Clark Pest Control	6	Lodi	CA	\$100,500,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1,000	26
11	Western Exterminator	9	Anaheim	CA	\$92,841,387	1%	8%	81%	19%	0%	51%	49%	871	35
12	Truly Nolen of America	11	Tucson	AZ	\$92,250,000	3%	7%	62%	29%	9%	77%	23%	972	n/a
13	Abell Pest Control	15	Etobicoke	Ontario	\$89,000,000*	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	\$50,181,597	1%	5%	33%	47%	20%	90%	10%	550	20
15	Home Paramount	16	Forest Hill	MD	\$46,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	27
16	Terminix Co. of North Carolina	17	Fayetteville	NC	\$44,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	29
17	Dodson Bros. Exterminating	19	Lynchburg	VA	\$43,410,000	3%	3%	73%	27%	0%	60%	40%	570	34
18	Critter Control	18	Traverse City	MI	\$43,304,356	NC	4%	5%	0%	95%	77%	23%	445	132
19	ABC Home & Commercial Services	22	Austin	TX	\$35,215,000	12%	13%	54%	7%	39%	80%	20%	430	3
20	Hulett Environmental Services	23	West Palm Beach	FL	\$33,491,756	8%	7%	45%	34%	21%	88%	12%	n/a	12
21	Assured Environments	24	New York	NY	\$33,000,000	10%	5%	95%	5%	0%	20%	80%	260	3
22	Dewey Services	21	Pasadena	CA	\$32,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	32
23	Oliver Exterminating	25	Miami	FL	\$29,000,000	6%	8%	65%	30%	5%	80%	20%	318	16
24	Northwest Exterminating	26	Marietta	GA	\$28,019,071	7%	9%	32%	61%	7%	80%	20%	300	14
25	Allgood Pest Solutions	27	Duluth	GA	\$26,225,000	4%	8%	50%	50%	0%	80%	20%	280	22
26	Plunkett's Pest Control	29	Fridley	MN	\$24,800,000	14%	5%	100%	0%	0%	15%	85%	265	1
27	Lloyd Pest Control	28	San Diego	CA	\$22,016,000	-1%	2%	78%	22%	0%	60%	40%	250	8
28	Rose Pest Solutions	30	Troy	MI	\$21,000,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	235	13
29	Terminix Company	31	Greensboro	NC	\$19,727,274	2%	4%	49%	51%	0%	90%	10%	203	14
30	Senske Pest Control	32	Kennewick	WA	\$19,000,000	2%	8%	23%	0%	77%	70%	30%	280	7
31	Bulwark Exterminating	n/a	Mesa	AZ	\$18,800,000	NC	n/a	99%	1%	0%	100%	0%	264	10
32	Sprague Pest Solutions	38	Tacoma	WA	\$17,100,000	10%	9%	100%	0%	0%	2%	98%	155	9
33	J&J Exterminating	36	Lafayette	LA	\$17,050,000	5%	6%	53%	47%	0%	77%	23%	194	10
34	Clegg's Termite & Pest Control	35	Durham	NC	\$16,956,000	1%	3%	60%	40%	0%	60%	40%	270	13
35	McCloud Services	37	Hoffman Estates	IL	\$16,700,000	5%	7%	90%	0%	10%	0%	100%	172	12
36	Wil-Kil Pest Control	41	Sun Prairie	WI	\$15,865,000	10%	9%	97%	0%	3%	13%	87%	160	5
37	Viking Termite & Pest Control	42	Bound Brook	NJ	\$15,400,000	11%	10%	80%	15%	5%	65%	35%	145	10
38	ABC Home & Commercial Services	39	Houston	TX	\$15,250,000	4%	15%	59%	12%	29%	75%	25%	90	2
39	Gregory Pest Solutions	40	Greenville	SC	\$15,210,000	7%	10%	80%	20%	0%	25%	75%	152	n/a
40	Maheu & Maheu	45	Quebec City	Quebec	\$14,216,094	10%	8%	70%	0%	30%	90%	10%	100	5
41	Bug Out Service	43	Jacksonville	FL	\$14,087,000	NC	3%	33%	40%	27%	97%	3%	110	6
42	Pestnow (formerly Superior Pest Management)	46	Sterling	VA	\$13,185,000	6%	6%	66%	31%	3%	95%	5%	94	4
43	J.P. McHale Pest Management	49	Buchanan	NY	\$13,000,000	10%	10%	75%	10%	15%	70%	30%	110	1
44	Poulin's Pest Control	54	Winnipeg	Manitoba	\$12,354,766	13%	11%	75%	0%	25%	15%	85%	87	8
45	Modern Pest Services	53	Brunswick	ME	\$12,246,000	14%	17%	97%	1%	2%	40%	60%	140	6
46	Schendel Pest Services	52	Topeka	KS	\$12,060,000	11%	10%	90%	10%	0%	30%	70%	125	8
47	Clark Pest Control	44	Bakersfield	CA	\$12,000,000	NC	5%	90%	10%	0%	85%	15%	150	5
48	Knox Pest Control	55	Columbus	GA	\$11,900,000	17%	10%	68%	30%	2%	65%	35%	110	13
49	Pacific Coast Termite	n/a	Tustin	CA	\$11,736,742	43%	25%	2%	86%	12%	90%	10%	80	2
50	Terminix Service Co.	48	Metairie	LA	\$11,505,565	3%	3%	30%	70%	0%	93%	7%	101	3
51	EcoFirst Pest Control	n/a	Las Vegas	NV	\$11,493,175	241%	120%	100%	0%	0%	99%	1%	90	8
52	Royal Pest Management	50	New Castle	DE	\$11,253,854	NC	26%	24%	1%	75%	19%	81%	69	7
53	Pestmaster Services	47	Bishop	CA	\$11,119,845	-7%	10%	60%	4%	36%	40%	60%	120	35
54	Northwest Exterminating	51	Tucson	AZ	\$11,000,000	3%	3%	30%	35%	35%	60%	40%	150	1
55	Braman Chemical	56	Agawam	MA	\$10,900,000	8%	8%	90%	10%	0%	40%	60%	114	6
56	Permatreat Pest Control	57	Fredericksburg	VA	\$10,100,000	5%	4%	62%	32%	6%	53%	47%	110	8
57	Palmetto Exterminators	58	Charleston	SC	\$9,882,000	5%	5%	30%	66%	4%	90%	10%	100	8
58	Eradico Services	59	Novi	MI	\$9,671,334	4%	5%	82%	2%	16%	40%	60%	125	7
59	Rotter Pest & Lawn Solutions	64	St. Louis	MO	\$9,483,149	12%	10%	43%	32%	25%	90%	10%	99	6
60	American Pest	62	Fulton	MD	\$9,463,202	10%	10%	90%	10%	0%	30%	70%	102	1
61	Turner Pest Control	60	Jacksonville	FL	\$9,350,000	3%	10%	n/a	n/a	n/a	76%	24%	84	5
62	Myers Pest & Termite Services	63	Bedford	TX	\$9,200,000	8%	12%	79%	21%	0%	30%	70%	80	3
63	Killingsworth Environmental of the Carolinas	70	Indian Trail	NC	\$9,000,000	19%	10%	45%	37%	18%	95%	5%	85	12
64	ABC Home & Commercial Services of DF	66	Lewisville	TX	\$8,776,450	12%	15%	80%	10%	10%	60%	40%	99	1
65	McCall Service	61	Jacksonville	FL	\$8,611,154	-3%	4%	50%	19%	31%	50%	50%	81	5
66	Fischer Environmental Services	65	Mandeville	LA	\$8,483,808	7%	7%	42%	55%	3%	56%	44%	69	n/a
67	Batzner Pest Management	73	New Berlin	WI	\$8,155,890	12%	10%	99%	1%	0%	25%	75%	85	5
68	Action Pest Control	74	Evanston	IN	\$7,878,000	9%	7%	60%	30%	10%	50%	50%	95	5
69	Peachtree Pest Control	70	Norcross	GA	\$7,400,000	1%	3%	50%	40%	10%	70%	30%	90	9
70	Hydrex Pest Control	68	Camarrillo	CA	\$7,400,000	n/a	5%	80%	20%	0%	70%	30%	68	5
71	Nozzle Nolen	75	West Palm Beach	FL	\$7,293,811	1%	10%	n/a	n/a	n/a	80%	20%	95	n/a
72	Your Way Fumigation	72	Corona	CA	\$7,290,000	-2%	5%	10%	0%	90%	80%	20%	70	6
73	Southern/Sovereign Pest Control	76	Virginia Beach	VA	\$7,225,000	3%	4%	50%	50%	0%	100%	0%	60	10
74	Catseye Pest Control	77	Castleton	NY	\$7,200,000	20%	15%	75%	0%	25%	95%	5%	60	4
75	Griffin Pest Solutions	81	Kalamazoo	MI	\$6,900,000	13%	18%	85%	15%	0%	60%	40%	85	5
76	Cooper Pest Solutions	86	Lawrenceville	NJ	\$6,898,747	17%	50%	65%	5%	30%	48%	52%	68	1
77	Heron Pest Control	84	Apopka	FL	\$6,815,452	15%	30%	25%	5%	70%	95%	5%	94	4
78	Eden Advanced Pest Technologies	67	Olympia	WA	\$6,805,000	1%	10%	100%	0%	0%	40%	60%	62	4
79	DA Exterminating	85	Metairie	LA	\$6,700,000	6%	4%	35%	65%	0%	40%	60%	55	4
80	Statewide Fumigation	82	San Marcos	CA	\$6,590,105	12%	15%	0%	100%	0%	80%	20%	n/a	n/a
81	Adam's Pest Control	92	Medina	MN	\$6,407,000	17%	10%	99%	1%	0%	50%	50%	62	2
82	Nader's Pest Raiders	79	Ponte Vedra	FL	\$6,356,596	3%	n/a	30%	50%	20%	95%	5%	60	n/a
83	Triple 'S' Pest Services	77	Manassas	VA	\$6,325,000	2%	3%	80%	20%	0%	31%	69%	60	3
84	Scherzinger Pest Control	80	Cincinnati	OH	\$6,288,422	4%	6%	78%	22%	0%	75%	25%	72	2
85	Advanced Integrated Pest Management	83	Roseville	CA	\$6,267,334	5%	5%	60%	25%	15%	30%	70%	47	2
86	Advanced Pest Management	n/a	Elkton	MD	\$6,200,000	7%	15%	60%	15%	25%	85%	15%	54	6
87	National Exterminating	87	Newport News	VA	\$6,135,143	6%	5%	33%	36%	31%	90%	10%	45	1
88	Black Diamond Termite & Pest Control	90	New Albany	IN	\$5,942,172	7%	5%	70%	25%	5%	35%	65%	62	1
89	OPC Pest Control	93	Louisville	KY	\$5,900,000	9%	5%	65%	26%	9%	60%	40%	65	2
90	Newport Exterminating	88	Irvine	CA	\$5,883,000	3%	2%	48%	50%	2%	65%	35%	48	1
91	B&B Exterminating Company	89	Jacksonville	FL	\$5,850,000	4%	5%	35%	40%	25%	70%	30%	45	1
92	Varment Guard	n/a	Columbus	OH	\$5,610,655	7%	5%	70%	7%	23%	57%	43%	64	4
93	Haskell Termite & Pest Control	n/a	Tampa	FL	\$5,500,000	-10%	n/a	23%	75%	2%	68%	32%	50	n/a
94	Sandwich Isle Pest Solutions	n/a	Pearl City	HI	\$5,393,680	17%	5%	43%	57%	0%	70%	30%	73	1
95	American Pest Control	95	Hanna City	IL	\$5,386,250	4%	2%	75%	25%	0%	50%	50%</		