



PRODUCTS + PERSPECTIVE

UNIVAR DELIVERS BOTH.

When you choose Univar, you always get reliable access to thousands of products. But with an expert sales and service team in 70 local branches across North America, we also deliver sound advice on the regulations, products, and trends that impact your business strategy. Get our perspective today — speak to a Univar expert at **800-888-4897**.



Turf & Ornamental

Mosquito Control

Stored Food Fumigation

Wildlife Control

Animal Health



WHEN YOUR BUSINESS DEPENDS ON IT.™

© 2018, Univar USA Inc. All rights reserved. UNIVAR, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies.



ANNUAL TOP 100 ISSUE

PCT 2018 COMMEMORATIVE POSTER



EXTEND YOUR SERVICE OFFERINGS WITH SUPPORT FROM UNIVAR.



Sell more services to more customers with a wider range of products, training, and expert advice from Univar. In addition to structural pest control, PMPs can depend on Univar for the resources and support to start driving business in new areas of opportunity.

See how Univar can help grow your business — call **800.888.4897** or visit **PestWeb.com/extend**

WHEN YOUR BUSINESS DEPENDS ON IT.™

© 2018, Univar USA Inc. All rights reserved. UNIVAR, the hexagon, and other identified trademarks are the property of Univar Inc., Univar USA Inc. or affiliated companies.

ABOUT THIS LIST

PCT 2018 COMMEMORATIVE POSTER



- The PCT Top 100 list is based on 2017 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; 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 \$6,998,613,808 in 2017. That's an increase of \$365 million over 2016's numbers.

- There are 30 states and three Canadian provinces represented. Florida and California both have 12 companies on the list.
- There are 12 companies on this year's list that were not on last year's: Anticimex; Action Pest Control; Pointe Pest Control - IL; Pointe Pest Control - ID, WA, OR; Apex Pest Control; Environmental Health Services; Blue Chip Pest Services; Go-Forth Pest Control; All Natural Pest Elimination; Platinum Pest Solutions; Certified Pest Control; and Innovative Pest Management.
- There are two companies named Pointe Pest Control on this year's list. Both are headquartered in Idaho and although the owners are brothers, the firms are not affiliated with one another. Pointe Pest Control - ID, WA, OR has offices in those states. Pointe Pest Control - IL has offices in Chicago and does business as Green Pest Services in Virginia.
- Nine companies that were on last year's list are not on this year's because of mergers and acquisitions [see related information

- on page 20]: Allgood Pest Solutions-Atlanta, Duluth, Ga.; American Pest, Fulton, Md.; Batzner Pest Control, New Berlin, Wis.; Bug Doctor, Paramus, N.J.; Fischer Environmental Services, Mandeville, La.; Heron Home & Outdoor, Apopka, Fla.; Modern Pest Services, Brunswick, Maine; Northwest Exterminating, Marietta, Ga.; and Viking Termite & Pest Control, Warren, N.J.
- 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.
- Visit PCT magazine's interactive map [www.pctonline.com/top-100-map-2018.aspx] 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 2018. E-mail PCT Editor Jodi Dorsch at jdorsch@gje.net with questions about this list.

UNIVAR CONGRATULATES

THE PCT TOP 100!

2017 RANK	COMPANY	2016 RANK	CITY	STATE/ PROVINCE	2017 REVENUES	INC/DEC OVER 2016	INC/DEC FOR 2018	GPC	TC	OTHER	RES	COM	# EMP	# OFFICES
1	Rollins	1	Atlanta	GA	\$1,673,957,000	6%	5%	82%	18%	0%	60%	40%	13,126	700
2	Terminix	2	Memphis	TN	\$1,463,950,000	1%	n/a	n/a	n/a	n/a	71%	29%	9,500	310
3	Rentokil-Steritech	3	Reading	PA	\$720,000,000	20%	15%	80%	10%	10%	50%	50%	6,000	n/a
4	Ecolab	4	St. Paul	MN	\$465,777,476	7%	n/a	100%	0%	0%	0%	100%	n/a	n/a
5	Massey Services	5	Orlando	FL	\$233,400,931	6%	15%	43%	25%	32%	87%	13%	1,989	139
6	Arrow Exterminators	6	Atlanta	GA	\$199,504,000	12%	11%	48%	41%	11%	87%	13%	1,965	107
7	Cook's Pest Control	7	Decatur	AL	\$161,200,000	6%	7%	60%	40%	0%	75%	25%	1,822	38
8	Clark Pest Control	10	Lodi	CA	\$130,000,000	8%	8%	80%	20%	0%	n/a	n/a	1,046	24
9	Terminix Service	8	Columbia	SC	\$124,508,464	3%	2%	45%	55%	0%	75%	25%	1,137	54
10	Truly Nolen of America	9	Tucson	AZ	\$115,964,000	-2%	3%	69%	23%	8%	74%	26%	1,131	77
11	Apive Environmental	21	Provo	UT	\$88,168,081	137%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	33
12	ABC Home & Commercial Services	11	Austin	TX	\$79,005,000	9%	10%	49%	4%	47%	80%	20%	752	5
13	Abell Pest Control	12	Etobicoke	Ontario	\$69,690,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
14	Florida Pest Control & Chemical Co.	13	Gainesville	FL	\$65,544,044	3%	5%	37%	45%	18%	80%	20%	540	20
15	Dodson Pest Control	14	Lynchburg	VA	\$55,462,000	4%	3%	59%	27%	14%	60%	40%	613	38
16	Terminix Co. of North Carolina	15	Fayetteville	NC	\$53,560,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
17	Environmental Pest Service	16	Tampa	FL	\$53,062,952	3%	24%	43%	29%	28%	87%	13%	538	26
18	Home Paramount	18	Forest Hill	MD	\$50,470,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
19	Anticimex	n/a	Summit	NJ	\$47,510,000	543%	121%	97%	3%	0%	46%	54%	626	22
20	Plunkett's Pest Control	19	Fridley	MN	\$47,000,000	11%	6%	100%	0%	0%	20%	80%	400	1
21	Hulett Environmental Services	20	West Palm Beach	FL	\$40,762,677	6%	5%	n/a	n/a	n/a	85%	15%	n/a	7
22	Senske Services	22	Kennewick	WA	\$34,000,000	6%	8%	18%	0%	82%	75%	25%	477	11
23	Sprague Pest Solutions	25	Tacoma	WA	\$32,100,000	9%	10%	89%	0%	11%	0%	100%	n/a	12
24	Lloyd Pest Control	24	San Diego	CA	\$31,100,000	4%	5%	75%	25%	0%	52%	48%	n/a	8
25	Assured Environments	23	New York	NY	\$31,000,000	3%	5%	100%	0%	0%	10%	90%	205	4
26	Rose Pest Solutions	26	Troy	MI	\$29,870,000**	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
27	Edge The Service Company	38	Orem	UT	\$28,515,878	40%	40%	97%	0%	3%	95%	5%	350	8
28	J&J Exterminating	29	Lafayette	LA	\$27,865,987	7%	7%	60%	40%	0%	60%	40%	227	13
29	Terminix Company	30	Greensboro	NC	\$26,451,000	5%	6%	45%	55%	0%	78%	22%	240	15
30	McCloud Services	32	South Elgin	IL	\$24,000,000	6%	7%	94%	0%	6%	1%	99%	202	11
31	Northwest Exterminating Co.	31	Tucson	AZ	\$23,750,000	14%	10%	28%	15%	57%	25%	75%	250	2
32	Gregory Pest Solutions	33	Greenville	SC	\$23,650,000	7%	9%	85%	12%	3%	18%	82%	228	8
33	Pacific Coast Termite	40	Orange	CA	\$22,775,222	15%	10%	5%	79%	16%	95%	5%	141	2
34	JP McHale Pest Management	37	Buchanan	NY	\$22,100,000	10%	10%	56%	7%	37%	70%	30%	152	1
35	Wil-Kil Pest Control	35	Menomonee Falls	WI	\$21,500,000	4%	n/a	100%	0%	0%	14%	86%	170	5
36	PestNow	41	Sterling	VA	\$21,478,000	9%	7%	61%	29%	10%	96%	4%	127	5
37	Killingsworth Environmental	36	Monroe	NC	\$21,110,305	3%	15%	40%	15%	45%	95%	5%	180	10
38	ABC Home & Commercial Services—Houston	34	Cypress	TX	\$21,000,000	NC	10%	45%	15%	40%	60%	40%	200	n/a
39	Rottler Pest & Lawn Solutions	45	St. Louis	MO	\$20,824,099	17%	10%	49%	20%	31%	62%	38%	184	9
40	Maheu&Maheu	43	Quebec City	Quebec	\$19,935,117	2%	5%	100%	0%	0%	15%	85%	125	6
41	Turner Pest Control	48	Jacksonville	FL	\$19,900,000	19%	16%	n/a	n/a	n/a	85%	15%	n/a	6
42	Clegg's Pest Control	42	Durham	NC	\$19,787,978	1%	5%	59%	38%	3%	60%	40%	275	13
43	Active Pest Control	50	McDonough	GA	\$18,140,000	12%	15%	n/a	n/a	n/a	97%	3%	162	14
44	Braman Pest Elimination	47	Agawam	MA	\$17,900,000	6%	6%	95%	5%	0%	n/a	n/a	165	6
45	ABC Home and Commercial Services of DFW	54	Lewisville	TX	\$17,868,676	14%	17%	95%	0%	5%	65%	35%	151	3
46	Palmetto Exterminators	52	Charleston	SC	\$16,876,000	9%	8%	35%	59%	6%	90%	10%	160	8
47	Poulin's Pest Control	53	Winnipeg	Manitoba	\$15,238,074	NC	8%	100%	0%	0%	20%	80%	104	8
48	Action Pest Control	n/a	Evansville	IN	\$14,683,036	6%	5%	58%	9%	33%	45%	55%	112	8
49	Advanced IPM	59	Roseville	CA	\$14,408,983	21%	12%	n/a	n/a	n/a	35%	65%	127	8
50	Black Diamond Pest Control	58	Jeffersonville	IN	\$13,759,233	9%	15%	70%	25%	5%	60%	40%	165	3
51	Royal Pest Solutions	44	New Castle	DE	\$13,545,019	2%	0%	25%	5%	70%	15%	85%	100	5
52	Corky's Pest Control	56	San Marcos	CA	\$13,384,286	5%	6%	n/a	n/a	n/a	88%	12%	128	1
53	Cooper Pest Solutions	63	Lawrenceville	NJ	\$12,246,000	12%	8%	95%	5%	0%	53%	47%	130	1
54	Your Way Fumigation	57	Murrieta	CA	\$12,165,326	-4%	5%	0%	0%	100%	90%	10%	109	7
55	McCall Service	62	Jacksonville	FL	\$12,025,230	10%	5%	52%	26%	22%	60%	40%	103	7
56	Deans Pest Control	66	Leesburg	FL	\$11,255,000	10%	8%	22%	13%	65%	99%	1%	128	1
57	O'Connor Pest Control	64	Santa Ynez	CA	\$11,200,000	4%	5%	72%	28%	0%	70%	30%	n/a	4
58	Pointe Pest Control — IL	n/a	Eagle	ID	\$11,046,420	16%	15%	97%	0%	3%	99%	1%	82	2
59	Eastside Exterminators	61	Woodinville	WA	\$11,000,000	0%	8%	50%	0%	50%	95%	5%	85	1
59	Adam's Pest Control	65	Medina	MN	\$11,000,000	7%	10%	99%	1%	0%	50%	50%	100	2
61	OPC Services	70	Louisville	KY	\$10,947,084	12%	0%	68%	24%	8%	70%	30%	106	3
62	RK Environmental Services	76	Westwood	NJ	\$10,500,000	20%	20%	80%	0%	20%	0%	100%	70	2
63	Cingo	67	Atlanta	GA	\$10,400,000	4%	10%	n/a	n/a	n/a	80%	20%	90	8
64	Guardian Pest Solutions	67	Superior	WI	\$10,300,000	3%	3%	100%	0%	0%	10%	90%	100	2
65	Nozzle Nolen	71	West Palm Beach	FL	\$10,256,391	5%	8%	65%	15%	20%	80%	20%	103	4
66	Pestmaster Services	75	Reno	NV	\$9,991,658	9%	15%	73%	7%	20%	35%	65%	83	24
67	Scherzinger Pest Control	72	Cincinnati	OH	\$9,702,468	2%	8%	79%	21%	0%	80%	20%	98	3
68	Pointe Pest Control — ID, WA, OR	n/a	Post Falls	ID	\$9,500,000	39%	30%	99%	1%	0%	90%	10%	85	11
69	Southern/Sovereign Pest Control	74	Virginia Beach	VA	\$9,350,000	0%	2%	60%	40%	0%	100%	0%	85	12
70	Griffin Pest Solutions	78	Kalamazoo	MI	\$9,300,000	5%	15%	72%	10%	18%	45%	55%	75	5
71	McNeely Pest Control	79	Winston-Salem	NC	\$9,135,609	15%	12%	n/a	n/a	n/a	40%	60%	n/a	8
72	Triple 'S' Termite & Pest Control	77	Manassas	VA	\$8,806,000	9%	10%	79%	12%	9%	35%	65%	65	4
73	Apex Pest Control	n/a	Rockledge	FL	\$8,600,000	8%	10%	50%	40%	10%	75%	25%	85	6
74	Varmint Guard	81	Columbus	OH	\$8,100,085	11%	n/a	72%	6%	22%	57%	43%	75	1
75	The Bugman	82	Anaheim	CA	\$8,100,000	7%	11%	45%	55%	0%	40%	60%	68	1
76	Kitter Termite and Pest Control	69	Orange	CA	\$7,802,119	-23%	12%	15%	70%	15%	95%	5%	55	4
77	Pro Pacific Pest Control	91	Escondido	CA	\$7,792,000	16%	7%	n/a	n/a	n/a	90%	10%	80	1
78	DA Exterminating	83	Metairie	LA	\$7,695,200	6%	10%	35%	65%	0%	65%	35%	65	3
79	Hometown Pest Control	92	Delray Beach	FL	\$7,640,000	15%	15%	50%	10%	40%	85%	15%	68	1
80	Frontline Pest	89	Baltimore	MD	\$7,623,488	12%	12%	99%	0%	1%	98%	2%	45	3
81	Versacor Enterprises	86	Southlake	TX	\$7,622,337	25%	22%	98%	2%	0%	0%	100%	66	5
82	National Exterminating	90	Newport News	VA	\$7,603,253	-1%	4%	45%	40%	15%	60%	40%	66	1
83	Lewis Pest Control	87	Thomasville	AL	\$7,575,514	n/a	5%	58%	22%	20%	65%	35%	n/a	7
84	The Bug Master	95	Austin	TX	\$7,434,524	n/a	n/a	85%	15%	0%	40%	60%	70	4
85	Ace Exterminating	94	Joelton	TN	\$7,402,588	15%	18%	50%	30%	20%	60%	40%	113	6
86	American Pest Control	85	Hanna City	IL	\$7,354,830	3%	2%	60%	40%	0%	60%	40%	70	1
87	Payne Pest Management	98	San Diego	CA	\$7,327,043	24%	15%	36%	46%	18%	85%	15%	48	3
88	Breda Pest Management	93	Loganville	GA	\$7,200,000	10%	5%	50%	50%	0%	90%	10%	70	1
89	B & B Exterminating	86	Jacksonville	FL	\$6,999,990	n/a	3%	30%	40%	30%	50%	50%	52	1
90	Animal Pest Management Services	88	Chino	CA	\$6,950,000	6%	n/a	10%	10%	80%	50%	50%	45	1
91	Advanced Pest Management	97	Elkton	MD	\$6,895,495	9%	6%	80%	10%	10%	65%	35%	60	6
92	Inspect-All Services	99	Coryers	GA	\$6,826,935	22%	20%	30%	20%	50%	98%	2%	65	2
93	Petri Pest Control Services	100	Pompano Beach	FL	\$6,345,000	14%	8%	52%	10%	38%	85%	15%	54	1
94	Environmental Health Services	n/a	Northwood	MA	\$6,148,000	24%	18%	79%	5%	16%	28%	72%	39	1
95	Blue Chip Pest Services	n/a	Fenton	MO	\$5,652,000	9%	10%	80%	20%	0%	47%	53%	48	1
96	Go-Forth Pest Control	n/a	High Point	NC	\$5,593,320	3								