

09 RANK	COMPANY	08 RANK	CITY	STATE/ PROVINCE	2009 REV	% INC/DEC OVER 2008	EST % INC/DEC FOR 2010	% GPC	% TC	% OTHER	% RES	% COM	# OF EMP	# OF OFFICES
1	Terminix International	1	Memphis	TN	\$1,089,072,000	n/a	n/a	52%	45%	3%	78%	22%	n/a	n/a
2	Orkin	2	Atlanta	GA	\$1,073,958,000	5%	3%	80%	19%	1%	59%	41%	9,949	n/a
3	Ecolab	3	St. Paul	MN	\$328,500,000	-1%	n/a	n/a	n/a	n/a	0%	100%	2,015	n/a
4	Rentokil/Ehrlich	4	Reading	PA	\$228,000,000	4%	3%	90%	8%	2%	40%	60%	1,968	n/a
5	Cook's Pest Control	7	Decatur	AL	\$102,300,000	4%	5%	57%	43%	0%	70%	30%	1,350	32
6	Clark Pest Control	5	Lodi	CA	\$100,306,257	-3%	-2%	80%	19%	1%	75%	25%	908	21
7	Terminix Service	8	Columbia	SC	\$100,284,836	4%	5%	65%	3 <mark>5</mark> %	0%	80%	20%	1,125	54
8	Arrow Exterminators	6	Atlanta	GA	\$98,100,000	-2%	5%	38%	54%	8%	84%	16%	950	66
9	Western Exterminator	9	Anaheim	CA	\$92,275,421	-2%	3%	81%	19%	0%	51%	49%	876	34
10	The Steritech Group	11	Charlotte	NC	\$91,766,500	9%	9%	100%	0%	0%	0%	100%	821	28
11	Truly Nolen of America	10	Tucson	AZ	\$90,000,000	n/a	n/a	62%	30%	8%	72%	28%	1,100	75
12	Massey Services	12	Orlando	FL	\$78,533,090	1%	10%	38%	33%	29%	89%	11%	1,192	71
13	Middleton Pest Control	13	Orlando	FL 👘	\$51,000,000	-5%	10%	22%	24%	54%	95%	5%	540	26
14	Florida Pest Control & Chemical	18	Gainesville	FL	\$50,000,000	NC	3%	32%	49%	19%	85%	15%	535	20
15	Abell Pest Control	14	Etobicoke	Ontario	\$49,500,000*	10%	n/a	n/a	n/a	n/a	20%	80%	600	29
16	Home Paramount	19	Forest Hill	MD	\$46,000,000	10%	10%	60%	40%	0%	70%	30%	n/a	n/a
17	Terminix Co. of North Carolina	n/a	Fayetteville	NC	\$44,000,000	4%	4%	40%	45%	15%	95%	5%	215+	29
18	Critter Control	16	Traverse City	MI	\$43,000,000	NC	5%	5%	0%	95%	78%	22%	450	132
19	Dodson Bros. Exterminating	17	Lynchburg	VA	\$42,273,000	NC	3%	70%	30%	0%	60%	40%	565	34
20	Antimite Termite & Pest Control/SOS Exterminating	14	Chino Hills	CA	\$40,500,000*	n/a	n/a	30%	70%	0%	95%	5%	n/a	n/a
21	Dewey Services	19	Pasadena	CA	\$32,000,000*	n/a	n/a	n/a	n/a	n/a	n/a	n/a	400	32
22	ABC Home & Commercial Services	21	Austin	TX	\$31,500,000	NC	7%	58%	8%	34%	80%	20%	400	3
23	Hulett Environmental Services	22	W. Palm Beach	FL	\$30,707,777	NC	n/a	n/a	n/a	n/a	86%	14%	300	10
24	Assured Environments	26	New York	NY	\$29,000,000	14%	4%	100%	0%	0%	40%	60%	220	1
25	Oliver Exterminating	23	Miami	FL	\$27,900,000	2%	8%	52%	33%	15%	70%	30%	318	17

A great band is made of more than musicians.



Here's to the people behind the scenes.

True success is always a team effort. At Univar, our on-staff Entomologists, online experts, customer service representatives, warehouse managers, truck drivers and pest control advisors all play an integral role in our customers' success. It's like having an extra 300 people on your crew. So, you be the rock star. We'll build your stage.

One Source. Countless Resources. Call (800) 888-4897 or visit www.PestWeb.com to learn how Univar can help you.



09 RANK	COMPANY	08 RANK	CITY	STATE/ PROVINCE	2009 REV	% INC/DEC OVER 2008	EST % INC/DEC FOR 2010	% GPC	% TC	% OTHER	% RES	% COM	# OF EMP	# OF OFFICES
26	Northwest Exterminating	24	Marietta	GA	\$26,300,000	n/a	8%	27%	67%	6%	87%	13%	280	14
27	Allgood Pest Solutions	25	Duluth	GA	\$25,344,366	1%	5%	50%	50%	0%	85%	15%	291	19
28	Lloyd Pest Control	28	San Diego	CA	\$22,600,000	6%	3%	77%	23%	0%	70%	30%	250	8
29	Plunkett's Pest Control	29	Fridley	MN	\$21,800,000	7%	3%	100%	0%	0%	15%	85%	240	1
30	Rose Pest Solutions	26	Troy	MI	\$20,000,000*	n/a	n/a	n/a	n/a	n/a	30%	70%	225	n/a
31	Terminix Company	31	Greensboro	NC	\$19,280,333	3%	5%	48%	52%	0%	91%	9%	200	14
32	Senske	30	Kennewick	WA	\$18,500,000	-5%	10%	20%	0%	80%	80%	20%	270	7
33	Waltham Services	32	Hull	MA	\$18,000,000	4%	6%	85%	15%	0%	65%	35%	200	9
34	Anderson Pest Solutions	33	Elmhurst	IL	\$17,484,772	n/a	n/a	n/a	n/a	n/a	15%	85%	185	8
35	Clegg's Termite & Pest	35	Durham	NC	\$16,760,000	3%	5%	51%	48%	1%	60%	40%	275	13
36	J&J Exterminating	36	Lafayette	LA	\$16,200,000	3%	4%	53%	47%	0%	70%	30%	182	10
37	McCloud Services	34	Hoffman Estates	IL	\$16,000,000	-1%	n/a	90%	0%	10%	1%	99%	161	12
38	Sprague Pest Solutions	38	Tacoma	WA 👘	\$15,580,000	4%	7%	100%	0%	0%	2%	98%	156	9
39	ABC Pest Pool & Lawn Services	37	Houston	TX	\$15,250,000	6%	12%	68%	8%	24%	70%	30%	115	2
40	Gregory Pest Solutions	43	Greenville	SC	\$14, 180, 000	4%	10%	80%	20%	0%	25%	75%	145	9
41	Wil-Kil Pest Control	41	Sun Prairie	WI	\$14,006,000	2%	9%	97%	0%	3%	15%	85%	139	4
42	Viking Termite & Pest Control	42	Bound Brook	N	\$13,951,000	4%	10%	80%	15%	5%	65%	35%	132	9
43	Bug Out Service	39	Jacksonville	FL	\$13,821,471	-2%	2%	24%	50%	26%	97%	3%	114	6
44	Clark Pest Control	44	Bakersfield	CA	\$13,000,000	NC	5%	90%	10%	0%	90%	10%	160	5
45	Maheu & Maheu	49	Quebec City	Quebec	\$12,955,693	8%	9%	55%	0%	45%	15%	85%	92	5
46	Superior Pest & Lawn Management	48	Sterling	VA	\$12,450,000	11%	7%	64%	33%	3%	95%	5%	91	4
47	Pestmaster Services	45	Bishop	CA	\$12,002,863	-5%	5%	62%	10%	28%	25%	75%	70	36
48	Terminix Service Co.	46	Metairie	LA	\$11,982,000	2%	5%	79%	21%	0%	87%	13%	n/a	n/a
49	P McHale Pest Management	47	Buchanan	NY	\$11,900,000	NC	7%	60%	20%	20%	65%	35%	107	2
50	Royal Pest Management	50	New Castle	DE	\$11,320,000	1%	NC	26%	1%	73%	20%	80%	54	6





Get all the best products, all in one place.

With over 4,000 products in our catalog, we always have the products you want. Univar leads the industry with an unrivaled range of exceptional products and equipment that help you do your job. Whether you're fighting rodents, insects, weeds or birds, we have everything you need to keep your company at the top of the charts.

One Source. Countless Resources. Call (800) 888-4897 or visit www.PestWeb.com to learn how Univar can help you.

© 2010 Univar USA Inc. All rights reserved. Univar, the bexagon, MasterLine, PestWeb and the Univar logo are the registered trademarks of Univar USA Inc.



09 RANK	COMPANY	08 RANK	CITY	STATE/ PROVINCE	2009 REV	% INC/DEC OVER 2008	EST % INC/DEC FOR 2010	% GPC	% TC	% OTHER	% RES	% COM	# OF EMP	# OF OFFICES
51	Northwest Exterminating	51	Tucson	AZ	\$11,000,000	NC	5%	25%	33%	42%	50%	50%	80	1
52	Schendel Pest Services	53	Topeka	KS	\$10,800,000	4%	9%	84%	16%	0%	68%	32%	118	8
53	Modern Pest Services	55	Brunswick	ME	\$10,788,200	6%	10%	99%	1%	0%	40%	60%	113	
54	Poulin's Pest Control	61	Winnipeg	Manitoba	\$10,350,290	n/a	n/a	100%	0%	0%	n/a	n/a	85	9
55	Knox Pest Control	n/a	Columbus	GA	\$10,200,000	7%	10%	68%	30%	2%	65%	35%	105	12
56	Braman Chemical	56	Agawam	MA	\$10,144,000	3%	5%	90%	10%	0%	n/a	n ⁄a	110	5
57	PermaTreat Pest Control	60	Fredericksburg	VA	\$9,672,000	7%	2%	59%	3 <mark>8</mark> %	3%	<mark>65</mark> %	35%	n/a	8
58	Palmetto Exterminators	59	Charleston	SC	\$9,500,000	3%	2%	30%	66%	4%	90%	10%	100	8
59	Eradico Services	58	Novi	MI	\$9,257,000	-13%	3%	82%	3%	15%	40%	60%	120	7
60	Turner Pest Control	57	Jacksonville	FL	\$9,100,000	4%	3%	n/a	n/a	n/a	77%	23%	85	5
61	McCall Service	54	Jacksonville	FL	\$8,695,626	-17%	3%	48%	21%	31%	40%	60%	76	6
62	American Pest Management	64	Burtonsville	MD	\$8,596,000	5%	8%	90%	10%	0%	25%	75%	95	2
63	Myers Pest & Termite Services	63	Bedford	TX	\$8,500,000	2%	8%	80%	20%	0%	40%	60%	90	4
64	Rottler Pest & Lawn Solutions	65	St. Louis	MO	\$8,456,000	4%	10%	60%	20%	20%	87%	13%	95	6
65	Fischer Environmental Services	66	Mandeville	LA	\$7,914,000	NC	6%	42%	55%	3%	40%	60%	66	n/a
66	ABC Pest and Lawn Services of DFW	69	Lewisville	TX	\$7,798,668	1%	20%	89%	6%	5%	65%	35%	98	1
67	Eden Advanced Pest Technologies	73	Olympia	WA	\$7,787,778	-3%	9%	100%	0%	0%	40%	60%	60	4
68	Hydrex Pest Control	67	Santa Barbara	CA	\$7,600,000	-4%	5%	75%	25%	0%	60%	40%	60	6
69	Griggs & Browne	62	Providence	RI	\$7,590,000	-3%	2%	75%	18%	7%	75%	25%	102	4
70	Killingsworth Environmental of the Carolinas	72	Indian Trail	NC	\$7,500,000	6%	7%	45%	40%	15%	95%	5%	85	8
70	Peachtree Pest Control	70	Norcross	GA	\$7,500,000	NC	5%	55%	35%	10%	70%	30%	90	8
72	Your Way Furnigation	71	Murrieta	CA	\$7,392,705	NC	5%	0%	100%	0%	90%	10%	80	8
73	Batzner Pest Management	75	New Berlin	WI	\$7,385,000	6%	10%	99%	1%	0%	25%	75%	75	5
74	Action Pest Control	75	Evansville	IN	\$7,200,000	5%	6%	60%	20%	20%	45%	55%	88	4
75	Nozzle Nolen Pest Solutions	73	W. Palm Beach	FL	\$7,175,725	NC	8%	71%	16%	13%	80%	20%	90	5
					. , .,									

Plug in to online.

.................

Let technology crank up your sales volume.



With millions of hits per month, Univar's PestWeb is the industry's leading online resource. And for good reason: you can get industry news, product updates and promotions or expert advice on any pest management question. With EZ-Order, you can restock products quickly and easily. We've also developed mobile PestWeb so you can get what you need on the go. The world's gone digital. With Univar, you can play along.

One Source. Countless Resources. Call (800) 888-4897 or visit www.PestWeb.com to learn how Univar can help you.



09 BANK	COMPANY	08 BANK		STATE/ PROVINCE	2009 REV	% INC/DEC OVER 2008	EST % INC/DEC FOR 2010	% GPC	% TC	% OTHER	% RES	% COM	# OF EMP	# OF OFFICES
76	Southern/Sovereign Pest Control	78	Virginia Beach	VA	\$7.025.000	2%	3%	50%	50%	0%	100%	0%	55	9
77	Catseve Pest Control	n/a	Castleton	NY	\$6,200,000	35%	20%	97%	3%	0%	80%	20%	50	2
77	Triple S Pest Services	79	Manassas	VA	\$6,200,000	2%	3%	85%	15%	0%	30%	70%	59	3
79	Nader's Pest Raiders	80	Ponte Vedra	FL	\$6,171,342	4%	2%	30%	48%	22%	95%	5%	60	2
80	Scherzinger Pest Control	82	Cincinnati	OH	\$6,046,560	4%	6%	75%	25%	0%	75%	25%	70	2
81	Griffin Pest Solutions	83	Kalamazoo	MI	\$6,012,000	6%	12%	88%	12%	0%	65%	35%	78	5
82	Statewide Fumigation	98	Escondido	CA	\$6,000,000	24%	30%	0%	0%	100%	90%	10%	66	1
83	Advanced Integrated Pest Management	n/a	Roseville	CA	\$5,936,335	-5%	10%	60%	30%	10%	40%	60%	45	2
84	Heron Lawn and Pest Control	89	Altamonte Springs	FL	\$5,926,480	11%	25%	25%	5%	70%	95%	5%	70	3
85	DA Exterminating	84	Metairie	LA	\$5,925,000	n/a	5%	40%	60%	0%	65%	35%	65	3
86	Cooper Pest Solutions	91	Lawrenceville	NJ	\$5,883,021	13%	13%	80%	9%	11%	48%	52%	68	1
87	National Exterminating	85	Newport News	VA	\$ 5, 788,055	3%	4%	40%	50%	10%	90%	10%	58	1
88	Newport Exterminating	81	Irvine	CA	\$5,700,000	-2%	3%	48%	50%	2%	65%	35%	48	1
89	B & B Exterminating	87	Jacksonville 💊	FL	\$5,600,000	4%	10%	35%	40%	25%	70%	30%	48	1
90	Black Diamond Termite and Pest Control	90	New Albany	IN	\$5,523,689	3%	5%	70%	25%	5%	35%	65%	53	1
91	Bugmasters	TT	La Habra	CA	\$5,435,000	-20%	NC	20%	80%	0%	80%	20%	42	3
92	Adam's Pest Control	n/a	Medina	MIN	\$5,400,000	7%	15%	98%	1%	1%	50%	50%	50	2
93	OPC Pest Control	96	Louisville	KY	\$5,350,000	12%	5%	60%	30%	10%	50%	50%	60	2
94	Bug Doctor	n/a	Paramus	NJ	\$5,300,000	n/a	10%	90%	10%	0%	65%	35%	32	1
95	American Pest Control	95	Hanna City	IL	\$5,174,400	2%	2%	75%	25%	0%	50%	50%	68	1
96	Spencer Pest Control	88	Roswell	GA	\$5,021,428	-6%	5%	41%	32%	27%	82%	18%	46	5
97	The Bug Master	86	Austin	TX	\$5,015,838	-7%	8%	85%	15%	0%	50%	50%	52	4
98	Capelouto Termite & Pest Control	94	Tallahassee	FL	\$4,940,025	n/a	n/a	n/a	n/a	n/a	n/a	n/a	60	n/a
99	Arrow Environmental Services	93	Sarasota	FL	\$4,923,999	-5%	NC	35%	5%	60%	85%	15%	55	3
100	Payne Pest Management	n/a	San Diego	CA	\$4,500,000	18%	10%	20%	69%	11%	98%	2%	29	4



Continuing Education makes it possible.



Like great musicians, the best pest management professionals never stop learning. That's why we offer an array of Continuing Education Units, including more than 50 courses you can take online. And Univar can help you educate your customers, too. Use pro-industry BugInfo.com to teach your customers more about pests and pest management services. After all, it's never too late to learn a new instrument.

One Source. Countless Resources. Call (800) 888-4897 or visit www.PestWeb.com to learn how Univar can help you.

© 2010 Univer USA Inc. All rights reserved. Univer, the hexagon, MasterLine, PestWeb and the Univer logo are the registered trademarks of Univer USA Inc.