



08 RANK	COMPANY	07 RANK	CITY	ST	2008 REV	% INC/DEC OVER 2007	% INC/DEC FOR 2009	% GPC	% TC	% OTHER	% RES	% COM	# OF EMP	# OF OFFICES
1	Terminix International	1	Memphis	TN	\$1,097,330,000	0%	n/a	52%	45%	3%	78%	22%	n/a	n/a
2	Orkin	2	Atlanta	GA	\$1,020,564,000	14%	4%	80%	19%	1%	60%	40%	10,000	n/a
3	Ecolab	3	St. Paul	MN	\$333,000,000	n/a	n/a	n/a	n/a	n/a	0%	100%	2,075	n/a
4	Ehrlich/Rentokil	4	Reading	PA	\$220,000,000	6%	4%	92%	6%	2%	40%	60%	n/a	88
5	Clark Pest Control of Stockton	6	Lodi	CA	\$106,787,000	0%	0%	74%	16%	10%	80%	20%	936	22
6	Arrow Exterminators	10	Atlanta	GA	\$100,000,000	10%	11%	35%	55%	10%	83%	17%	1,000	72
7	Cook's Pest Control	8	Decatur	AL	\$98,500,000	6%	7%	57%	43%	0%	65%	35%	1,326	31
8	Terminix Service	9	Columbia	SC	\$96,452,000	4%	1%	65%	35%	0%	80%	20%	1,100	53
9	Western Exterminator Company	7	Anaheim	CA	\$93,657,023	-1%	4%	79%	21%	0%	51%	49%	882	35
10	Truly Nolen of America	11	Tucson	AZ	\$89,300,000	4%	5%	56%	35%	9%	80%	20%	1,100	75
11	The Steritech Group	13	Charlotte	NC	\$84,200,000	17%	8%	100%	0%	0%	0%	100%	762	28
12	Massey Services	12	Orlando	FL	\$77,493,632	4%	10%	37%	34%	29%	89%	11%	782	60
13	Middleton Lawn & Pest Control	14	Orlando	FL	\$57,664,302	n/a	n/a	21%	21%	58%	83%	17%	506	26
14	Antimite Termite & Pest Control/SOS Exterminating	15	Chino Hills	CA	\$45,000,000	-18%	3%	42%	58%	0%	90%	10%	405	19
16	Abell Pest Control	16	Etobicoke, Ontario	Canada	\$45,000,000 *	n/a	n/a	n/a	n/a	n/a	20%	80%	n/a	n/a
16	Critter Control	18	Traverse City	MI	\$43,000,000	5%	6%	6%	0%	94%	80%	20%	450	123
17	Dodson Bros. Exterminating	19	Lincolnburg	VA	\$42,263,886	5%	5%	68%	31%	1%	60%	40%	554	39
18	Florida Pest Control & Chemical	17	Gainesville	FL	\$40,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	525	n/a
19	Home Paramount Dewey Services	20	Forest Hill	MD	\$35,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	600	n/a
19	ABC Home & Commercial Services	21	Pasadena	CA	\$35,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	400	n/a
21	ABC Home & Commercial Services	24	Austin	TX	\$31,570,000	17%	10%	58%	8%	34%	80%	20%	420	3
22	Hulett Environmental Services	23	West Palm Beach	FL	\$31,050,000	4%	3%	n/a	n/a	n/a	n/a	n/a	300	10
23	Oliver Exterminating	39	Miami	FL	\$27,000,000	3%	6%	56%	38%	6%	75%	25%	335	16
24	Northwest Exterminating Co.	25	Marietta	GA	\$26,000,000	3%	4%	25%	70%	5%	87%	13%	n/a	11
25	Allgood Pest Solutions	27	Duluth	GA	\$25,192,000	16%	8%	48%	52%	0%	n/a	n/a	289	n/a

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# SUCCESS DELIVERED

As the industry's leading distributor, we take our role of bringing quality products and value-added services to our customers very seriously. As such, we've identified six characteristics that help set Univar apart from the competition, traits that are a fundamental part of our corporate culture.

These six traits – dependability, expertise, initiative, partnership, strength and support –

demonstrate our commitment to helping pest management professionals — Succeed Without Worry.<sup>SM</sup> That's why so many of your colleagues, as expressed in their own words, choose to do business with Univar.

We're dedicated to making your success our biggest priority, so give us a call. We're ready to deliver.



Helping Your Business – Succeed Without Worry<sup>SM</sup>

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26	Rose Pest Solutions	29	Troy	MI	\$25,000,000	5%	5%	60%	10%	30%	30%	70%	n/a	n/a
	Assured Environments	26	New York	NY	\$25,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
28	Lloyd Pest Control	28	San Diego	CA	\$21,300,000	n/a	n/a	n/a	n/a	n/a	70%	30%	n/a	7
29	Plunkett's Pest Control	30	Fridley	MN	\$20,300,000	12%	4%	100%	0%	0%	15%	85%	235	1
30	Sense Pest Control	n/a	Kennewick	WA	\$19,400,000	4%	15%	19%	0%	81%	70%	30%	270	7
31	Terminix Company	32	Greensboro	NC	\$18,773,000	11%	5%	50%	50%	0%	90%	10%	210	14
32	Waltham Services	31	Waltham	MA	\$18,328,395	5%	3%	87%	13%	0%	30%	70%	185	8
33	Anderson Pest Solutions	33	Elmhurst	IL	\$17,139,445	4%	0%	n/a	n/a	n/a	13%	85%	n/a	8
34	McCloud Services	34	Hoffman Estates	IL	\$16,200,000	6%	2%	100%	0%	0%	1%	99%	n/a	12
35	Clegg's Termite & Pest Control	34	Durham	NC	\$16,044,421	1%	2%	53%	47%	0%	60%	40%	280	13
36	J&J Exterminating	36	Lafayette	LA	\$15,800,000	3%	8%	33%	47%	0%	70%	30%	180	n/a
37	ABC Pest Pool & Lawn Services	38	Houston	TX	\$14,893,000	11%	12%	65%	8%	29%	75%	25%	165	1
38	Sprague Pest Solutions	37	Tacoma	WA	\$14,800,000	7%	5%	n/a	n/a	n/a	3%	97%	140	8
39	Bug Out Service	41	Jacksonville	FL	\$14,093,000	5%	4%	24%	50%	26%	93%	7%	110	6
40	PMSI	n/a	Ashburn	VA	\$14,000,000	8%	8%	70%	10%	20%	90%	10%	60	4
41	Wil-Kil Pest Control	40	Sub Prairie	WI	\$13,750,000	2%	7%	98%	0%	2%	16%	84%	136	4
42	Viking Termite & Pest Control	44	Round Brook	NY	\$13,731,395	8%	10%	79%	15%	6%	65%	35%	142	9
43	Gregory Pest Solutions	45	Greenville	SC	\$13,729,000	6%	8%	80%	20%	0%	25%	75%	144	9
44	Clark Pest Control	43	Bakersfield	CA	\$13,000,000	0%	5%	90%	10%	0%	80%	20%	n/a	5
45	Pestmaster Services	42	Bishop	CA	\$12,609,450 *	4%	4%	61%	10%	29%	70%	30%	n/a	24
46	Terminix Service	47	Metairie	LA	\$11,676,000	3%	4%	13%	87%	0%	92%	8%	91	3
47	J.P. McHale Pest Management	48	Buchanan	NY	\$11,400,000	6%	6%	65%	15%	20%	75%	25%	100	n/a
48	Superior Pest & Lawn Management	49	Sterling	VA	\$11,210,000	7%	6%	64%	31%	5%	96%	4%	89	4
49	Maheu & Maheu	52	Quebec City, Quebec	Canada	\$11,193,506	16%	9%	45%	0%	55%	20%	80%	n/a	5
50	Royal Pest Management	51	New Castle	DE	\$11,170,750	6%	5%	26%	1%	73%	20%	80%	50	5

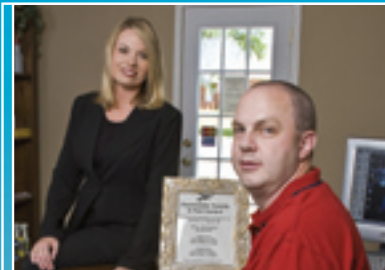
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## [dependability]

I have used several suppliers and Univar has by far EXCEEDED my expectations. From top-notch customer service to next-day delivery, I depend on Univar to help me run my business. The sales specialist at Univar has not only been my encyclopedia of knowledge for products, she also has become my friend. Dianne Cornwell has gone way beyond the call of duty to help me understand the products I'm using as well as see that I have them on time. This kind of customer service and friendship is why I will always use Univar as my sole supplier.

Monty Milikin  
Owner, Milikin Exterminating  
Vienna, GA



## [expertise]

Univar's technical expertise in pest control is a big part of our business success, in good times and in challenging ones. For example, several months ago we treated a structure. During the treatment, our tech accidentally drilled into a storage room that was beneath the carport slab, and the product was shot into the storage room. The customer threatened a lawsuit and to bring the state into the situation. Jason Hart and Craig Keller, our Univar folks, met with the customer and found a solution without involving attorneys or the state. Their technical expertise is invaluable, and they're with us every step of the way.

Jaclyn and John Leonard  
Owners, Dependable Termite & Pest Control  
Cottondale, AL



## [initiative]

One Thursday, I placed an order with Univar's New Rochelle warehouse. I ended up calling back to amend my order at 4:30 p.m. The additional product I ordered was needed for Monday. I expected to have to adjust the customer's appointment, but Univar's representative, Louis Paone, called the delivery company to see if a driver could come back to the warehouse so that the additional product could be delivered with the rest of my order. I received my complete order the next day. Louis saved me time and money. As long as you have employees like Louis and our rep, John Hichak, you have our business.

Craig Thomas  
President, Craig Thomas Pest Control  
Hyde Park, NY



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51	Northwest Exterminating	46	Tucson	AZ	\$11,000,000	0%	0%	25%	33%	42%	50%	50%	75	2
52	Crane Pest Control	50	San Francisco	CA	\$10,900,000	4%	4%	100%	0%	0%	0%	100%	88	1
53	Schendel Pest Services	53	Topeka	KS	\$10,800,000	8%	7%	85%	15%	0%	30%	70%	110	7
54	McCall Service	58	Jacksonville	FL	\$10,530,990	9%	5%	49%	19%	32%	47%	53%	94	6
55	Modern Pest Services	56	Brunswick	ME	\$10,150,660	4%	10%	98%	2%	0%	40%	60%	111	6
56	Braman Chemical	59	Agawam	MA	\$9,845,000	4%	5%	90%	10%	0%	40%	60%	110	5
57	Turner Pest Control	57	Jacksonville	FL	\$9,600,000	0%	4%	38%	54%	8%	73%	27%	n/a	6
58	Eradico Services	60	Novi	MI	\$9,400,000	3%	3%	79%	3%	18%	35%	65%	115	7
59	Palmetto Exterminators	62	Charleston	SC	\$9,207,049	5%	2%	30%	67%	3%	90%	10%	100	8
60	PermaTreat Pest Control	61	Fredericksburg	VA	\$9,057,000	2%	2%	55%	45%	0%	65%	35%	103	9
61	Poulin's Pest Control	55	Winnipeg, Manitoba	Canada	\$8,638,633	12%	12%	100%	0%	0%	25%	75%	80	9
62	Griggs & Browne	n/a	Providence	RI	\$8,500,000	1%	4%	80%	20%	0%	75%	25%	118	4
63	Myers Pest and Termite Services	69	Bedford	TX	\$8,300,000	11%	12%	75%	25%	0%	38%	62%	87	3
64	American Pest Management	71	Burtonsville	MD	\$8,226,744	15%	12%	90%	10%	0%	25%	75%	78	2
65	Rottler Pest & Lawn Solutions	63	St. Louis	MO	\$8,151,340	0%	5%	60%	20%	20%	80%	20%	89	5
66	Fischer Environmental Services	68	Mandeville	LA	\$8,129,941	3%	3%	42%	51%	7%	42%	58%	67	n/a
67	Hydrex Pest Control	65	Santa Barbara	CA	\$8,000,000	10%	10%	60%	39%	1%	75%	25%	68	5
	Active Pest Control	67	McDonough	GA	\$8,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	80	n/a
69	ABC Pest and Lawn Services of DFW	72	Lewisville	TX	\$7,868,088	17%	10%	87%	6%	7%	55%	45%	n/a	1
70	Peachtree Pest Control	65	Norcross	GA	\$7,800,000	-3%	2%	50%	45%	5%	n/a	n/a	79	8
71	Your Way Fumigation	n/a	Murrieta	CA	\$7,389,091	0%	10%	0%	100%	0%	90%	10%	80	9
72	Killingsworth Environmental of the Carolinas	n/a	Indian Trail	NC	\$7,100,000	7%	7%	45%	40%	15%	95%	5%	80	5
73	Nozzle Nolen	70	West Palm Beach	FL	\$7,000,000 *	n/a	n/a	n/a	n/a	n/a	n/a	n/a	120	n/a
	Eden Advanced Pest Technologies	78	Olympia	WA	\$7,000,000	15%	12%	99%	0%	1%	40%	60%	60	5
75	Action Pest Control	75	Evansville	IN	\$6,950,000	15%	6%	65%	20%	15%	45%	55%	86	4

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## [partnership]

Univar is a strategic partner in the success of Rottler Pest & Lawn Solutions, and we consider our rep, Steve Pariani, a valuable member of our company. He and Univar think about my business from my perspective and bring me solutions that make sense for my bottom line. Some time back, I had an inventory issue, and Univar brought me a completely custom concept that solved the problem and had a very positive effect on my business. That's part of the service Univar provides, and I wouldn't expect anything less from them.

Mike Rottler  
President, Rottler Pest & Lawn Solutions  
St. Louis, MO



## [strength]

Univar's a big company, and they could easily have that big company attitude of "we do things our way, not the customer's way," but they don't. Instead, they use their strength to provide unequalled support, service and ideas to my business. With PestWeb, Master Technician training, outstanding service from my rep, Vic Peralez, and the fact that they deliver the products I need when I need them, Univar shows me every day that their focus is on the customer. I rely on their strength for the success of my business.

Jim Garrison  
Co-owner, Oklahoma Pest Solutions  
Edmund, OK



## [support]

I was introduced to Scott Goodell from Univar a little over a year ago. Little did I know what a profound effect Scott would have on my life. What separates Scott and Univar from their competition is that they sincerely care. Early in 2008, Scott encouraged me to run for president of the Nevada Pest Control Association. My response was "Thanks, but no thanks." However, Scott persisted and told me that if I were to take the president's position, he would support me every step of the way. I was elected president and from day one, Scott and Univar have been extremely supportive. My life has taken on a new, exciting chapter because of the support and encouragement of Univar and Scott Goodell. Thank you!

Kurt Trombetti  
President, Enviro Safe Pest Control  
Las Vegas, NV

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	Batzner Pest Management	76	New Berlin	WI	\$6,950,000	10%	10%	99%	1%	0%	25%	75%	75	5
77	Bugmasters	77	La Habra	CA	\$6,895,000	7%	5%	20%	80%	0%	80%	20%	53	5
78	Southern/Sovereign Pest Control	73	Virginia Beach	VA	\$6,850,000	1%	2%	50%	50%	0%	100%	0%	60	9
79	Triple S Services	n/a	Manassas	VA	\$6,500,000	6%	3%	75%	25%	0%	35%	65%	60	3
80	Nader's Pest Raiders	81	Ponte Vedra	FL	\$5,915,505	2%	5%	30%	50%	20%	90%	10%	60	2
81	Newport Exterminating	84	Irvine	CA	\$5,851,877	1%	3%	48%	50%	2%	65%	35%	48	1
82	Scherzinger Pest Control	82	Cincinnati	OH	\$5,814,000	0%	5%	72%	28%	0%	80%	20%	68	2
83	Griffin Pest Solutions	80	Kalamazoo	MI	\$5,800,000	n/a	15%	80%	20%	0%	70%	30%	68	5
84	DA Exterminating	n/a	Metarie	LA	\$5,650,000	0%	3%	35%	65%	0%	40%	60%	55	3
85	National Exterminating	85	Newport News	VA	\$5,600,000	0%	-2%	30%	55%	15%	90%	10%	60	1
86	Bug Master	74	Austin	TX	\$5,421,473	0%	12%	90%	10%	0%	50%	50%	43	5
87	B & B Exterminating	89	Jacksonville	FL	\$5,400,000	5%	10%	35%	40%	25%	68%	32%	49	1
88	Spencer Pest Control	86	Roswell	GA	\$5,325,136	0%	10%	42%	30%	28%	80%	20%	n/a	5
89	Heron Pest Control	100	Altamonte Springs	FL	\$5,220,000	21%	25%	18%	2%	80%	97%	3%	61	2
90	Black Diamond Termite & Pest Control	93	New Albany	IN	\$5,287,000	5%	5%	70%	25%	5%	35%	65%	48	1
91	Cooper Pest Solutions	n/a	Lawrenceville	NJ	\$5,200,000	11%	12%	78%	10%	12%	47%	53%	n/a	1
92	Animal Pest Management Services	87	Chino	CA	\$5,173,450	-3%	0%	10%	0%	90%	15%	85%	42	3
93	Arrow Environmental Services	83	Sarasota	FL	\$5,172,218	-10%	3%	37%	4%	59%	85%	15%	54	3
94	Capelouto Termite & Pest Control	96	Tallahassee	FL	\$5,036,024	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	1
95	American Pest Control	97	Hanna City	IL	\$5,025,350	3%	2%	75%	25%	0%	50%	50%	70	1
96	Holder's Pest Control	94	Houston	TX	\$4,800,000	3%	10%	88%	7%	5%	6%	94%	48	1
	OPC Pest Control	98	Louisville	KY	\$4,800,000	5%	2%	60%	30%	10%	50%	50%	52	2
98	Statewide Fumigation (San Diego Co.)	n/a	Escondido	CA	\$4,500,000	22%	20%	0%	0%	100%	90%	10%	n/a	1
99	All Natural Pest Elimination	95	Medford	OR	\$4,230,000	-13%	2%	60%	40%	0%	90%	10%	70	2
100	San Joaquin Pest Control of Visalia	n/a	Visalia	CA	\$4,206,539	-1%	5%	71%	11%	18%	80%	20%	46	4

We believe that helping you run your business without worry is more than just making sure we give you the best possible service when you order chemicals and equipment. We think it means using our strengths to give you tools that maximize your time by delivering information, ideas, resources and leads 24/7. It also means being there for you if your business grows beyond structural pest control and moves into specialty markets. At the end of the day, our job is to help you – Succeed Without Worry<sup>SM</sup>.

[www.PestWeb.com](http://www.PestWeb.com)



PestWeb<sup>®</sup> — the industry's leading Web site — is one of the most powerful tools available to today's PMPs. Created by Univar as an online industry resource, PestWeb offers a blend of information, news, business tools and other features designed to help today's PMPs succeed.

[www.BugInfo.com](http://www.BugInfo.com)



BugInfo.com is a unique, pro-industry website from Univar that provides accurate information to homeowners about pests and pest management practices. And with over 10,000 potential customer hits a month, it's a valuable lead generating resource that can help increase your bottom line.

[www.UnivarPPS.com](http://www.UnivarPPS.com)



In addition to structural pest control, Univar is also very active in a variety of specialized industries, including public health, turf and ornamental, post harvest commodity storage, animal production/dairy and hay production.



We're there for you –  
wherever and whenever you need us.



Univar has the largest network of Sales Representatives, Customer Service Professionals and Pro Centers across the nation dedicated to helping you run your business without worry, no matter where your business is located. Call 1-800-888-4897 or log onto [www.PestWeb.com](http://www.PestWeb.com) today to see how Univar can help your business - **Succeed Without Worry.<sup>SM</sup>**



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