



**Squash the MONEY SQUANDERING**

The name of the game in pest control is getting a handle on all the creepy-crawlies. But, at the end of the day it is still a business that comes down to the numbers. So what affects those figures, and how can pest control businesses line themselves up for success? No need to worry. Inch your way on down and get a bird's eye view of the industry so you can start spinning the right solution for your business.



Nearly **25,000**

businesses compete in the U.S. pest control industry

**IN 2018,** the market is anticipated to bring in a revenue of about

**\$14.2B**



**INDUSTRY GROWTH**

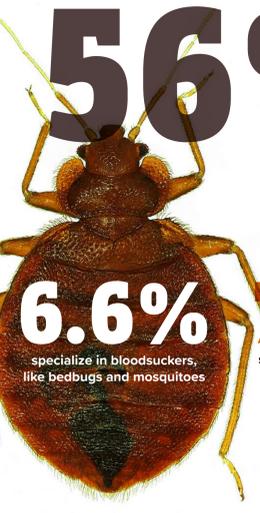
over the past five years has increased by almost

**2.8%**

**BY 2023,** experts expect the pest control industry to

**RISE** another **1.7%**

of businesses in the industry specialize in insect control, including **cockroaches & ants**



**6.6%** specialize in bloodsuckers, like bedbugs and mosquitoes

**7.9%** specialize in termite control

**12.8%** specialize in rodent extermination and control

**16.7%** specialize in a variety of other services, including bird-proofing



**IN 2018,**

wages in the industry are expected to increase at an annualized rate of

**4.3% to \$5.5 billion**



Is your business cashing in on these **SPECIALTY FIELDS?**

**IN 2016,** the bedbug epidemic resulted in a service spike of about

**4.4%**



**1 in 5 Americans**

has had a bed bug infestation in their home, or knows someone who has encountered bed bugs at home or in a hotel

**TERMITES**

alone cause over

**\$5 billion**

in property damage annually

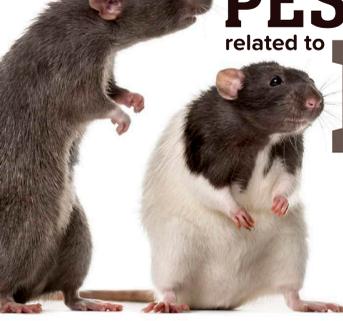


**PEST CONTROL CALLS**

related to

**RATS**

are on the rise in both major & outlying cities



**MOSQUITO CONTROL SERVICES**

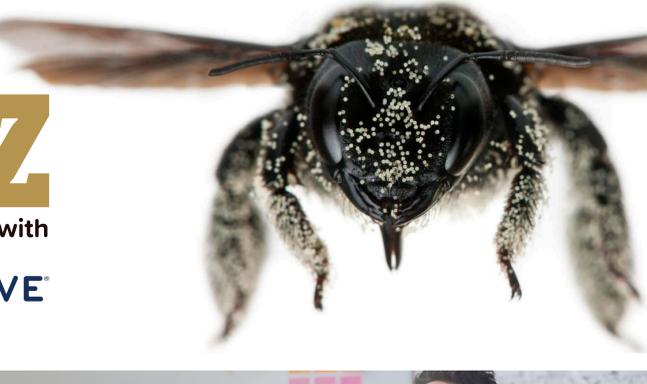
were the **FASTEST-GROWING**

pest segment in 2017



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**EXTERMINATE** the practice of **WASTING MONEY**

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