

25 Years of Knockout Pest Control

By: Arthur Katz

“On July 18th 1975 I with a partner, who had worked in the pest control industry for over 10 years, started Knockout. We purchased a small pest control company and our journey began. The partnership did not work out and one year later my partner left Knockout. Knockout had \$1,800 in monthly billing and a debt of about \$125,000.

I would do service in the morning, sales in the afternoon and billing and bookkeeping in the evening.

I learned as much as I could about service, best practices, marketing and more.

One of our growth strategies was to purchase small pest control companies. We have acquired over 25. In addition, we had and have a very aggressive marketing and advertising program.

There have been many changes in our industry, none more important than development of the Sentricon System. This revolutionized the industry. Green became the new Integrated Pest Management. What we had been doing from the beginning, now became main stream.

About 25 years ago, Henry Yane joined us. Henry has been instrumental in working with me in propelling Knockout to the highest level of professionalism, industry reputation and profitability. We would not be where we are today without Henry’s contributions.

On July 18th 2020, Knockout will celebrate our 45th anniversary.

On this special occasion, I would like to thank all of our team members who contribute their talents in the continuation of our success. Thanks to many of our suppliers who provide us with our products and as

importantly their support educating us for proper and safe use of products. Of course, to the thousands of clients ... thank you!.... we don't take your for granted. Thank you for your business.”