



Represented by **KEMP**ANDERSONCONSULTING

## Anticimex Acquires Eastside Exterminators

**The company expands into the Pacific Northwest with the acquisition of Seattle based Eastside Exterminators.**

Woodinville, WA. – Anticimex announced its expansion into Washington State with the acquisition of Eastside Exterminators. Headquartered in Woodinville, WA, Eastside was founded by Ralph James Townsend, Jr. in 1969, and has been operated by his daughter Deanna Townsend and business partner Alex Altizer for the last two decades with pest and rodent control operations throughout the Greater Seattle area. The acquisition closed on October 16, 2022.

Eastside Exterminators is a premier pest management firm with solid growth throughout its rich 54-year history. For the last 23 years, Eastside has been run by Deanna Townsend, the third-generation pest control operator of the Townsend family, and her business partner Alex Altizer. Together, Alex and Deanna have cultivated a customer centric culture focused on delivering high quality service. The dedicated staff at Eastside are some of the most highly trained technicians and pest professionals in the business. Their commitment to the company's values, vision, and mission is reflected in Eastside's standing as a leader in service quality and customer satisfaction in the Greater Seattle market.

"Partnering with Eastside is a major milestone for Anticimex as we expand into the Seattle market," said Bill Talon, President of Anticimex South & West North America. "Eastside is a household name and a leader in the pest management industry, with a long-standing history and commitment to their customers and employees that perfectly aligns with Anticimex's values of trust, passion, and innovation. With this acquisition, we see a significant opportunity to pair Eastside's highly trained and dedicated staff with Anticimex's cutting-edge Smart technologies, allowing us to provide even greater value to our customers. Together, we look forward to continuing our growth and further establishing ourselves as a leading provider of pest management services in the Pacific Northwest."

With regards to the transaction, Deanna Townsend added "Making the decision to sell was a life altering one, and I am at peace knowing that our family values will live on with Anticimex. It was important to me to have a company whose values aligned with ours and who would continue to take care of our employees and our customers." Alex Altizer added "When we looked at potential partners, Anticimex stood out as the clear choice. Their passion for the industry and dedication to their core values align perfectly with what we have been committed to at Eastside for the past 54 years. We wanted to take Eastside to the next level, and we knew that partnering with Anticimex would provide us with the resources and support we need to achieve that goal. In particular, Anticimex's digital and sustainable pest control offering branded Smart provides us an edge going forward as we can now offer proactive and around-the-clock solutions for our customer base, all while they continue to receive world-class service. It was also important to know that our employees will now have even greater opportunities for career advancement."

Kemp Anderson commented on the transaction, saying, "Deanna and Alex built one of the very best service companies and cultures in our industry and the leadership team at Anticimex recognized this and did an exceptional job with the transaction."



"Pest control is a little different in the Seattle market due to our unique geography and weather conditions. The team at Kemp Anderson Consulting worked with us to understand these nuances, positioned us correctly to potential buyers, and negotiated a great purchase price. We were unprepared for the long, complicated process of getting the deal closed but this team stayed with us every step of the way and had the knowledge, experience, and relationships to get us over the finish line. "

- **Deanna Townsend**  
Co-Owner of Eastside Exterminators

# WHY CHOOSE KEMP ANDERSON CONSULTING



## **RELATIONSHIPS:**

With over 20 years in Pest Control mergers and acquisitions, I maintain relationships that benefit our clients with qualified buyers, CPA's, specialized M&A attorney's, wealth management, and more.

## **RESULTS:**

Our clients only have one chance to exit their life's work, so it's critical that we get it right the first time. Kemp Anderson Consulting has a long, proven, track record of achieving both high revenue and earnings multiples for our clients.

## **KNOWLEDGE:**

I've spent over half my career representing some of the top buyers in our industry and I'm able to leverage that unique expertise for our clients from pre-sale preparation work to close and beyond. There is no other industry consultant, broker or investment banker with similar qualifications.

## **COMBINED FIRM EXPERIENCE**

- Over 35 years of combined industry experience in the firm
- Master's degrees in Business, Entrepreneurship, and Finance
- Representing some of the most prominent owners and company's in our industry
- Data Science Expertise

## **REFERENCES:**

Don't just take my word for it. We can connect you with other clients so that you can determine the best fit for you, your family and your business.

Call **407-466-5859** to have a  
confidential conversation about your business.

**Bringing Direction and Value to the Acquisition Process.**