



## ServiceMaster Acquires Desert Pacific Exterminators

The Aust Group is pleased to announce the most recent acquisition of their client, Desert Pacific Exterminators to ServiceMaster's subsidiary, Terminix International. Desert Pacific Exterminators, located in Yucca Valley, California, was acquired as part of an asset purchase agreement. The Aust Group represented Desert Pacific as the exclusive financial advisor on this transaction.

In 1991, Steve and Laurie Hawkins formed Desert Pacific Exterminators, focusing on the High Desert market. Voted as "Best of the Best" in the Morongo Basin for the last six years, Desert Pacific shows that they are a preferred pest control provider in their area. With strong ties to the community and the opportunity for growth, Desert Pacific makes for a great fit to the ServiceMaster team.

Steve and Laurie said, "We had been in business for over 25 years so it was hard to hand over our company to just anyone. The Aust Group was so helpful and they immediately communicated expectations with us and helped us every step of the way. The Aust Group was able to assist us with all the due diligence items needed in order to close. Daniel Aust was extremely accommodating to us and was paramount in making this sale happen. I couldn't have done it without The Aust Group! I highly recommend them to anyone who is considering selling their business. Local companies are so personal to your community and your employee family. The Aust Group recognized this and was able to relate to us. It was so wonderful having The Aust Group on our side!"

With regards to the transaction, Daniel Aust commented, "Congratulations to Steve and Laurie Hawkins on building and growing a successful asset over the last 25 years – it was a pleasure to work with you both. This acquisition serves as a vehicle for Terminix International to add recurring customers and increase market share in San Bernardino County, California."

For more information regarding the sale of your business, Stuart Aust can be reached at 772-299-8534 or [stuart@theaustgroup.com](mailto:stuart@theaustgroup.com).