



*Bama Pest Control employees Dana Finch, Clarence Johnson III, Ruthie Johnson and Clarence Johnson Jr., president, are pictured at the company's location on Duval Street in Mobile.*

# Key to Bama Pest Control's Success is Customer Service

Clarence Johnson, Jr. and his wife, Ruthie, always wanted to work together. So they found a way to make that dream a reality.

The Johnsons founded Bama Pest Control in 1980 and have worked together ever since, serving customers' pest control needs in Mobile, Baldwin and Washington counties.

Bama Pest Control is the Mobile Area Chamber's Small Business of the Month.

The company started with a focus on general pest control services before expanding into termites and other wood-destroying organisms in 1983 and into wildlife control and exclusion services in 2015.

It now has seven full-time employees and serves a customer base that is 60% residential and 40% commercial.

**Clarence Johnson Jr.** says the key to Bama Pest Control's success is an emphasis on customer service.

"We firmly believe that no company can do without customers, and if you don't stay close to them you'll lose them," he said. "We recognize what they need, but more importantly know what they want and do everything we can to give it to them."

Johnson says the company's superior procedures and equipment set it apart from competitors. It has an Associate

Entomologist on staff, along with four certified operators in various specialties. "We have, combined, over 100 years of business experience in the pest control industry," he said. "What truly sets us apart is honesty, integrity and expertise."

The Johnsons are also very active in the community, serving on the Chamber board of directors, the City of Mobile Industrial Development Board and several professional organizations, while also supporting Feeding the Gulf Coast, the Franklin Health Care Clinic, Mobile Area Agency on Aging, the National Association for the Advancement of Colored People and a host of local

schools churches and other civic organizations.

"It is our moral duty to use what we have to help others," Johnson said. "Sharing the experience of donating to charity with our children showed them from a young age that they can make positive changes to the community and in the world."

Want to be featured here?  
Go to [mobilechamber.com](http://mobilechamber.com) to submit an application, or contact Danette Richards at 251-431-8652 or [drichards@mobilechamber.com](mailto:drichards@mobilechamber.com).