

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2000.

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 1-4422

-----  
ROLLINS, INC.  
(Exact name of registrant as specified in its charter)

Delaware 51-0068479  
(State or other jurisdiction of incorporation (I.R.S. Employer  
or organization) Identification No.)

2170 Piedmont Road, N.E., Atlanta, Georgia  
(Address of principal executive offices)

30324  
(Zip Code)

(404) 888-2000  
(Registrant's telephone number, including area code)

-----  
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Rollins, Inc. had 30,035,881 shares of its \$1 Par Value Common Stock outstanding as of October 31, 2000.

ROLLINS, INC. AND SUBSIDIARIES

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ROLLINS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
(In thousands except share data)

<TABLE> <CAPTION>		<C>	<C>
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		(Unaudited) September 30, 2000	December 31, 1999
		-----	-----
<b>ASSETS</b>			
	Cash and Short-Term Investments	\$ 263	\$ 5,689
	Marketable Securities	-	12,967
	Trade Receivables, Net	56,652	44,878
	Materials and Supplies	13,036	13,429
	Deferred Income Taxes	18,209	19,644
	Other Current Assets	13,249	11,142
		-----	-----
	Current Assets	101,409	107,749
	Equipment and Property, Net	50,229	46,245
	Goodwill and Other Intangible Assets	117,377	112,024
	Deferred Income Taxes	44,747	45,015
	Other Assets	1,950	1,907
		-----	-----
	Total Assets	\$ 315,712	\$ 312,940
		=====	=====
<b>LIABILITIES</b>			
	Capital Lease Obligations	\$ 2,302	\$ 3,638
	Accounts Payable	14,565	15,275
	Accrued Insurance	10,871	11,165
	Accrued Payroll	21,798	23,100
	Unearned Revenue	29,819	20,441
	Other Expenses	39,801	37,822
		-----	-----
	Current Liabilities	119,156	111,441
	Capital Lease Obligations	638	2,450
	Accrued Insurance	47,704	43,745
	Accrual for Termite Contracts	40,162	54,352
	Long-Term Accrued Liabilities	26,764	29,162
		-----	-----
	Total Liabilities	234,424	241,150
		-----	-----
	Commitments and Contingencies		
<b>STOCKHOLDERS' EQUITY</b>			
	Common Stock, par value \$1 per share; 99,500,000 shares authorized; 30,035,881 and 29,881,402 shares issued at September 30, 2000 and December 31, 1999, respectively	30,036	29,881
	Earnings Retained	51,252	41,909
		-----	-----
	Total Stockholders' Equity	81,288	71,790
		-----	-----
	Total Liabilities and Stockholders' Equity	\$ 315,712	\$ 312,940
		=====	=====

</TABLE>  
[FN]

The accompanying notes are an integral part of these condensed consolidated financial statements.

</FN>

ROLLINS, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF INCOME AND EARNINGS RETAINED  
 (In thousands except share and per share data)  
 (Unaudited)

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Months Ended	Three Months Ended		Nine
	September 30,		
	2000	1999	2000
1999			
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REVENUES			
Customer Services	\$ 172,373	\$ 154,102	\$ 502,451
\$ 446,330			
COSTS AND EXPENSES			
Cost of Services Provided	99,949	89,107	285,714
255,643			
Depreciation and Amortization	4,677	3,384	13,548
9,562			
Sales, General and Administrative	63,950	60,223	185,268
168,865			
Interest Income	(14)	(923)	(238)
(3,098)			
	168,562	151,791	484,292
430,972			
INCOME BEFORE INCOME TAXES	3,811	2,311	18,159
15,358			
PROVISION FOR INCOME TAXES			
Current	898	(801)	5,250
799			
Deferred	550	1,680	1,650
5,037			
	1,448	879	6,900
5,836			
NET INCOME	\$ 2,363	\$ 1,432	\$ 11,259
\$ 9,522			
EARNINGS RETAINED			
Balance at Beginning of Period	50,345	52,588	41,909
49,746			
Cash Dividends	(1,504)	(1,518)	(4,528)
(4,572)			
Common Stock Purchased and Retired	-	(4,485)	(144)
(6,696)			
Other	48	1,395	2,756
1,412			
BALANCE AT END OF PERIOD	\$ 51,252	\$ 49,412	\$ 51,252
\$ 49,412			

=====

EARNINGS PER SHARE - BASIC AND DILUTED	\$	0.08	\$	0.05	\$	0.38
\$ 0.31						

=====

WEIGHTED SHARES OUTSTANDING - BASIC 30,429,842	30,036,184	30,287,947	30,000,334
WEIGHTED SHARES OUTSTANDING - DILUTED 30,437,641	30,039,628	30,295,492	30,002,770

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[FN]  
The accompanying notes are an integral part of these condensed consolidated financial statements.

</FN>

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ROLLINS, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(In thousands)  
(Unaudited)

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		Nine Months Ended September 30,	
		2000	1999
<S>	<C>	<C>	<C>
<b>OPERATING ACTIVITIES</b>			
	Net Income	\$ 11,259	\$ 9,522
	Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:		
	Depreciation and Amortization	13,548	9,562
	Provision for Deferred Income Taxes	1,651	5,037
	Other, Net	13	1,297
	(Increase) Decrease in Assets, Net of Acquisitions:		
	Trade Receivables	(9,763)	(126)
	Materials and Supplies	558	1,173
	Other Current Assets	(3,012)	1,709
	Other Non-Current Assets	134	(299)
	Increase (Decrease) in Liabilities, Net of Acquisitions:		
	Accounts Payable and Accrued Expenses	(7,899)	(1,767)
	Unearned Revenue	9,378	4,517
	Accrued Insurance	(3,877)	(2,788)
	Accrual for Termite Contracts	(6,423)	(16,587)
	Long-Term Accrued Liabilities	(2,671)	2,982
	Net Cash Provided by Operating Activities	2,896	14,232
<b>INVESTING ACTIVITIES</b>			
	Purchases of Equipment and Property	(11,781)	(12,483)
	Net Cash Used for Acquisition of Companies	(7,080)	(28,527)
	Marketable Securities, Net	13,084	43,519
	Net Cash Provided by (Used in) Investing Activities	(5,777)	2,509
<b>FINANCING ACTIVITIES</b>			
	Dividends Paid	(4,528)	(4,572)
	Common Stock Purchased and Retired	(154)	(7,587)
	Payments on Capital Leases	(2,542)	(2,224)
	Net Borrowings Under Line of Credit Agreement	4,475	-
	Other	204	348
	Net Cash Used in Financing Activities	(2,545)	(14,035)
	Net Increase (Decrease) in Cash and Short-Term Investments	(5,426)	2,706
	Cash and Short-Term Investments at Beginning of Period	5,689	1,244
	Cash and Short-Term Investments at End of Period	\$ 263	\$ 3,950

</TABLE>

[FN]  
The accompanying notes are an integral part of these condensed consolidated

ROLLINS, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)

NOTE 1. BASIS OF PREPARATION

The condensed consolidated financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Footnote disclosures normally included in the financial statements prepared in accordance with accounting principles generally accepted in the United States have been condensed or omitted pursuant to such rules and regulations.

These condensed consolidated financial statements should be read in conjunction with the financial statements and related notes contained in the Company's annual report on Form 10-K for the year ended December 31, 1999 as amended by the Form 10-K/A Amendment No. 1 filed on November 3, 2000.

In the opinion of management, the condensed consolidated financial statements included herein contain all normal recurring adjustments necessary to present fairly the financial position of the Company as of September 30, 2000 and December 31, 1999, and the results of operations for the three and nine months ended September 30, 2000 and 1999 and cash flows for the nine months ended September 30, 2000 and 1999. Operating results for the three months and nine months ended September 30, 2000 are not necessarily indicative of the results that may be expected for the year ended December 31, 2000.

Statement of Financial Accounting Standards No. 130 (SFAS 130), "Reporting Comprehensive Income," establishes standards for reporting comprehensive income and its components. For the nine months ended September 30, 2000 and 1999, comprehensive income is not materially different from net income and, as a result, the impact of SFAS 130 is not reflected in the Company's condensed consolidated financial statements included herein.

Certain amounts for prior periods have been reclassified to conform with the current period condensed consolidated financial statement presentation. Such reclassifications had no effect on previously reported net income.

NOTE 2. PROVISION FOR INCOME TAXES

The book provision for income taxes includes the liability for state income taxes, net of the federal income tax benefit. The deferred provision for income taxes arises from the changes during the year in the Company's net deferred tax asset or liability.

NOTE 3. EARNINGS PER SHARE

Pursuant to the provisions of Statement of Financial Accounting Standards No. 128, "Earnings Per Share," the number of weighted average shares used in computing basic and diluted earnings per share (EPS) are as follows (in thousands):

<TABLE>  
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Ended	Three Months Ended		Nine Months
	September 30,		September
30,	-----		-----
-----	2000	1999	2000
1999	-----	-----	-----
-----	<S>	<C>	<C>
<C>	Basic EPS	30,036	30,288
30,430	Effect of Dilutive Stock Options	4	7
8	-----	-----	-----

-----	Diluted EPS	30,040	30,295	30,003
30,438				
=====		=====	=====	=====

</TABLE>

NOTE 4. LEGAL PROCEEDINGS

One of the Company's subsidiaries, Orkin Exterminating Company, Inc. ("Orkin"), is a named defendant in Helen Cutler and Mary Lewin v. Orkin Exterminating Company., Inc. et al. pending in the District Court of Houston County, Alabama. The plaintiffs in the above mentioned case filed suit in March of 1996 and are seeking monetary damages and injunctive relief for alleged breach of contract arising out of alleged missed or inadequate reinspections. The attorneys for the plaintiffs contend that the case is suitable for a class action and the court has ruled that the plaintiffs would be permitted to pursue a class action lawsuit against Orkin. The Company believes this case to be without merit and intends to defend itself vigorously at trial. At this time, the final outcome of the litigation cannot be determined. However, it is the opinion of Management that the ultimate resolution of this action will not have a material adverse effect on the Company's financial position, results of operations or liquidity.

On May 14, 1999, a lawsuit was filed in the Circuit Court of Macon County, Alabama against Orkin, alleging breach of contract and fraud. The suit asserts a failure to treat and inspect the residence of the plaintiff and to repair the termite damage and alleges that Orkin concealed alleged misconduct by suppressing material facts. On August 18, 2000, the jury in the matter of The Estate of Artie Mae Jeter v. Orkin Exterminating Company, Inc. and Bill Maxwell, returned a verdict of \$80.8 million against Orkin. The award consisted of \$800,000 in compensatory damages (including property damage and mental anguish) and \$80.0 million in punitive damages. The jury found simply that the contract had been breached and Orkin had committed fraud.

It is Orkin's position that it complied with its contractual obligations and that it did not attempt to conceal alleged misconduct or suppress material facts. Orkin will vigorously pursue post-trial relief and its right to appeal. However, if the verdict is permitted to stand, it would have a material adverse impact on the Company and Orkin. Although it is the opinion of management and their attorneys that this verdict will be substantially reduced and that the ultimate resolution of this litigation will not have a material impact on the Company and Orkin, there is no assurance that the verdict will be reduced or reversed on appeal.

Additionally, in the normal course of business, the Company is a defendant in a number of lawsuits which allege that plaintiffs have been damaged as a result of the rendering of services by Company personnel and equipment. The Company is actively contesting these actions. It is the opinion of Management that the outcome of these actions will not have a material adverse effect on the Company's financial position, results of operations or liquidity.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The Company reported net income of \$2.4 million or \$0.08 per share for the quarter compared to net income of \$1.4 million or \$0.05 per share for the comparable quarter in 1999. Net income for the first nine months of 2000 increased 18.2% to \$11.3 million or \$0.38 per share compared to \$9.5 million or \$0.31 per share for the same period in 1999. Revenues for the third quarter and nine months ended September 30, 2000, increased 11.9% and 12.6%, respectively.

The improvement in earnings for the quarter and first nine months resulted primarily from quarter-over-quarter increases in both pest and termite control revenue and Selling, General and Administrative margin improvements. Cost of Services Provided also improved as a percentage of revenue on a year to date basis. The improvements in Cost of Services Provided and Selling, General and Administrative margins were partially offset by a decrease in Interest Income and an increase in Provision for Income Taxes and Depreciation and Amortization.

The Company's revenue improvement for the tenth consecutive quarter continued the positive momentum initiated in 1998. The Company believes the improvements

in revenue and net income resulted from the strategic programs initiated in 1997 and 1998 to build recurring revenue, expand the Company's commercial pest control business and contain termite claims costs as well as the successful integration of last year's strategic acquisitions.

#### Results of Operations

Revenues increased to \$172.4 million for the third quarter 2000 from \$154.1 million for the same quarterly period of 1999. For the first nine months of 2000, the Company has generated revenues of \$502.4 million, up 12.6% from last year's amount of \$446.3 million. Factors contributing to the increase in revenues are increases in the pest control commercial customer base and in average termite completion and annual renewal prices. The increase in pest control commercial customer base resulted from last year's acquisitions and the success of its selling and service programs.

Cost of Services Provided was approximately \$10.8 million higher than the prior year quarter and remained relatively stable as a percentage of revenues, increasing to represent 58.0% of revenues compared with 57.8% for the same quarter of the prior year. For the first nine months of 2000, Cost of Services Provided improved to represent 56.9% of revenues compared to 57.3% for the prior year period. The improvement was primarily attributable to reductions, as a percentage of revenues, in service salaries, termite claims experience, operating insurance costs and improved inventory management.

Depreciation and Amortization expense increased approximately \$1.3 million for the quarter and \$4.0 million for the first nine months of the year when compared to the same periods for the prior year. The increases reflect increased amortization of goodwill and other intangibles as a result of the Company's acquisitions.

Selling, General and Administrative increased \$3.7 million but decreased as a percentage of revenues to 37.1% compared to 39.1% for the same quarter of the prior year. For the first nine months of 2000, Selling, General and Administrative decreased as a percentage of revenues to 36.9% compared with 37.8% for the prior year period. The improvements as a percentage of revenues resulted primarily from better leveraging of fixed costs due to higher revenues.

Interest Income decreased \$909,000 compared to the same quarter of the prior year, and decreased \$2.9 million for the nine months ended September 30, 2000 compared to the same period of the prior year. The decreases were primarily due to lower invested funds over the prior year periods. The decrease in invested funds resulted primarily from the use of cash to fund acquisitions.

The Company's net tax provisions of \$1.4 million for the quarter and \$6.9 million for the first nine months reflect increased taxable income over the prior year periods.

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#### Financial Condition

Except for the uncertainty of the outcome of the appeals process regarding the Jeter litigation, (for further information, see Note 4 to the accompanying condensed consolidated financial statements) the Company believes its current cash balances, future cash flows from operating activities and line of credit will be sufficient to finance its current operations and obligations, and fund expansion of the business for the foreseeable future. The Company's operations generated cash of \$2.9 million for the first nine months of 2000 compared with cash provided by operating activities of \$14.2 million in the same period of 1999. This decrease resulted primarily from unfavorable changes in working capital related primarily to differences in the timing of accounts receivable, accounts payable and other accrued expenses, partially offset by favorable changes in the accrual for termite contracts and unearned revenue and higher net income from operations, adjusted for non-cash items. The favorable changes in unearned revenue resulted primarily from our new service offering, Directed Liquid-Termite Baiting Program, which has the benefit of generating additional recurring revenue by deferring a portion of termite baiting sales to the balance sheet in the form of unearned revenue. This unearned revenue will be recognized as revenue over the life of the related contracts.

The Company invested approximately \$18.9 million in capital expenditures and acquisitions during the first nine months of 2000, and expects to invest between \$2.0 and \$3.0 million during the remainder of 2000, inclusive of improvements to its management information systems. Capital expenditures during the first nine months of 2000 consisted primarily of equipment replacements and upgrades and improvements to the Company's management information systems. During the first nine months, cash used in financing activities was approximately \$2.5 million compared with cash used of \$14.0 million for the same period of the prior year. The primary reason for the improvement in cash used is attributable to a decrease in the amount of the Company's common stock repurchases and retirements, partially offset by the cash provided by our credit facilities. Of total cash used in financing activities, approximately \$4.5 million was paid in cash dividends and \$154,000 was paid for the repurchase and retirement of 10,177 shares of the Company's Common Stock as part of an odd-lot buy-back program. The capital expenditures, acquisitions, cash dividends and stock repurchases were

primarily funded through existing cash balances, marketable securities, operating activities and borrowings on the Company's \$40.0 million line of credit, of which the full amount was available for borrowing as of October 31, 2000.

In 1997 and 1998, Orkin and other pest control industry companies received letters from the Federal Trade Commission (FTC) advising of its investigation of the pest control industry - more specifically, the termite and moisture control practices of the industry - and requesting certain information voluntarily from the Company. Orkin has voluntarily provided the information requested and has advised the FTC of the Company's intention to continue to cooperate fully with this investigation. At this point in time, management does not believe this investigation will have a material effect upon its results of operations or financial condition. In addition, the Company is aggressively defending a class action lawsuit filed in Dothan, Alabama. The Company is also appealing a judgment that was rendered against it during the third quarter in Macon County, Alabama. For further discussion, see Note 4 to the accompanying condensed consolidated financial statements.

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Impact of Recent Accounting Pronouncements

In 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities." In second quarter 1999, the Financial Accounting Standards Board voted to delay the effective date of this standard to fiscal years beginning after June 15, 2000. The adoption of this standard, effective for the Company as of January 1, 2001, is not expected to materially impact the results of operations or financial condition of the Company.

Forward-Looking Statements

This Form 10-Q contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include statements regarding the expected impact of the outcome of litigation arising in the ordinary course of business, the outcome of the Helen Cutler and Mary Lewin v. Orkin Exterminating Company., Inc., et al. ("Cutler") litigation and the outcome of the The Estate of Artie Mae Jeter v. Orkin Exterminating Company, Inc. and Bill Maxwell ("Jeter") appeals process on the Company's financial condition and management's expectations regarding the potential reduction in the amount of the judgment, and the Company's ability to fund current operations and obligations and proposed expansion. The actual results of the Company could differ materially from those indicated by the forward-looking statements because of various risks and uncertainties including, without limitation, the possibility of a court ruling against the Company in litigation or in the Cutler litigation or the possibility of an appellate court ruling against the Company in the Jeter litigation; the potential inability of the Company to obtain a bond, letter of credit or other type of surety and the possibility that the cost of any bond, letter of credit or other surety, if required as part of the appeals process could exceed the Company's expectations; general economic conditions; market risk; changes in industry practices or technologies; the degree of success of the Company's termite process reforms and pest control selling and treatment methods; the Company's ability to identify potential acquisitions; climate and weather trends; competitive factors and pricing practices; potential increases in labor costs; and changes in various government laws and regulations, including environmental regulations. All of the foregoing risks and uncertainties are beyond the ability of the Company to control, and in many cases the Company cannot predict the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements.

Item 3. Quantitative and Qualitative Disclosures About Market Risk.

As of October 31, 2000, the Company no longer maintains a material investment portfolio subject to interest rate risk exposure. The Company is, however, subject to interest rate risk exposure through its line of credit as discussed in the liquidity section of Management's Discussion & Analysis. Due to the absence of such borrowings as of October 31, 2000 and as currently anticipated at December 31, 2000, this risk is not expected to have a material effect upon the Company's results of operations or financial position going forward.

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PART II OTHER INFORMATION

Item 1. Legal Proceedings.

See Note 4 to Part I, Item 1 for discussion of certain litigation.

Item 6. Exhibits and Reports on Form 8-K.

(a) Exhibits

(3)(i) Restated Certificate of Incorporation of Rollins, Inc. is incorporated herein by reference to Exhibit (3) (i) as filed with its



Form 10-K for the year ended December 31, 1997.

- (ii) By-laws of Rollins, Inc. is incorporated herein by reference to Exhibit (3) (ii) as filed with its Form 10-Q for the quarterly period ended March 31, 1999.
  - (4) Form of Common Stock Certificate of Rollins, Inc. is incorporated herein by reference to Exhibit(4) as filed with its Form 10-K for the year ended December 31, 1998.
  - (27) (a) Financial Data Schedule (For Commission Use Only).
  - (27) (b) Restated Financial Data Schedule (For Commission Use Only).
- (b) Reports on Form 8-K.

One report on Form 8-K, dated August 18, 2000 (filed September 14, 2000) was filed during the third quarter ended September 30, 2000 reporting matters under Item 5, Other Events.

10  
SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

ROLLINS, INC.  
(Registrant)

Date: November 13, 2000  
-----

By: /s/ Gary W. Rollins  
-----  
Gary W. Rollins  
President and Chief Operating Officer  
(Member of the Board of Directors)

Date: November 13, 2000  
-----

By: /s/ Harry J. Cynkus  
-----  
Harry J. Cynkus  
Chief Financial Officer and Treasurer  
(Principal Financial and Accounting Officer)

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This schedule contains summary financial information extracted from the Registrant's unaudited financial statements contained in its report on Form 10-Q for the quarterly period ended September 30, 2000 and is qualified in its entirety by reference to such financial statements.

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This schedule contains summary financial information extracted from the Registrant's unaudited financial statements contained in its report on Form 10-Q for the quarterly period ended September 30, 1999 and is qualified in its entirety by reference to such financial statements.

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