

LANDSCAPING'S ELITE

WEEDS TREES & TURF conducts its first survey of the top landscaping contracting companies in the country, and comes up with some amazing figures.

by Jerry Roche, editor

The Brickman Group, Ltd., of Long Grove, Ill. is the largest landscape contracting business in the nation.

Brickman, which is involved in residential, commercial, and industrial design/build and maintenance, tops the first WEEDS TREES & TURF survey of the top 50 landscaping companies.

"I think from our trade associations—ALCA, AAN, NLA and all those—it's pretty well recognized that between us and Environmental Industries, it's close," says Bruce Hunt of the Brickman Group. "Environmental Industries does a lot of hard construction, though, so they might have us beaten overall."

Both Brickman and Environmental Industries of Calabasas, Calif. (which did not return a survey form) have gross revenues nearly twice the amount of the No. 3 company, GMS



Inc., of Houston, Tex.

Most of the big-money landscape business seems centered in warm-season areas: six of the top 10 on the list are based either in California or Texas. Overall, nine Texas and seven California businesses are listed in the Top 50. Georgia, another warm-season area, is the third most-mentioned state with five listings.

Members of WT&T's Top 50 boast average annual sales of \$4,733,940 in landscape design, construction, design/build, and maintenance. Altogether, the Top 50 employ 7,110 workers during the peak season, an average of 142.2 per company. Year-round employment rosters total 4,292, or an average of 85.8 per company.

Furthermore, the average company on the Top 50 list has 2.4 branches and/or satellite offices, and was involved in
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WT&T TOP 50

Brickman Group, Ltd.
Langhorne, Pa.

Environmental Industries
Calabasas, Calif.

GMS Inc.
Houston, Tex.

Cagwin & Dorward Landscaping
Novato, Calif.

Hawkins Landscape
Dallas, Tex.

Lancaster Landscapes
Arlington, Va.

Davis Landscape Contractors
Harrisburg, Pa.

Las Colinas Landscape Services
Irving, Tex.

Landscape Design & Construction
Dallas, Tex.

SaBell's Inc.
Lakewood, Colo.

Gibbs Landscape
Smyrna, Ga.

Davis Landscape
Hilton Head Island, S.C.

Oregon Landscape Maintenance
Tigard, Ore.

DeLaurentis Construction
Mamaroneck, N.Y.

Earth Enterprises
Seattle, Wash.

Heyser Landscaping
Norristown, Pa.

Chapel Valley Landscaping
Woodbine, Md.

Alfred L. Simpson & Co.
Atlanta, Ga.

Clark-Morrell
Atlanta, Ga.

The Greenery
Hilton Head Island, S.C.

North Haven Gardens
Dallas, Tex.

Oak Brook Landscape
Oak Brook, Ill.

Larchwood Construction
Holtsville, N.Y.

R.B. Stout
Akron, Ohio

Lied's Nursery
Sussex, Wisc.

Edmund M. Hayden, Inc.
Woodstock, Ill.

Johnson Hydro Seeding
Rockville, Md.

The Ground Crew
Arlington, Tex.

J. Farmer & Co.
Middleton, Mass.

Ireland/Gannon Associates
East Norwich, N.Y.

JBK Landscape
Aurora, Colo.

Greentree Inc.
Stone Mountain, Ga.

Metroscap Corp.
Charlotte, N.C.

McDugald-Steele
Houston, Tex.

L&M Enterprises
Loveland, Colo.

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161.9 design/build and 165.7 maintenance contracts in 1985.

Many of the nation's Top 50 landscape companies did not want specific figures made public. Here are the ones who granted us permission to use their statistics:

Lancaster Landscapes of Arlington, Va. sported gross revenues of \$7.5 million in 1985 from its seven offices. The company, which handles 250 maintenance accounts, employs 425 peak-season workers and 250 year-rounders.

Davis Landscape Contractors of Harrisburg, Pa. had gross revenues of \$7 million last year. The company has 180 peak-season and 120 year-round employees in its five offices. Davis is involved with 25 design/build clients and 30 landscape maintenance clients.

Las Colinas Landscape Services of Irving, Tex. also did \$7 million worth of business on 225 maintenance contracts and 40 installation contracts. It employs 350 peak-season and 200 year-round at its one office.

SaBell's of Lakewood, Colo. was a third \$7 million grosser from 50 design/build and 60 maintenance jobs. The company has 300 peak-season and 65 year-round employees.

Gibbs Landscape of Smyrna, Ga. keeps its 180 employees year-round to gross \$6.6 million from two offices. The company is involved in 1,200 design/build jobs and 500 maintenance jobs.

Oregon Landscape Maintenance hauled in \$6.5 million from its six offices. OLM has 230 maintenance and 25 design/build contracts, enough to keep 168 peak-season and 110 year-round employees busy.

DeLaurentis Construction, Mamaroneck, N.Y. grossed \$6 million in 1985 from 17 major and numerous minor design/build projects. The company employs 160 during peak season and 50 year-round at its office.

Heyser Landscaping, with 116 contracting and 100 maintenance contracts in 1985, did \$5 million worth of business. It has 165 peak-season and 65 year-round employees at its one office.

Alfred L. Simpson & Co. of Atlanta, Ga. keeps 110 of 140 employees on year-round, enabling it to do more than \$4 million in 1985. One hundred ten maintenance contracts are serviced from its one office.

The Greenery of Hilton Head Island, S.C. did 315 maintenance and 120 design/build jobs in 1985 which resulted in \$3.8 million in business. The company employs 95 year-round workers, adding 10 during peak season.

North Haven Gardens of Dallas, Tex. grossed \$3.7 million, using 175

WT&T TOP 50

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Contra Costa Landscaping
Martinez, Calif.

Greeno Inc.
Concord, Mass.

Plant Control Corp.
Irvine, Calif.

Starwood Nursery & Landscaping
Darlington and Myrtle Beach, S.C.

Bland Brothers
West Jordan, Utah

Industrial Landscape Services
San Jose, Calif.

Land Design Group
Dallas, Tex.

Cornelius Nurseries
Houston, Tex.

Marvin's Garden & Landscape Services
Sarasota, Calif.

L&L Maintenance
Santa Clara, Calif.

Evergreen Services Corp.
Bellevue, Wash.

Garden Gate Landscaping
Silver Spring, Md.

Suburban Landscape Associates
Davenport, Ia.

Bregenzner's Inc.
Alpharetta, Ga.

Arbor Heights Nursery
Webster, N.Y.

peak-season and 125 year-round employees in its office. The company serviced 20 design/build clients and 60 maintenance customers.

Oak Brook Landscape in Oak Brook, Ill. is a \$3.5 million company, based on 90 maintenance contracts and 15 design/build jobs. It employs 24 year-round and 110 peak-season.

Larchwood Construction of Holtville, N.Y. had 20 maintenance contracts result in more than \$3.5 million in sales. It has 80-100 peak-season employees but only 12-15 year-round.

Lied's Nursery of Sussex, Wisc. grossed \$3.5 million in 1985.

Edmund M. Hayden, Inc. of Woodstock, Ill. sported gross revenues of \$3.2 million in 1985. The company was involved in seven design/build jobs and 10 maintenance jobs, using 13 year-round and 65 peak-season employees.

Johnson Hydro Seeding of Rockville, Md., with four franchises, installed 3,000 lawns and maintained 400 during 1985, good for \$3.2 million in sales. The company employs 25 year-round employees and hires 55 more during the peak season.

The Ground Crew of Arlington,

Tex. boasted \$3.022 million in gross receipts from 242 maintenance contracts and 40 design/build jobs. It employs 88 during peak season and 41 all year at its two outlets.

J. Farmer of Middleton, Mass. also grossed \$3 million on the strength of 20 design/build jobs. The company employs 12-14 all the time and 75-85 during its busy season.

JBK Landscape of Aurora, Colo. is also a \$3 million grosser. It designed/built 30 landscapes and took care of 35 in 1985 with 75 peak-season and 30 year-round employees at its office.

Metroscape Corp. of Charlotte, N.C. was involved with \$2.6 million worth of business that included 18 design/build jobs and 120 maintenance contracts. The firm, with two outlets, employs 35 all year and 64 during the busy season.

Greeno Inc. of Concord, Mass. used just six design/build jobs and five maintenance jobs to gross \$2.5 million in 1985. The company has just eight year-round employees, but hired an additional 47 during the summer.

Bland Brothers did more than \$2 million in business with just two design/build and three maintenance accounts. It too hired heavily in the summer: 56 additional employees to support a year-round staff of nine.

Land Design Group of Dallas, Tex. employed about 20-30 year-round and 35-40 peak-season workers to complete \$2 million in business. The company constructed 35 landscapes and cared for 20 more.

Marvin's Garden & Landscape Service of Sarasota, Fla. also grossed \$2 million. Its 40 employees at four offices are kept year-round to service seven maintenance contracts and design/build 13 landscapes.

Evergreen Services of Bellevue, Wash. has a headquarters and eight satellites that act as home base for 55-60 peak-season and 35-40 year-round employees.

Bregenzner's Inc. of Alpharetta, Ga. has gross revenues of \$1.5 million in 1985, servicing 65 maintenance and 30 design/build clients. The company employs 35 year-rounders and adds 10 during the busy season at its office.

Arbor Heights Nursery of Webster, N.Y. hit the \$3 million mark on the basis of 20 maintenance contracts and 300 design/build jobs. It employs 50 peak-season and 15 year-round workers.

EDITOR'S NOTE: This is WEEDS TREES & TURF's first attempt at listing the nation's top landscape companies. If we inadvertently left your company out, please write us at 7500 Old Oak Blvd., Cleveland, OH, 44130, and we'll be sure to include you on our 1987 list.

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