

LM100

BIG 50 COMPANIES

If you have any doubt about the diversity and fragmentation of this industry, check out this listing of the industry's largest landscape maintenance, lawn care and landscape design/installation companies. While most of them concentrate on traditional landscape and lawn care services, several specialize in interesting side-lines like erosion control, retail garden centers, hydroseeding and rentals.

Company	Headquarters	Branches & franchises	Services	Other services
1. Tru-Green LP	Memphis, TN	400	MN, CM	SR, RV, GC, AC, NY
2. Environmental Industries	Calabasas, CA	60	55% D/BI, 45% MN	SR, RV, HS, GC, AC, EC, NY, IS
3. The Davey Tree Expert Company	Kent, OH	70+	1% D/BI, 98% MN, >1% IR	SR, RV, GC, AC, NY
4. Brickman Group	Langhorne, PA	78	15% D/BI, 80% MN, 5% IR	SR, RV, HS, AC, PL
5. RBI (Randall & Blake, Inc.)	Littleton, CO	13	19% D/BI, 20% MN, 29% IR, 32% HS	SR, RV, HS, GC, AC, EC, PL, NY, ST
6. OneSource Landscape & Golf Serv.	Tampa, FL	12	15% D/BI, 80% MN, 5% IR	SR, RV, GC, AC, PL, ST, IS, MN, aquatic, floriculture
7. Gothic Landscaping	Valencia, CA	4	15% D/B, 55% install, 10% MN, 20% IRGC	HS
8. Weed Man	Mississauga, Ont.	145	100% MN RV	NA
9. Lawn Doctor	Holmdel, NJ	405	100% MN	PS, AC, pH balancing, MN
10. FirstService	Toronto, Ont.	76	5% D/B, 55% install, 95% MN	SR, RV
11. American Landscape Co.	Canoga Park, CA	6	43% install, 18% MN, 29% IR, 10% NY sales	SR, RV, HS, GC, g.ctr., AC, EC, NY
12. The Bruce Company	Middleton, WI	1	35% D/BI, 18% MN, 2% IR, 14% GC, 19% retail	SR, RV, HS, GC, g.ctr., AC, EC, PL, NY
13. Grounds Control Div. of Sanitons	San Antonio, TX	6	35% D/BI, 50% MN, 15% IR	SR, RV, EC, HS, PL, horticultural care (chemical)
14. The Groundskeeper	Tucson, AZ	7	50% D/BI, 50% MN	RV, HS, GC, AC, EC
15. Landscape Concepts	Grayslake, IL	2	55% D/BI, 40% MN, 5% IR	SR, RV, HS, GC, AC, EC, PL
16. Vila & Son Landscaping	Miami, FL	2	85% D/BI, 5% MN, 10% IR	RV, HS, NY
17. Jensen Corporation	Cupertino, CA	3	72% D/BI, 28% MN	RV
18. Oak Leaf Landscape	Anaheim, CA	1	60% D/BI, 5% MN, 30% IR	35% 550-650
19. Scott Byron & Co.	Lake Bluff, IL	1	80% D/BI, 20% MN	RV, HS
20. Marina Landscape	Anaheim, CA	1	45% D/BI, 10% MN, 45% IR	RV, GC, AC, EC, PS, rental
21. Lipinski Landscape & Irrigation	Marlton, NJ	2	50% D/BI, 35% MN, 15% IR	SR, RV, HS, AC, NY
22. Teufel Nursery	Portland, OR	1	40% D/BI, 40% MN, 20% IR	SR, RV, HS, GC, AC, EC, PL, NY
23. Mariani Landscape	Lake Bluff, IL	1	50% D/BI, 50% MN	SR, RV, HS, g.ctr., NY
24. Scotts Lawn Service	Marysville, OH	45	100% chemical app.	RV, PC, AC (chemical app)
25. Naturalawn of America	Frederick, MD	53	100% MN	MN
26. The Celtis Group (fmlly Diablo Landscape)	San Jose, CA	7	35% D/BI, 50% MN, 15% IR	RV, HS, AC, EC
27. Duke-Weeks Landscape Services	Duluth, GA	7	45% D/BI, 45% MN, 10% IR	SR, RV, HS, AC, EC, IS
28. Spring-Green Lawn Care Corp.	Plainfield, IL	56	100% MN	AC
29. Tropics North	Miami, FL	3	50% D/BI, 40% MN, 10% IR	AC
30. Nanak's Landscaping	Oriando, FL	4	20% D/BI, 80% MN	AC
31. Cagwin & Dorward	Novato, CA	13	32% D/BI, 62% MN, 6% IR	RV, AC, EC
32. AAA Landscape	Phoenix, AZ	2	50% MN, 50% D/BI, IR	RV, GC, AC, EC, PL, NY
33. Urban Farmer	Thornton, CO	1	62% D/BI, 25% MN, 13% IR	SR, RV
34. Park Landscape	Santa Ana, CA	4	10% D/BI, 80% MN, 10% IR	SR, RV, HS, GC, AC, EC
35. The Highridge	Issaquah, WA	2	45% D/BI, 40% MN, 15% IR	SR, RV, HS, EC, PL, IS
36. Keller Outdoor	Sanford, FL	1	61% D/BI, 28% MN, 11% IR	AC, NY, dumpster roll service
37. Lieds Nursery Co.	Sussex, WI	2	60% D/BI, 30% MN	g.ctr., NY
38. Post Landscape Group	Atlanta, GA	4	48% D/BI, 46% MN, 6% IR	SR, RV, HS
39. Western DuPage Landscaping	Naperville, IL	2	65% D/BI, 35% MN	SR, RV, HS
40. DuBrow's Nurseries	Livingston, NJ	6	33% D/BI, 53% MN/SR, 14% IR	SR, RV, HS, g.ctr., AC, NY, lighting
41. Clarence Davids & Co.	Matteson, IL	2	50% D/BI, 45% MN, 5% IR	SR, RV, HS, AC, PL, NY
42. New Garden Landscaping & Nursery	Greensboro, NC	1	50% D/BI, 43.5% MN, 6.5% IR (services only)	SR, RV, HS, g.ctr., AC, PL, NY
43. Dora Landscaping Co.	Apopka, FL	7	45% D/BI, 40% MN, 15% IR	HS, NY, NY wholesale
44. Lewis Landscape Design	Las Vegas, NV	2	45% D/BI, 10% MN, 45% IR	RV, HS, GC, EC
45. McFall & Berry Landscape Mgmt.	McLean, VA	5	20% D/BI, 80% MN	SR, RV, AC, EC, NY
46. The Greenery Inc.	Hilton Head, SC	3	46% D/BI, 38% MN, 6% IR, 10%	retail HS, g.ctr.
47. Terrain Systems, Inc.	Phoenix, AZ	0	80% D/BI, 20% MN	HS, NY
48. ALDO1 Landscaping & Lawn Serv.	Ocean Twp., NJ	1	60% D/BI, 30% MN, 10% IR	SR, RV, HS, GC, EC, PL
49. Clintar Groundskeeper Serv.	Toronto, Ontario	9	6% D/BI, 92% MN, 2% IR	SR, RV, HS, AC
50. Pro-Grass	Wilsonville, OR	5	20% D/BI, 80% MN	EC

Legend

NOTE: ASTERISK IN REVENUES MEANS BASED ON ESTIMATES FROM COMPETITOR, OTHERS ARE SELF-REPORTED
AC: ARBOR CARE

CM: COMMERCIAL
DB / DBI: DESIGN/BUILD; DESIGN/BUILD/INSTALL
EC: EROSION CONTROL
GC: GOLF COURSE

g.ctr.: GARDEN CENTER
GV: GOVERNMENT
HS: HARDSCAPE
ID: INDUSTRIAL
IS: INTERIORSCAPE

IR: IRRIGATION
LC: LAWN CARE
MN: MAINTENANCE
PC: PEST CONTROL
PL: POND/LAKE

PS: POWERSEED / HYDROSEED
RS: RESIDENTIAL
RV: RENOVATION
SR: SNOW REMOVAL
ST: SPORTS TURF

Client mix	Employees	Revenues	Expected changes	Years in Business	Principal	URL/e-mail
80% res., 20% CM	20,000	\$1,600,000,000*	—	27	Don Karnes, Pres.	webmaster@trugreenmail.com
100% CM	5,600	475,000,000	25% growth MN	51	Burton S. Sperber, Pres., founder/CEO	www.ervind.com
N/A	6,000	322,000,000	growth in all areas	120	Karl Warnke, Pres.	www.davey.com
2% RS, 95% CM, 3% GV/other	940	240,000,000	18% growth in all areas	62	Scott Brickman, CEO	www.brickmangroup.com
5% RS, 45% CM, 50% GV/other	900	77,500,000	30% growth D/B athletic fields; 50-75% less GC	26	Richard Randall, Pres.	Jody.Randall@RBICompanies.com
1% RS, 79% CM, 20% GV/other	1,400	65,000,000	10% growth in all areas	50	Ronald E. Schmoyer, div. Pres.	rschmoyer@2onesource.com
20% RS, 80% CM	1,100	63,250,000	11% growth in MN, 35% growth sales	17	Michael E. Georgio, CEO	mgeorgio@gothidandscape.com
95% RS, 5% CM	1,500	60,000,000	10% MN	31	Michael Kernaghan, COO	weed-man.com
96% RS, 4% CM	2,000+	59,700,000	9% growth chemical app.	33	Russell J. Frith, Pres.	www.lawndoctor.com
80% RS, 20% CM	650	46,000,000	11% growth MN	26	William Black, Pres., Greenspace Services	billblack1@aol.com
65% CM, 35% GV/other	550	34,000,000	15% growth in all areas	28	Mickey Strauss, Pres.	mstrauss@americanlandscape.com
30% RS 65% CM, 5% GV/other	500+	33,506,000	5% growth in all areas	49	Bliss Nicholson, Pres.	bliss@bruceco.com
20% RS, 80% CM	750	33,000,000	\$7 million growth MN, D/B	12	Al Honigblum, Pres.	ahonigblum@sanitorsinc.com
75% CM, 25% GV/other	700	29,000,000 to 30 M	—	25	Kevin Killmer, Pres./CEO	www.groundskeeper.com
100% CM	60	28,000,000	25% growth MN, 10% less D/B/I	20	Mike Kerton/Patar DeVore, owners	www.kertonlandscapeconcepts.com
10% RS, 40% CM, 50% GV/other	305	25,770,000	10-15% MN & NY, 0-5% less landscape	17	Juan C. Vila, Pres.	rickleal@vila-n-son.com
20% RS, 70% CM, 10% GV/other	215	24,830,000	10% growth in all areas	31	Scott McGilvray, Pres.	www.jensencorp.com
100% CM	350	24,000,000	—	30	Dennis Buccola, Pres.	www.oakleaflandscape.com
99.5% RS, 5% CM	110	24,000,000	5% growth D/B/I, MN	18	Scott Byron, Pres.	sbcohr@ix.netcom.com
100% CM	20	23,000,000	5% growth private; 10% less public	30	Robert Cowan, Pres.	www.marinaco.com
40% RS, 60% CM	85	22,500,000	10% growth in all	25	Robert A Lipinski, Pres.	rlipinskiland.com
5% residential, 80% CM, 15% GV/other	250	21,800,000	10% growth	110	Rick Christensen, Landscape Div. Mgr.	www.teufel.com
95% RS, 5% CM	300	21,200,000	10% in all areas	45	Frank Mariani, Pres./owner	frankm@mariani-landscape.com
90% RS, 10% CM	600	21,200,000	112% growth RS	4	Mark Long, VP, Scott's Lawn Service	bill.hoopes@scottscsco.com
98% RS, 2% CM	14	21,000,000	20-30% growth MN	14	Randy Loeb, VP	www.nl-amer.com
5% RS, 75% CM, 20% GV/other	300	20,000,000	7% growth MN	25	Barry L. Cohen, Pres.	mikegrege@diablolandscape.com
100% CM	230	20,000,000	20% in all	15	Mark Flowers, senior VP	barbara.dunn@dukerealty.com
90% RS, 5% CM, 5% GV	40	20,000,000*	5% in all	24	Tom Hofer, Pres.	www.spring-green.com
97% CM, 3% other	250	20,000,000	25% growth MN	30	Greg Proch, CEO	gregp@tropicsnorth.net
100% CM	390	19,800,000	12% growth MN	28	Sampurand Khalsa, Pres.	www.nanaks.com
95% CM, 5% GV/other	338	19,783,889	7% growth MN, AC; 4% less install	46	Dennis Dougherty, Pres.	wayne.richards@cagwin.com
85% CM, 15% GV/other	450	18,000,000	10% in all areas	26	Robert Underwood, Pres.	www.aalandscape.com
2% RS, 83% CM, 15% GV/other	220	17,300,000	10% growth MN/IR	18	Dave Tollefson, Pres.	urbandave@msn.com
95% CM, 5% GV/other	450	17,000,000	10% growth CM	15	Robert Morrison, Pres.	robertm@parklandscape.com
40% RS, 60% CM	300	16,000,000	2% growth MN	16	Phil Schuetz and Mike Bushmaker, owners	www.highridge.com
20% RS, 77% CM, 3% GV/other	200	16,000,000	10% growth in all areas	14	Bobby S. Keller, Pres.	None
70% RS, 30% CM	123	16,000,000	N/A	50+	Robert T. Lied, Pres.	rksappery@usa.net
20% RS, 80% CM	170	15,903,000	25% MN	11	William C. Lincome, senior VP	www.postlandscape.com
40% RS, 60% CM	160	15,010,000	5% CM	25	Steve Brodt, owner/Pres.	tomotka@wdlinc.com
10% RS, 90% CM	80	15,000,000	13% grounds MN	44	Michael Branch, COO	dubrows@aol.com
15% RS, 75% CM, 10% GV	80	15,000,000	10% growth in all areas	50	William J. Davids, owner/Pres.	billdavids@clarancedavids.com
60% RS, 40% CM	85	14,600,000	10% growth in all areas	25	Morris Newlin, Pres./CEO	N/A
10% RS, 70% CM, 20% GV/other	100	14,500,000	10-12% growth DB	25	James H. Oylen, Pres.	doraland@mindspring
1% RS, 89% CM, 10% GV/other	200+	14,000,000	17% growth CM	13	Bob Bracken, CEO	lewislandscape@aol.com
100% CM	160	13,900,000	8% growth MN; 10% less SR	25	Mark D. McFall, Pres.	imow4u@erols.com
40% RS, 60% CM	235	13,725,000	32% growth D/B/I, MN	28	B. W. Edwards, Pres.	thegreeneryinc@aol.com
20% RS, 60% CM, 20% GV/other	240	12,500,000	20% growth DB, MN	27	Dale Micetic, Pres.	dale@terrainlandscape.com
20% res., 30% CM, 50% GV/other	150	12,180,000	12% growth in all areas	12	Chris Aldarelli, Sr., Pres.	www.aldo1.com
2% RS, 68% CM, 30 GV/other	120	12,000,000	15% growth in CM	28	Robert C. Wilton, Pres.	www.dintar.com, rwilton@dintar.com
90% RS, 10% CM	—	12,000,000	10% growth in all areas	21	Paul Bizon, Pres.	www.prograss.com