

A SUPPLEMENT TO

Landscape
Management

150

LM

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Learning from history



JOHN DEERE

YOU'RE LIKELY FAMILIAR with the quote, "Those who don't learn from history are doomed to repeat it."

In this year's *LM150* issue, we have the opportunity to learn a bit of history from the executives of the top companies in the industry and to find out what they know now that they wished they had known when they started their businesses.

Many of you started your businesses with a truck, trailer, mower, hand tools and, most importantly, a passion for creating, beautifying and maintaining outdoor living spaces. From those humble beginnings you have grown your business into the trusted brands in the markets you serve today.

Founded in 1837, Deere & Co. came from a similar evolution: A one-man blacksmith driven by core values of integrity, innovation, commitment and quality that has evolved into a global corporation, employing more than 60,000 talented people worldwide.

Over the years, we all have faced business challenges and then reflected upon the lessons we've learned from the school of hard knocks. Yet through these challenges, we've refined our businesses by moving and molding with the times and taking advantage of new opportunities while building and growing our businesses, our people and brands along the way.

Through the years, we've learned we need to provide you, our customers, with more than quality products. We need to be there to support your business needs, before and after the sale, through our experienced John Deere dealer network and give you access to the most extensive factory-trained service technicians and knowledgeable staff in the industry.

We've also learned that product uptime is critical to your business, so we've created programs like the NeverStop™ Loaner Guarantee and Parts OnSite™, so you'll have those essential parts right where you need them. In addition, we know cash-flow management is vital to any business, so we offer a range of finance options through John Deere Financial.

Yes, we've learned a lot since 1837, but one thing has never changed. That is our commitment to providing our customers with innovative products, support and integrated solutions to help their businesses grow and prosper.

Our industry has emerged from one of the toughest economic times in recent history to one that is projected to prosper for the foreseeable future. No wisdom is gained without the journey, and great challenges provide even greater opportunity to learn and increase your business savvy.

So, let's all take a look back at our individual and collective history, then turn our eyes to the future with newfound knowledge to make our businesses even greater!

Have a prosperous 2014.

Sincerely,
Ken Taylor, LIC
General Manager
Corporate Business Division

LM150 RANKINGS

	Headquarters	2013 Revenue (U.S. Dollars)	% Rev Change from 2012	% Projected Change for 2014	FTE/ Seasonal Employees	% Comm/ Res/Gov	
1	ValleyCrest Landscape Cos.	Calabasas, Calif.	\$992,000,000	13%	NR	NR	100/0/0
2	The Brickman Group	Rockville, Md.	\$920,000,000	2%	NR	NR	NR
3	TruGreen	Memphis, Tenn.	\$896,000,000	-8%	NR	NR	18/82/0
4	The Davey Tree Expert Co.	Kent, Ohio	\$713,848,000	5%	5%	7382/112	0/0/0
5	Scotts LawnService	Marysville, Ohio	\$323,900,000	2%	NR	2500/NR	0/0/0
6	Bartlett Tree Experts	Stamford, Conn.	\$197,000,000	8%	8%	1500/25	20/75/5
7	U.S. Lawns	Orlando, Fla.	\$145,295,000	13%	10%	1300/650	100/0/0
8	Weed Man	Mississauga, Ontario	\$133,833,477	28%	15%	800/2700	5/95/0
9	Gothic Landscape	Valencia, Calif.	\$101,500,000	13%	5%	1200/0	90/0/10
10	Ambius	Des Plaines, Ill.	\$100,000,000	0%	1%	NR	100/0/0
11	Lawn Doctor	Holmdel, N.J.	\$96,863,790	3%	4%	1000/NR	5/95/0
12	Ferrandino & Son	Farmingdale, N.Y.	\$88,000,000	35%	40%	325/0	100/0/0
13	Yellowstone Landscape Group	Bunnell, Fla.	\$83,713,000	-2%	2%	1200/200	85/5/10
14	Ruppert Landscape	Laytonsville, Md.	\$82,408,000	14%	27%	825/25	85/0/15
15	Merit Service Solutions	Marlton, N.J.	\$81,000,000	33%	31%	130/135	96/0/4
16	SavATree	Bedford Hills, N.Y.	\$75,000,000	3%	10%	634/130	20/80/0
17	Mainscape	Fishers, Ind.	\$59,505,300	21%	15%	850/150	100/0/0
18	Marina Landscape	Anaheim, Calif.	\$58,000,000	16%	12%	610/0	30/0/70
19	Clintar Landscape Management	Markham, Ontario	\$56,700,000	10%	8%	200/400	100/0/0
20	Massey Services^	Orlando, Fla.	\$54,921,690	10%	15%	1449/0	13/87/0
21	Meadows Farms	Chantilly, Va.	\$48,500,000	0%	5%	150/350	8/90/2
22	NaturaLawn of America	Frederick, Md.	\$45,999,004	10%	3%	377/36	5/95/0
23	Environmental Earthscapes (The Groundskeeper/ Greater Texas Landscapes)	Tucson, Ariz.	\$44,983,474	0%	18%	750/85	75/0/25
24	Lucas Tree Experts	Portland, Maine	\$44,000,000	13%	8%	490/0	86/7/7
25	Acres Group	Wauconda, Ill.	\$43,925,000	13%	7%	105/650	95/2.5/2.5
26	Denison Landscaping	Fort Washington, Md.	\$42,500,000	0%	1%	255/200	88/12/0
27	Spring-Green Lawn Care Corp.	Plainfield, Ill.	\$41,826,514	7%	10%	105/390	7/91/2
28	Jensen Corp.	San Jose, Calif.	\$41,600,000	11%	5%	324/0	65/25/10
29	OneSource, an ABM company	Tampa, Fla.	\$40,000,000	0%	2%	600/100	90/0/10
30	The Greenery	Hilton Head Island, S.C.	\$37,800,000	10%	12%	550/95	76/17/7
31	Mariani Landscape	Lake Bluff, Ill.	\$35,585,000	12%	9%	129/353	13/87/0
32	Christy Webber Landscapes	Chicago, Ill.	\$35,500,000	14%	6%	400/450	64/22/14
33	Cagwin & Dorward	Novato, Calif.	\$31,200,000	2%	5%	350/0	NR
34	Sebert Landscaping	Bartlett, Ill.	\$31,000,000	21%	12%	60/300	90/5/5
35	Mission Landscape Cos.	Irvine, Calif.	\$30,831,246	12%	12%	560/0	100/0/0
36	Garden Design	Farmers Branch, Texas	\$30,000,000	50%	20%	41/0	40/60/0
37	Dixie Landscape	Medley, Fla.	\$28,930,000	22%	15%	255/0	NR
38	Terracare Associates	Littleton, Colo.	\$28,806,940	13%	6%	364/108	46/1/53
39	Gothic Grounds Management	Valencia, Calif.	\$28,499,619	0%	9%	400/50	93/2/5
40	Reliable Property Services	St. Paul, Minn.	\$27,100,000	34%	10%	65/300	100/0/0
41	AAA Landscape*	Phoenix, Ariz.	\$27,000,000	8%	NR	NR	NR
42	Bemus Landscape	San Clemente, Calif.	\$26,000,000	24%	10%	400/0	98/1/1
	Maldonado Nursery & Landscaping	San Antonio, Texas	\$26,000,000	-4%	0%	250/150	75/10/15
44	Ryan Lawn & Tree	Overland Park, Kan.	\$25,900,000	10%	10%	205/15	5/95/0
45	Chalet	Wilmette, Ill.	\$25,542,145	7%	3%	159/119	0/100/0
46	Chapel Valley Landscape Co.	Woodbine, Md.	\$25,250,000	8%	12%	230/100	60/35/5
47	The Schumacher Cos.	West Bridgewater, Mass.	\$25,100,000	18%	5%	210/0	51/49/0
48	The Bruce Co. of Wisconsin	Middleton, Wis.	\$25,005,000	-12%	-10%	86/270	80/20/0
49	Berghoff Design Group*	Scottsdale, Ariz.	\$25,000,000	0%	NR	NR	NR
50	McFall & Berry Landscape Management^	Annandale, Va.	\$24,947,860	8%	8%	120/160	100/0/0

LEGEND NR = Not reported; * Indicates projected revenue reported in 2013; ^ Indicates a portion of reported revenue was removed (such as structural pest control, termite control or other non-Green Industry service).

		Headquarters	2013 Revenue (U.S. Dollars)	% Rev Change from 2012	% Projected Change for 2014	FTE/ Seasonal Employees	% Comm/ Res/Gov
51	Nutri-lawn Corp.	Toronto, Ontario	\$24,850,000	4%	5%	NR	10/90/0
52	Southern Botanical	Dallas, Texas	\$23,908,360	47%	20%	133/85	38/62/0
53	Landscape Concepts Management	Grayslake, Ill.	\$23,722,277	7%	12%	70/320	94/1/5
54	Russell Landscape Group	Dacula, Ga.	\$23,450,000	6%	1%	275/150	100/0/0
55	Girard Environmental Services^	Sanford, Fla.	\$23,402,030	19%	14%	320/60	100/0/0
56	Environmental Management (EMI)	Dublin, Ohio	\$22,500,000	6%	5%	105/210	85/5/10
	Scott Byron & Co.	Lake Bluff, Ill.	\$22,500,000	2%	5%	90/150	2/98/0
58	Gachina Landscape Management	Menlo Park, Calif.	\$22,219,970	6%	13%	318/32	45/40/15
59	James River Grounds Management	Glen Allen, Va.	\$21,374,621	5%	8%	137/240	95/0/5
60	Rotolo Consultants (RCI)	Slidell, La.	\$21,000,000	-4%	65%	125/90	70/0/30
61	Clean Scapes	Austin, Texas	\$20,717,000	-6%	21%	216/83	88/0/12
62	Gibbs Landscape Co.	Smyrna, Ga.	\$20,460,715	9%	5%	283/0	57/43/0
63	Teufel Nursery	Hillsboro, Ore.	\$20,395,426	10%	10%	265/0	95/5/0
64	McHale Landscape Design	Upper Marlboro, Md.	\$20,200,000	-2%	0%	195/0	0/100/0
65	Pierre Landscape	Monrovia, Calif.	\$20,155,000	-10%	10%	200/0	70/30/0
66	Senske Services^	Kennewick, Wash.	\$19,888,000	5%	8%	200/100	25/70/5
67	Swingle Lawn, Tree & Landscape Care^	Denver, Colo.	\$18,896,027	-3%	7%	155/56	28/67/5
68	David J. Frank Landscape Contracting	Germantown, Wis.	\$18,800,000	8%	10%	250/50	65/20/15
	DLC Resources	Phoenix, Ariz.	\$18,800,000	4%	6%	295/0	100/0/0
70	Naturescape	Muskego, Wis.	\$18,588,779	1%	5%	195/10	10/85/5
71	Angler Environmental	Warrenton, Va.	\$18,497,192	38%	10%	110/0	50/1/49
72	Dennis' 7 Dees Landscaping & Garden Centers	Portland, Ore.	\$18,283,000	9%	5%	199/49	50/43/7
73	The Grounds Guys	Waco, Texas	\$18,200,000	112%	43%	NR	60/35/5
74	ISS Grounds Division	San Antonio, Texas	\$18,000,000	10%	10%	190/40	55/5/40
75	Heads Up Landscape Contractors	Albuquerque, N.M.	\$17,600,000	10%	6%	220/80	80/5/15
76	TBG Landscape	Whitby, Ontario	\$17,435,000	5%	5%	70/25	0/25/75
77	Clarence Davids & Co.	Matteson, Ill.	\$17,400,000	14%	2%	100/150	90/5/5
78	Landscape Workshop*	Birmingham, Ala.	\$17,000,000	5%	NR	NR	NR
79	Benchmark Landscape	Poway, Calif.	\$16,963,488	7%	5%	200/0	100/0/0
80	High Tech Landscapes	Branchburg, N.J.	\$16,948,955	7%	8%	28/305	60/32/8
81	Yard-Nique	Morrisville, N.C.	\$16,750,225	14%	22%	190/100	95/5/0
82	Stay Green	Santa Clarita, Calif.	\$16,658,473	-3%	2%	232/2	78/0/22
83	Designs By Sundown	Englewood, Colo.	\$16,000,000	20%	20%	100/50	10/90/0
84	Landscape Specialists	Lake Forest, Calif.	\$15,600,000	0%	19%	300/0	95/0/5
85	ArtisTree Landscape Maintenance & Design	Venice, Fla.	\$15,572,300	10%	10%	185/65	72/28/0
86	Integrated Landscape Management^	Tempe, Ariz.	\$15,567,511	8%	8%	220/0	100/0/0
87	Lambert's	Dallas, Texas	\$15,360,000	15%	12%	149/0	5/95/0
88	Greenscapes of Southwest Florida	Naples, Fla.	\$15,200,000	1%	4%	236/0	100/0/0
89	Complete Landscaping Service*	Bowie, Md.	\$15,000,000	-4%	NR	NR	NR
90	Munie Greencare Professionals	Caseyville, Ill.	\$14,985,000	13%	10%	125/100	94/6/0
91	Sposato Landscape Co.	Milton, Del.	\$14,900,000	11%	13%	200/44	75/25/0
92	HighGrove Partners	Austell, Ga.	\$14,850,000	3%	11%	150/40	98/1/1
93	Hittle Landscaping	Westfield, Ind.	\$14,843,622	18%	10%	130/55	65/33/2
94	LMI Landscapes	Carrollton, Texas	\$14,500,000	9%	45%	200/67	100/0/0
95	Cleary Bros. Landscape	Danville, Calif.	\$14,300,000	17%	11%	175/10	85/5/10
96	Caretaker Landscape & Tree Management	Gilbert, Ariz.	\$14,200,000	43%	30%	230/0	100/0/0
97	PROscape*	Orlando, Fla.	\$14,000,000	1%	NR	NR	NR
98	Earthtones Landscaping	Midlothian, Texas	\$13,200,000	110%	40%	40/23	80/20/0
99	Becker Landscape	Indianapolis, Ind.	\$13,100,000	23%	5%	100/20	95/5/0
100	EarthWorks	Lillian, Texas	\$13,000,000	0%	10%	175/100	95/0/5

	Headquarters	2013 Revenue (U.S. Dollars)	% Rev Change from 2012	% Projected Change for 2014	FTE/ Seasonal Employees	% Comm/ Res/Gov	
	North American Lawn & Landscape	Charlotte, N.C.	\$13,000,000	1%	3%	300/10	95/5/0
	Engledow Group	Carmel, Ind.	\$13,000,000	0%	5%	110/90	75/25/0
	Harvest Landscape Enterprises	Anaheim, Calif.	\$13,000,000	10%	12%	345/0	80/0/20
104	Perficut Cos.	Ankeny, Iowa	\$12,800,000	5%	8%	85/60	85/10/5
105	New Way Landscape & Tree Services	San Diego, Calif.	\$12,500,000	0%	12%	185/0	67/0/33
	Stockner's*	Rockville, Va.	\$12,500,000	21%	NR	NR	NR
107	Blondie's Treehouse^	Mamaroneck, N.Y.	\$12,350,000	8%	10%	100/20	40/55/5
108	Arteka Cos.	Minneapolis, Minn.	\$12,265,200	20%	10%	20/100	80/10/10
109	John Mini Distinctive Landscapes	Congers, N.Y.	\$12,219,000	13%	10%	71/54	99/1/0
110	Greenscape	Holly Springs, N.C.	\$12,099,315	12%	2%	110/17	53/47/0
111	Dora Landscaping Co.	Apopka, Fla.	\$12,000,000	30%	10%	50/10	75/15/10
112	Santa Rita Landscaping^	Tucson, Ariz.	\$11,904,000	28%	10%	125/0	65/30/5
113	Lawn Dawg	Nashua, N.H.	\$11,829,816	14%	13%	57/82	5/95/0
114	ProGrass	Wilsonville, Ore.	\$11,500,000	0%	0%	182/0	50/50/0
115	Hoffman Landscapes	Wilton, Conn.	\$11,400,000	12%	7%	105/0	10/88/2
116	Southview Design	Inver Grove, Minn.	\$11,200,000	13%	14%	33/72	5/95/0
117	Andre Landscape Service	Azusa, Calif.	\$11,058,433	4%	5%	230/0	95/5/0
118	American Landscape Systems	Lewisville, Texas	\$11,000,000	2%	9%	NR	50/0/50
	CoCal Landscape*	Denver, Colo.	\$11,000,000	10%	NR	NR	NR
120	Heron Lawn & Pest Control^	Apopka, Fla.	\$10,995,060	22%	26%	165/0	2/98/0
121	LegacyScapes	Groveland, Fla.	\$10,983,000	28%	49%	61/41	90/0/10
122	Kujawa Enterprises (KEI)^	Oak Creek, Wis.	\$10,617,750	22%	0%	36/74	93/2/5
123	Ecoscope Solutions Group	Huntersville, N.C.	\$10,500,000	18%	20%	83/41	97/2/1
124	Webb Landscape	Bellevue, Ind.	\$10,300,000	8%	9%	100/50	35/65/0
125	Coast Landscape Management	Napa, Calif.	\$10,000,000	19%	25%	137/0	63/1/36
	American Civil Constructors*	Littleton, Colo.	\$10,000,000	0%	0%	NR	NR
	Creative Environments*	Tempe, Ariz.	\$10,000,000	0%	0%	NR	NR
	Parker Interior Plantscape	Scotch Plains, N.J.	\$10,000,000	-10%	20%	100/15	98/0/2
129	Basnight Land & Lawn	Chesapeake, Va.	\$9,987,635	7%	13%	80/53	76/24/0
130	Gardeners' Guild	Richmond, Calif.	\$9,905,000	5%	15%	135/10	70/25/5
131	Carol King Landscape Maintenance	Orlando, Fla.	\$9,577,000	1%	3%	139/38	66/5/29
132	The Spencer Co.	Houston, Texas	\$9,484,954	-12%	5%	170/5	100/0/0
133	Joyce Landscaping	Marstons Mills, Mass.	\$9,460,000	19%	10%	115/10	15/85/0
134	Schultz Industries	Golden, Colo.	\$9,234,510	-6%	18%	98/62	80/0/20
135	Lawn Ranger	Eden Prairie, Minn.	\$9,100,000	23%	15%	74/111	88/3/9
136	Native Land Design	Cedar Park, Texas	\$9,048,664	-1%	14%	140/29	89/1/10
137	Tomlinson Bomberger^	Lancaster, Pa.	\$9,028,440	12%	-2%	105/73	37/63/0
138	Signature Landscapes^	Reno, Nev.	\$9,022,918	20%	10%	106/98	NR
139	Canete Landscape & Snow Management	Wayne, N.J.	\$8,939,184	10%	6%	15/50	75/25/0
140	Eastern Land Management (ELM)	Stamford, Conn.	\$8,700,000	37%	15%	25/45	100/0/0
141	Pacific Landscape Management	Hillsboro, Ore.	\$8,678,652	18%	15%	98/25	100/0/0
142	New Jersey Best Lawns, Sprinklers & Fencing	Lakewood, N.J.	\$8,660,000	9%	15%	22/78	2/90/8
143	Providence Landscape Group	Charlotte, N.C.	\$8,500,000	14%	15%	80/40	90/5/5
	The Pattie Group	Novelty, Ohio	\$8,500,000	0%	7%	55/35	10/90/0
145	Executive Landscape	Fallbrook, Calif.	\$8,100,000	10%	10%	125/0	50/10/40
	Grant & Power Landscaping	West Chicago, Ill.	\$8,100,000	16%	10%	18/85	40/60/0
147	Mountain High Tree, Lawn & Landscape Co.	Lakewood, Colo.	\$7,908,714	2%	10%	85/2	28/68/4
148	Dobson's Woods & Water	Ocoee, Fla.	\$7,750,000	25%	25%	75/0	75/15/10
149	Emerald Isle Landscaping	Denver, Colo.	\$7,555,529	51%	33%	105/70	90/5/5
150	Outside Unlimited	Hampstead, Md.	\$7,200,000	22%	5%	55/36	85/5/10
			Total: \$7,668,025,804	Avg: 12%	Avg: 11%		



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GETTING SCHOOLED

A look at the numbers behind the largest 150 firms in the landscape and lawn care industry. BY **MARISA PALMIERI**

The Green Industry's largest 150 firms, ranked by annual revenue, grossed a total of \$7,668,025,804 in 2013 sales. That's a 0.2 percent drop from last year's list, despite the list's bottom threshold bumping up to nearly \$7.6 million from \$5.4 million last year.

The average LM150 company grew 12 percent in 2013 over 2012; these firms expect to grow 11 percent next year. Most companies on the list grew (121), 13 reported no change and 16 contracted.

The big three

We attribute some of the \$22 million decline on this year's list to TruGreen's 9 percent revenue dip (more than \$80 million) from 2012 to 2013. This drop knocked TruGreen down from the top slot to third, making way for ValleyCrest Landscape Cos. to move from No. 3 to first on the list. The Brickman Group still secures its No. 2 spot from last year.

Speaking of the LM150's big-three firms, since late last year they've been making news, which will shake up next year's list. For starters, ServiceMaster said in November it would spin off TruGreen and it completed the transaction in January. The move is expected to give the lawn care giant the time and focus it needs to turn around its business, which has lost 500,000 customers since 2010. Private equity firm KKR acquired Brickman in November. In May Brickman said it would merge with ValleyCrest. This deal creates a nearly \$2 billion national landscape company.

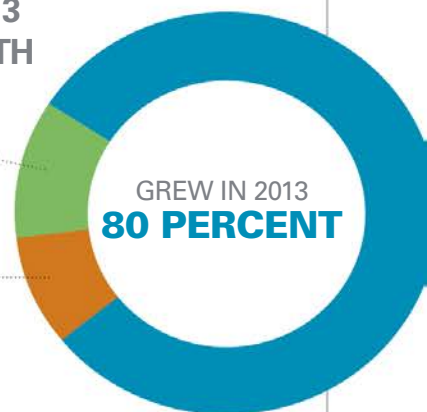
BE ON THE 2015 LIST

Should your company be on the LM150 list of the industry's largest companies, ranked by revenue? If so, please contact Editor Marisa Palmieri at mpalmieri@northcoastmedia.net to be notified in early 2015 when the submission period opens. We encourage companies with \$5 million-plus in annual revenue to enter.

LM150 FIRMS' 2013 REVENUE GROWTH

SHRUNK IN 2013
11 PERCENT

HAD NO CHANGE
9 PERCENT



COMBINED 2013 LM150 REVENUE
\$7,668,025,804

Methodology

LM sought submissions from landscape industry companies in print, on LandscapeManagement.net, via email and over the phone from January through May. Companies submitted data through an online form. LM editors compiled the results and, where applicable, removed non-typical Green Industry revenue sources from the totals reported by the companies. For example, we omitted revenue from structural pest control and termite services.

We estimated revenue for firms we couldn't reach that shared projected 2013 revenue data for last year's list. Additionally, LM editors calculated the figures for growth rates, the service segment revenue charts, the customer mix revenue charts and the regional charts from the data submitted. LM

Top

The LM150's leaders in client mix, service segment and geographical regions.

EDITOR'S NOTE: Not all companies reported customer mix, service segment and regional data. Dollar amounts calculated by LM from data provided.

COMMERCIAL

1	ValleyCrest Landscape Cos.	\$992,000,000
2	TruGreen	\$161,280,000
3	U.S. Lawns	\$145,295,000
4	Ambius	\$100,000,000
5	Gothic Landscape	\$91,350,000
6	Ferrandino & Son	\$88,000,000
7	Merit Service Solutions	\$77,760,000
8	Yellowstone Landscape Group	\$71,156,050
9	Ruppert Landscape	\$70,046,800
10	Mainscape	\$59,505,300
11	Clintar Landscape Management	\$56,700,000
12	Bartlett Tree Experts	\$39,400,000
13	Denison Landscaping	\$37,400,000
14	OneSource, an ABM company	\$36,000,000
15	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$33,737,606
16	Mission Landscape Cos.	\$30,831,246
17	The Greenery	\$28,728,000
18	Sebert Landscaping	\$27,900,000
19	Reliable Property Services	\$27,100,000
20	Jensen Corp.	\$27,040,000
21	Gothic Grounds Management	\$26,504,646
22	Bemus Landscape	\$25,480,000
23	McFall & Berry Landscape Management	\$24,947,860
24	Russell Landscape Group	\$23,450,000
25	Girard Environmental Services	\$23,402,030

RESIDENTIAL

1	TruGreen	\$734,720,000
2	Bartlett Tree Experts	\$147,750,000
3	Weed Man	\$127,141,803
4	Lawn Doctor	\$92,020,600
5	SavATree	\$60,000,000
6	Massey Services	\$48,001,557
7	Naturalawn of America	\$43,699,054
8	Meadows Farms	\$43,650,000
9	Spring-Green Lawn Care Corp.	\$38,062,128
10	Mariani Landscape	\$30,958,950
11	Chalet	\$25,542,145
12	Ryan Lawn & Tree	\$24,605,000
13	Nutri-lawn Corp.	\$22,365,000
14	Scott Byron & Co.	\$22,050,000
15	McHale Landscape Design	\$20,200,000
16	Garden Design	\$18,000,000
17	Naturescape	\$15,800,462
18	Southern Botanical	\$14,823,183
19	Lambert's	\$14,592,000
20	Designs By Sundown	\$14,400,000
21	Senske Services	\$13,921,600
22	Swingle Lawn, Tree & Landscape Care	\$12,660,338
23	The Schumacher Cos.	\$12,299,000
24	Lawn Dawg	\$11,238,325
25	Heron Lawn & Pest Control	\$10,775,159

GOVERNMENT

1	Marina Landscape	\$40,600,000
2	Terracare Associates	\$15,267,678
3	TBG Landscape	\$13,076,250
4	Ruppert Landscape	\$12,361,200
5	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$11,245,868
6	Gothic Landscape	\$10,150,000
7	Bartlett Tree Experts	\$9,850,000
8	Angler Environmental	\$9,063,624
9	Yellowstone Landscape Group	\$8,371,300
10	ISS Grounds Division	\$7,200,000
11	Rotolo Consultants (RCI)	\$6,300,000
12	American Landscape Systems	\$5,500,000
13	Christy Webber Landscapes	\$4,970,000
14	Jensen Corp.	\$4,160,000
15	New Way Landscape & Tree Services	\$4,125,000
16	OneSource, an ABM company	\$4,000,000
17	Maldonado Nursery & Landscaping	\$3,900,000
18	Stay Green	\$3,664,864
19	Coast Landscape Management	\$3,600,000
20	Gachina Landscape Management	\$3,332,996
21	Merit Service Solutions Executive Landscape	\$3,240,000
23	David J. Frank Landscape Contracting	\$2,820,000
24	Carol King Landscape Maintenance	\$2,777,330
25	The Greenery	\$2,646,000

BY MIX

MAINTENANCE

1	U.S. Lawns	\$103,159,450
2	Ruppert Landscape	\$44,500,320
3	Yellowstone Landscape Group	\$41,856,500
4	Ferrandino & Son	\$39,600,000
5	Merit Service Solutions	\$38,880,000
6	Mainscape	\$38,083,392
7	Gothic Landscape	\$30,450,000
8	OneSource, an ABM company	\$30,000,000
9	The Greenery	\$27,972,000
10	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$24,740,911
11	Gothic Grounds Management	\$22,229,703
12	Mission Landscape Cos.	\$21,581,872
13	Russell Landscape Group	\$19,932,500
14	Clintar Landscape Management	\$19,845,000
15	Bemus Landscape	\$19,760,000
16	DLC Resources	\$18,800,000
17	TruGreen	\$17,920,000
18	Marina Landscape	\$17,400,000
19	Sebert Landscaping	\$17,050,000
20	Christy Webber Landscapes	\$16,685,000
21	Chapel Valley Landscape Co.	\$15,907,500
22	James River Grounds Management	\$15,603,473
23	Gachina Landscape Management	\$15,553,979
24	McFall & Berry Landscape Management	\$14,765,060
25	Jensen Corp.	\$14,560,000

DESIGN/BUILD

1	Gothic Landscape	\$65,975,000
2	Denison Landscaping	\$36,975,000
3	Ruppert Landscape	\$32,963,200
4	Garden Design	\$29,100,000
5	Dixie Landscape	\$28,930,000
6	Jensen Corp.	\$27,040,000
7	U.S. Lawns	\$18,888,350
8	Angler Environmental	\$15,722,613
9	The Schumacher Cos.	\$15,562,000
10	McHale Landscape Design	\$15,554,000
11	Southern Botanical	\$15,301,350
12	Meadows Farms	\$15,035,000
13	Scott Byron & Co.	\$13,725,000
14	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$13,495,042
15	Christy Webber Landscapes	\$13,490,000
16	TBG Landscape	\$12,204,500
17	The Bruce Co. of Wisconsin	\$9,751,950
18	Santa Rita Landscaping	\$9,424,000
19	Maldonado Nursery & Landscaping	\$8,840,000
20	LegacyScapes	\$8,786,400
21	Caretaker Landscape & Tree Management	\$8,662,000
22	Benchmark Landscape	\$8,481,744
23	Yellowstone Landscape Group	\$8,371,300
24	Hittle Landscaping	\$8,163,992
25	Yard-Nique	\$8,040,108

LAWN CARE

1	TruGreen	\$770,560,000
2	Weed Man	\$133,833,477
3	Lawn Doctor	\$87,177,411
4	Massey Services	\$46,180,400
5	NaturaLawn of America	\$45,539,014
6	Spring-Green Lawn Care Corp.	\$40,571,719
7	Nutri-lawn Corp.	\$22,365,000
8	Naturescape	\$14,871,023
9	Yellowstone Landscape Group	\$12,556,950
10	SavATree	\$12,000,000
11	Lawn Dawg	\$11,474,922
12	Heron Lawn & Pest Control	\$9,637,645
13	Senske Services	\$9,492,000
14	Merit Service Solutions	\$6,480,000
15	Mainscape	\$4,760,424
16	U.S. Lawns	\$4,358,850
17	Swingle Lawn, Tree & Landscape Care	\$4,199,117
18	OneSource, an ABM company	\$4,000,000
19	Greenscape	\$3,750,788
20	Tomlinson Bomberger	\$3,009,480
21	Clintar Landscape Management	\$2,835,000
22	The Greenery	\$2,646,000
23	North American Lawn & Landscape	\$2,600,000
24	Environmental Management Services	\$2,250,000
25	Gardeners' Guild	\$1,981,000

IRRIGATION

1	Marina Landscape	\$39,440,000
2	Yellowstone Landscape Group	\$12,556,950
3	U.S. Lawns	\$5,811,800
4	Merit Service Solutions	\$5,670,000
5	Maldonado Nursery & Landscaping	\$4,680,000
6	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$4,498,347
7	New Jersey Best Lawns, Sprinklers & Fencing	\$3,897,000
8	American Landscape Systems	\$3,850,000
9	LMI Landscapes	\$3,625,000
10	Mainscape	\$3,570,318
11	Denison Landscaping	\$3,400,000
12	Earthtones Landscaping	\$3,300,000
13	Southern Botanical	\$2,869,003
14	Clintar Landscape Management	\$2,835,000
15	North American Lawn & Landscape	\$2,600,000
16	Girard Environmental Services	\$2,463,371
17	Dora Landscaping Co.	\$2,400,000
18	Dobson's Woods & Water	\$2,325,000
19	Massey Services	\$2,306,711
20	Gothic Grounds Management	\$2,279,970
21	Bemus Landscape	\$2,080,000
22	Executive Landscape	\$2,025,000
23	OneSource, an ABM company	\$2,000,000
24	Arteka Cos.	\$1,839,780
25	Dennis' 7 Dees Landscaping & Garden Centers	\$1,828,300

BY SERVICE SEGMENT

BY REGION

(IN U.S. DOLLARS)



NORTHEAST

1	Bartlett Tree Experts	\$94,560,000
2	Merit Service Solutions	\$67,149,000
3	SavATree	\$63,750,000
4	Ruppert Landscape	\$41,204,000
5	Denison Landscaping	\$38,250,000
6	U.S. Lawns	\$29,059,000
7	NaturaLawn of America	\$25,759,442
8	Chapel Valley Landscape Co.	\$25,250,000
9	The Schumacher Cos.	\$25,100,000
10	Weed Man	\$20,075,022
11	High Tech Landscapes	\$16,948,955
12	Sposato Landscape Co.	\$14,900,000
13	Meadows Farms	\$14,550,000
14	McFall & Berry Landscape Management	\$14,469,759
15	Ferrandino & Son	\$13,200,000
16	John Mini Distinctive Landscapes	\$12,219,000
17	Lawn Dawg	\$11,829,816
18	Hoffman Landscapes	\$11,400,000
19	Blondie's Treehouse	\$11,115,000
20	McHale Landscape Design	\$9,696,000
21	Angler Environmental	\$9,248,596
22	Tomlinson Bomberger	\$9,028,440
23	Eastern Land Management (ELM)	\$8,700,000
24	New Jersey Best Lawns, Sprinklers & Fencing	\$8,660,000
25	Parker Interior Plantscape	\$8,000,000

MIDWEST

1	Christy Webber Landscapes	\$35,500,000
2	Sebert Landscaping	\$31,000,000
3	Spring-Green Lawn Care Corp.	\$29,278,560
4	Reliable Property Services	\$27,100,000
5	Chalet	\$25,542,145
6	The Bruce Co. of Wisconsin	\$25,005,000
7	Environmental Management (EMI)	\$22,500,000
	Scott Byron & Co.	\$22,500,000
9	U.S. Lawns	\$21,794,250
10	Weed Man	\$20,075,022
11	David J. Frank Landscape Contracting	\$18,800,000
12	Naturescape	\$18,588,779
13	Bartlett Tree Experts	\$17,730,000
14	Ferrandino & Son	\$17,600,000
15	Clarence Davids & Co.	\$17,400,000
16	Hittle Landscaping	\$14,843,622
17	Mainscape	\$13,686,219
18	Becker Landscape	\$13,100,000
19	Engledow Group	\$13,000,000
20	Perficut Cos.	\$12,800,000
21	Arteka Cos.	\$12,265,200
22	Southview Design	\$11,200,000
23	Kujawa Enterprises (KEI)	\$10,617,750
24	Munie Greencare Professionals	\$9,773,671
25	Lawn Ranger	\$9,100,000

SOUTHWEST

1	Gothic Landscape	\$40,600,000
2	Environmental Earthscapes (The Groundskeeper/Greater Texas Landscapes)	\$40,485,127
3	Garden Design	\$30,000,000
4	Yellowstone Landscape Group	\$29,299,550
5	Maldonado Nursery & Landscaping	\$26,000,000
6	Southern Botanical	\$23,908,360
7	Clean Scapes	\$20,717,000
8	DLC Resources	\$18,800,000
9	Heads Up Landscape Contractors	\$17,600,000
10	ISS Grounds Division	\$16,200,000
11	Lambert's	\$15,360,000
12	U.S. Lawns	\$14,529,500
13	LMI Landscapes	\$14,355,000
14	Caretaker Landscape & Tree Management	\$14,200,000
15	Ferrandino & Son	\$13,200,000
	Earthtones Landscaping	\$13,200,000
17	Integrated Landscape Management	\$13,076,709
18	EarthWorks	\$13,000,000
19	Santa Rita Landscaping	\$11,904,000
20	Bartlett Tree Experts	\$9,850,000
21	The Spencer Co.	\$9,484,954
22	Gothic Grounds Management	\$9,404,874
23	Native Land Design	\$9,048,664
24	Weed Man	\$6,691,674
25	Massey Services	\$2,910,850