

LM's 2009 State of the Industry

The ultimate Green Industry dashboard

To run your business efficiently, you need real-time performance information in a quick and easy-to-understand format — like your car dashboard displays.

Landscape Management's 2009 State of the Industry — one of our most-anticipated issues of the year — delivers the ultimate Green Industry dashboard, including our exclusive **LM 150** (up from 100), a look at the nation's largest landscape, lawn care, design/build and irrigation contractors.

We provide an unprecedented view inside the Green Industry with:

➤ 11 new **LM Top 25 charts** breaking down revenue leaders by region, customer mix and sector; and

➤ 15 **LM Leader Profiles** — Executives share their keys to success and the greatest opportunities and obstacles facing the industry.

With data culled from *LM's* exclusive survey, we bring unparalleled insight into how more than 680 of your peers are thinking and performing. A bevy of charts, factoids, infographics and quotes give you a quick read on the past, present and future.

We offer our traditional caveat that while bigger isn't always better, bigger commands attention. Whether you rival or revile the companies on this list, in many ways they provide a benchmark for rest of the industry.

With no desire to rest on our laurels, we've been working hard to make the business intelligence we provide even more valuable. To that end, we bring you *LM's* 2009 State of the Industry report, brought to you with the gracious support of John Deere. *LM*



Company	2008 Revenue (in millions of U.S. Dollars)
1 The TruGreen Cos.	1,410
2 ValleyCrest Landscape Cos.	990
3 The Brickman Group, Ltd., LLC	680.8
4 The Davey Tree Expert Co.	600
5 USM	480.7
6 Scotts LawnService	311.9
7 Bartlett Tree Experts	170
8 Ambius	123.3
9 OneSource Landscape & Golf Services	117.05*
10 Lawn Doctor	90
11 Weed Man	86.48
12 U.S. Lawns	86
13 Yellowstone Landscape Group ^o	81
14 Gothic Landscaping / Gothic Grounds Management	80
15 Massey Services	77.49
16 Vila & Son Landscaping Corp.	62.575
17 Ruppert Nurseries	57.7
18 Middleton Lawn & Pest Control	57.6
19 American Civil Constructors	56
20 Savatree	55
21 Jensen Corporate Holdings	53
22 ISS Grounds Control	45
23 Clintar Landscape Management	44
24 Tropics North Landscaping	42.5*
25 The Bruce Company of Wisconsin	42
26 Marina Landscape	50
27 Choate USA	40*
28 Landscape Concepts Construction	39.5*
30 The Groundskeeper	38
30 Acres Group	37.6
31 McDonnell Landscape	37*
32 Sierra Landscape Co.	34.7
33 Denison Landscaping	36.2*
34 Nanak's Landscaping	36
35 Chapel Valley Landscape Co.	36
36 AAA Landscape	35.9
37 Teufel Landscape	35.5
38 NaturaLawn of America	35.4
39 Oak Leaf Landscape	35*
40 Mariani Landscape	35
41 Mainscape	35
42 Nissho of California	32.6*
43 Spring-Green Lawn Care Corp.	32.4
44 Mission Landscape Services	33
45 Landscape Concepts Management	31.07
46 The Greenery	30.8
47 Cagwin & Dorward	30
48 Scott Byron & Co.	29.6
49 Ecoscape Solutions Group	29.08
50 Metroplex Garden Design Landscaping LP	28.8

LEGEND * = 2007 revenue; NR = Not reported; + = Satellite locations not included;
^o = Formed in 2008 from Piedmont Landscape and Bio Landscape & Maintenance