

# BY REGION

(IN U.S. DOLLARS)



## NORTHEAST

1	Brickman	\$282,627,800
2	Scotts Lawn Service	\$87,000,000
3	Bartlett Tree Experts	\$83,740,000
4	Lawn Doctor	\$56,440,000
5	SavATree	\$50,139,180
6	Ruppert Landscape	\$39,203,209
7	Denison Landscaping Group	\$36,000,000
8	Lipinski Outdoor Services	\$32,067,163
9	NaturaLawn of America	\$28,690,000
10	Shearon Environmental Design Co.	\$22,701,518
11	Greenscape	\$22,184,000
12	Complete Landscaping Service	\$21,222,500
13	D. Schumacher Landscaping	\$19,950,000*
14	Ambius	\$16,367,149
15	Chapel Valley Landscape Co.	\$14,500,000°
16	McFall and Berry Landscape Management	\$14,040,000
17	Land-Tech Enterprises	\$12,200,000°
18	Sposato Landscape Co.	\$11,700,000
19	Realty Landscaping Corp.	\$11,000,000
20	McHale Landscape Design	\$10,220,000
21	Hoffman Landscapes	\$9,015,000
22	John Mini Distinctive Landscapes	\$8,700,000
23	Parker Interior Plantscape	\$8,200,000
24	Tree Tech	\$8,000,000*
25	Blondie's Treehouse	\$7,200,000*

## SOUTHWEST

1	Brickman	\$32,300,320
2	ISS Grounds Control	\$30,437,920
3	The Groundskeeper	\$29,826,925
4	Yellowstone Landscape Group	\$29,600,000
5	AAA Landscape	\$22,275,000
6	Maldonado Nursery & Landscaping	\$21,000,000
7	DLC Resources	\$20,372,200
8	Scotts Lawn Service	\$20,300,000
9	Heads Up Landscape	\$18,500,000
10	Clean Scapes	\$18,226,000
11	Lambert Landscape Co.	\$17,850,000
12	Metroplex Garden Design Landscaping	\$16,600,000
13	Precision Landscape Management	\$14,000,000
14	Earthworks Inc.	\$13,500,000
15	Ambius	\$12,516,055
16	Westco Grounds Maintenance Co.	\$12,000,000
17	LMI Landscapes	\$11,960,000
18	BDG Maintenance, Berghoff Design Group	\$11,500,000*
19	Houston Landscapes Unlimited	\$10,750,000
20	U.S. Lawns	\$10,200,000
21	The Spencer Co.	\$9,539,690
22	American Landscape Systems	\$9,254,480
23	Native Land Design	\$8,707,429
24	Bartlett Tree Experts	\$7,900,000
25	Gothic Grounds Management	\$7,608,947

## WEST

1	Brickman	\$80,750,800
2	Gothic Landscape	\$48,635,000
3	Marina Landscape	\$43,000,000
4	Jensen Corp.	\$41,000,000
5	Sierra Landscape Co	\$32,000,000*
6	Cagwin & Dorward	\$27,464,594
7	Mission Landscape Cos.	\$25,000,000
8	Terracare Associates	\$24,500,000
9	Ambius	\$21,181,015
10	Bemus Landscape	\$19,300,000
11	Senske Lawn & Tree Care	\$19,000,000
12	Urban Farmer	\$18,000,000
13	Teufel Landscape	\$17,500,000
14	Swingle Lawn, Tree & Landscape Care	\$17,004,427
15	Landscape Specialists	\$17,000,000*
16	Dennis' 7 Dees Landscaping	\$16,557,661
17	CoCal Landscape	\$16,250,000*
18	Gothic Grounds Management	\$16,169,013
19	Nissho of California	\$15,700,000*
20	Benchmark Landscape	\$14,200,500
21	Andre Landscape Service	\$14,191,846*
22	Stay Green	\$13,000,000
	ProGrass	\$13,000,000
24	RGS	\$12,500,000
25	New Way Landscape & Tree Service	\$12,131,000

# THE COMPETITIVE EDGE

We asked our *LM150* what separates them from the rest. Here's a sampling of the programs and systems that give them an edge over their competitors:

## SOUTHEAST

1	Brickman	\$169,576,680
2	Massey Services	\$129,011,218
3	Scotts Lawn Service	\$87,000,000
4	Vila & Son Landscaping Corp.	\$61,400,000*
5	Yellowstone Landscape Group	\$44,400,000
6	Nanak's Landscaping	\$34,500,000*
7	Bartlett Tree Experts	\$26,860,000
8	Ruppert Landscape	\$26,135,472
9	The Greenery	\$25,200,000
10	James River Grounds Management	\$23,721,283
11	RCI	\$23,560,000
12	Mainscape	\$22,743,000
13	Russell Landscape Group	\$20,010,000
14	Lawn Doctor	\$19,920,000
15	Gothic Landscape	\$19,865,000
16	Cornerstone Solutions Group	\$18,500,000
17	Girard Environmental Services	\$17,500,000
18	Ambius	\$17,329,922
19	Dora Landscaping Co.	\$16,000,000*
20	Gibbs Landscape Co.	\$15,950,096
21	Chapel Valley Landscape Co	\$14,500,000°
22	Greenscapes of Southwest Florida	\$14,200,000
23	PROscape	\$13,650,000
24	Complete Property Maintenance	\$13,500,000
25	Dixie Landscape Co	\$13,255,000

## MIDWEST

1	Brickman	\$242,252,400
2	Scotts Lawn Service	\$87,000,000
3	Acres Group	\$41,151,872
4	Mariani Landscape	\$35,000,000
5	The Bruce Co of Wisconsin	\$32,126,000
6	Ambius	\$27,920,430
7	Spring-Green Lawn Care Corp.	\$23,950,500
8	Landscape Concepts Management	\$23,656,000
9	Chalet	\$23,100,000
10	Scott Byron & Co.	\$22,148,000
11	Sebert Landscaping	\$21,000,000
12	Christy Webber Landscapes	\$20,467,809
13	Environmental Management Services	\$20,400,000
14	Moore Landscapes	\$20,000,000
15	David J Frank Landscape Contracting	\$19,800,000
16	Ryan Lawn & Tree	\$16,841,140
17	Clarence Davids & Co.	\$15,625,000
18	Naturescape	\$15,602,612
19	Countryside Industries	\$14,500,000
20	Mainscape	\$13,566,000
21	Reliable Property Services	\$13,000,000
22	Hermes Landscaping	\$12,000,000
23	Perficut Cos	\$11,800,000
24	Rosehill Gardens	\$11,500,000
25	Bartlett Tree Experts	\$11,060,000

### Complete Landscaping — Bowie, MD

1. Complete Landscaping utilizes GPS systems for all multi-site routing. The systems allow for more efficient routing and cost-savings. Crews can be dispatched more quickly and efficiently to any site within our company portfolio.
2. Complete Landscaping recently invested in a new database for service and billing. This database tracks client services at the task level. Reporting and management oversight data have been greatly enhanced by the new system.

### ISS Grounds Control — Phoenix, AZ

Aggressive marketing, value added services, present value driven business propositions

### Gothic Landscape Inc. — Valencia, CA

1. Decentralize local management dedicated to that region
2. Commitment to our mission statement
3. Long-term planning sessions

### Ruppert Landscape — Laytonsville, MD

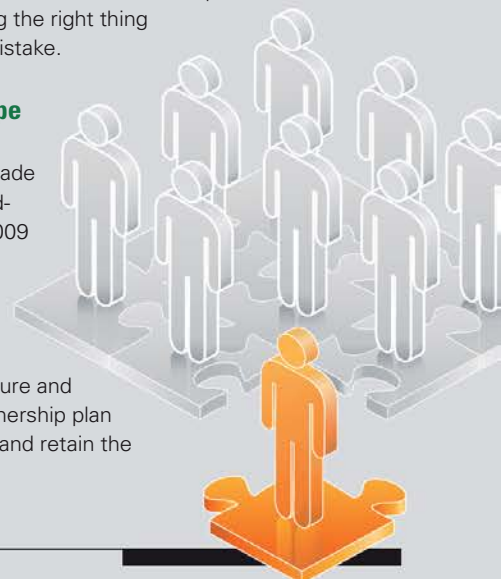
1. We have a strong charitable giving ethic and programs in place which help reinforce for employees that the work being performed has value that goes far beyond a day's work and a paycheck. As a result, employees are proud of the organization they work for.
2. We have a number of systems designed to recognize and appreciate our employees regularly — from hosting employee appreciation events and town hall meetings, to recognizing performance excellence and employee milestones.

### Earthworks Inc. — Lillian, TX

We don't have any magic bullets. We work hard and try to handle every situation with honesty, integrity and humility. We do everything possible to demonstrate true concern for our clients and their needs, and we don't put a price limit on doing the right thing when we make a mistake.

### Mission Landscape Cos. — Irvine, CA

1. The investment made in software and hardware upgrades in 2009 are saving overhead costs and rapidly improving efficiencies.
2. Our company culture and employee stock ownership plan continues to attract and retain the best in the industry.



**COMMERCIAL**

1	ValleyCrest Landscape Cos.	\$835,000,000
2	Brickman	\$565,255,600
3	USM	\$133,305,900*
4	U.S Lawns	\$102,000,000
5	Ambius	\$95,314,572
6	ISS Grounds Control	\$68,485,320
7	Ruppert Landscape	\$65,338,681
8	Vila & Son Landscaping Corp.	\$60,786,000*
9	Onesource Landscape & Golf Services	\$60,000,000
10	Gothic Landscape Inc.	\$58,225,000
11	Yellowstone Landscape Group	\$51,060,000
12	Clintar Landscape Management	\$43,890,000
13	Lipinski Outdoor Services	\$42,756,217
14	Mainscape	\$39,501,000
15	Denison Landscaping Group	\$36,000,000
16	The Groundskeeper	\$35,090,500
17	Nanak's Landscaping	\$34,500,000*
18	Complete Landscaping Service	\$29,385,000
19	Sierra Landscape Co	\$28,800,000*
20	Lucas Tree Expert Co.	\$26,860,000
21	The Bruce Co of Wisconsin	\$25,700,800*
22	Bartlett Tree Experts	\$25,280,000
23	Mission Landscape Cos.	\$25,000,000
24	Terracare Associates	\$24,500,000
25	James River Grounds Management	\$23,721,283

**RESIDENTIAL**

1	The Davey Tree Expert Co.	\$591,732,000
2	Scotts Lawn Service	\$281,300,000
3	Brickman	\$242,252,400
4	Bartlett Tree Experts	\$126,400,000
5	Massey Services Inc.	\$117,400,208
6	Weed Man	\$99,750,000
7	Lawn Doctor	\$82,170,000
8	SavATree	\$46,833,300
9	NaturaLawn of American Business Media	\$33,975,000
10	Mariani Landscape Management	\$31,500,000*
11	Spring-Green Lawn Care Corp.	\$30,793,500
12	Chalet	\$21,945,000
13	Scott Byron & Co.	\$21,244,000
14	Jensen Corp.	\$18,450,000
15	Lambert's	\$16,957,500
16	Meadows Farms	\$14,700,000
17	McHale Landscape Design	\$14,600,000
18	Naturescape	\$14,042,351
19	Senske Lawn & Tree Care	\$13,300,000
20	Nissho of California	\$12,560,000*
21	Chapel Valley Landscape Co.	\$11,600,000*
22	Swingle Lawn, Tree and Landscape Management	\$11,222,922
23	Greenscape	\$11,092,000
24	Acres Group	\$10,287,968
25	Designs By Sundown	\$9,500,000

**BY MIX** (IN U.S. DOLLARS)

**% GAIN IN REVENUE PER EMPLOYEE**

1	Ryan Lawn & Tree	89%
2	Precision Landscape Management	71.7%
3	Shearon Environmental Design Co.	65.1%
4	Russell Landscape Group	64.1%
5	Meadows Farms	61.9%
6	Parker Interior Plantscape	60.4%
7	Fairco	50%
8	HighGrove Partners	40.2%
9	Dixie Landscape Co.	37.4%
10	ArtisTree Landscape Maintenance & Design	35.3%
11	Lipinski Outdoor Services	25.6%
12	New Way Landscape & Tree Services	20.3%
13	Native Land Design	19.1%
14	Mickman Brothers	18.7%
15	Webb Landscape Management	18.5%
16	Brickman Group	18.2%
17	Scotts Lawn Service	17.6%
18	Designs By Sundown	17.3%
19	Urban Farmer	14.9%
20	Ruppert Landscape Management	12.5%
21	James River Grounds Management	11.3%
22	Moore Landscapes	11.1%
23	Gothic Grounds Management	10.9%
24	American Landscape Systems	10.7%
25	Acres Group	10.3%
	Basnight Land and Lawn	10.3%

**% GAIN IN TOTAL EMPLOYEES**

1	RCI	91.8%
2	Maldonado Nursery & Landscaping	55.5%
3	Schultz Industries	52.1%
4	Cornerstone Solutions Group	51.9%
5	Denison Landscaping Group	42%
6	Heads Up Landscape	36.2%
7	Dixie Landscape Co.	34.5%
8	Fairco	33.3%
9	Earthworks Inc.	27.9%
10	Reliable Property services	26.1%
11	Sposato Landscape Co.	24%
12	NaturaLawn of American Business Media	22.5%
13	Mainscape	22%
14	Grant & Power Landscaping	21.7%
15	Marina Landscape Management	19.6%
16	PROscape	18.5%
17	Yellowstone Landscape Group	18%
18	The Groundskeeper	16.7%
19	Hoffman Landscapes	14.7%
20	Cleary Bros Landscape Management	12.7%
21	Greenscape	12.5%
	Girard Environmental	12.5%
23	Benchmark Landscape Management	11.8%
24	Environmental Management Services	10.75%
	Bartlett Tree Experts	10.7%

**BY EMPLOYEE FACTORS**