

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

SOUTHEAST

1	U.S. Lawns	\$72,647,500
2	Yellowstone Landscape Group	\$54,413,450
3	Massey Services	\$52,010,840
4	Bartlett Tree Experts	\$39,400,000
5	Ruppert Landscape	\$38,731,760
6	Mainscape	\$38,083,392
7	The Greenery	\$37,800,000
8	Meadows Farms	\$33,950,000
9	OneSource, an ABM company	\$33,600,000
10	Dixie Landscape	\$28,930,000
11	Russell Landscape Group	\$23,450,000
12	Girard Environmental Services	\$23,402,030
13	Ferrandino & Son	\$22,000,000
14	James River Grounds Management	\$21,374,621
15	Gibbs Landscape Co.	\$20,460,715
16	Weed Man	\$20,075,022
17	Yard-Nique	\$16,750,225
18	ArtisTree Landscape Maintenance & Design	\$15,572,300
19	HighGrove Partners	\$14,850,000
20	North American Lawn & Landscape	\$13,000,000
21	Dora Landscaping Co.	\$12,000,000
22	LegacyScapes	\$10,983,000
23	McHale Landscape Design	\$10,504,000
24	McFall & Berry Landscape Management	\$9,979,144
25	Angler Environmental	\$9,248,596

WEST

1	Gothic Landscape	\$60,900,000
2	Marina Landscape	\$58,000,000
3	Cagwin & Dorward	\$31,200,000
4	Terracare Associates	\$28,806,940
5	Bemus Landscape	\$26,000,000
6	Gachina Landscape Management	\$22,219,970
7	Ferrandino & Son	\$22,000,000
8	Pierre Landscape	\$20,155,000
9	Senske Services	\$19,888,000
10	Gothic Grounds Management	\$19,094,745
11	Swingle Lawn, Tree & Landscape Care	\$18,896,027
12	Benchmark Landscape	\$16,963,488
13	Bartlett Tree Experts	\$15,760,000
14	Landscape Specialists	\$15,600,000
15	Cleary Bros. Landscape	\$14,300,000
16	New Way Landscape & Tree Services	\$12,500,000
17	Andre Landscape Service	\$11,058,433
18	Coast Landscape Management	\$10,000,000
19	Gardeners' Guild	\$9,905,000
20	Schultz Industries	\$9,234,510
21	Signature Landscapes	\$9,022,918
22	Pacific Landscape Management	\$8,678,652
23	Executive Landscape	\$8,100,000
24	Mountain High Tree, Lawn & Landscape Co.	\$7,908,714
25	Emerald Isle Landscaping	\$7,555,529

Expanding footprints

Here's how some **LM150** companies are adding to their territories.

New Jersey Best Lawns, Sprinklers & Fencing

The Lakewood, N.J.-based company opened multiple branches to reduce windshield time and improve profitability. Now that it has more locations, its focus turns to maximizing revenue per branch with a new marketing campaign.

Swingle Lawn, Tree & Landscape Care

Opening a third branch in Colorado has been difficult with the recent legalization of marijuana there. Commercial properties, being bought up by pot growers, are in short supply.

Ruppert Landscape

Ruppert started taking advantage of the low cost of real estate and historically low interest rates by acquiring its facilities versus renting. The company says this increases employee pride in their facilities due to the continual upgrades at owned facilities.

Environmental Earthscapes (The Groundskeeper/ Greater Texas Landscapes)

This Southwest-focused company acquired Hadden Landscaping in January to ramp up its coverage of the Dallas-Fort Worth Market.

The Brickman Group

In late 2013, before announcing in May it would merge with ValleyCrest, Brickman bought Dallas-based Metheny Commercial Lawn Maintenance.

Merit Service Solutions

Merit also grew in Texas. In early 2014 it added SunTerra Landscape Services to its ranks. Based in Austin, SunTerra serves more than 400 commercial properties throughout the state.

Webb Landscape

The Bellevue, Idaho-based company expanded into a new territory this year, opening a fourth garden center and growing its maintenance and construction divisions.