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AAA Lawn Industries
Tucker, GA

American Landscape, Inc.
Canoga Park, CA

Brickman Group, Ltd.
Jenkintown, PA

The Bruce Company
Middleton, WI

Cagwin & Dorward
Novato, CA

Carlacio Industries
Fullerton, CA

Chapel Valley Landscape
Woodbine, MD

City Gradients, Inc.
Newton, MA

Clark-Morrell
Lithonia, GA

Clarence Davids & Sons
Blue Island, IL

Davis Landscaping Contractors
Harrisburg, PA

DeLaurentis Construction Co.
Mamaroneck, NY

Designs by Lee
Stamford, CT

Doerler Landscapes
Lawrenceville, NJ

Environmental Industries
Calabasas, CA

J. Farmer & Co.
Middleton, MA

Gibbs Landscape Co.
Atlanta, GA

Greathouse Landscaping Co.
Nashville, TN

Greenleaves
Chamblee, GA

Ground Control Landscape, Inc.
Orlando, FL

Hawkins Nursery & Landscape
Dallas, TX

Edmund M. Hayden Inc.
Woodstock, IL

Heyser Landscaping
Norristown, PA

Hillenmeyer Nurseries
Lexington, KY

D.A. Hoerr & Sons
Peoria, Ill.

Ireland-Gannon Assoc.
Long Island, NY

TOP
50
LAND
CONTRACTORS

This alphabetical listing in no way

GREEN AND GROWING

The third annual LANDSCAPE MANAGEMENT survey of the Top 50 money-making landscape contractors in the United States is growing along with the landscape industry.

By Jeff Sobul, assistant editor

As the landscape industry grew in volume in 1987, so, too, has LANDSCAPE MANAGEMENT'S list of the Top 50 money-makers for that year.

The 50th largest company on the 1988 list, which reflects 1987 revenues, had earnings of \$3.5 million, compared with earnings of \$2.2 for last year's No. 50 company.

Not surprisingly, Environmental Industries, Calabasas, Calif., was again the top earner, with sales of \$114 million spread over its 29 branches and subsidiaries.

The Brickman Group, Jenkintown, Pa., returned to the Top 50 this year after declining to participate in the 1987 listing. The company's earnings of \$35 million put it in second place on

the 1988 list.

Nine of the top 10 companies earned at least \$10 million. The remaining seven, in order, are Moulder Brothers, Glendale, Calif. (\$20M); DeLaurentis Construction, Mamaroneck, N.Y. (\$18M); Carlacio Industries, Fullerton, Calif. (\$15M); Vidosh Brothers, Sterling Hts., Mich. (\$14.2M); Lancaster Landscapes,

Johnson Hydro Seeding Corp.
Rockville, MD

KT Enterprises
Alexandria, VA

Landscape Contractors of Illinois
Bartlett, IL

Landscape Design & Construction
Dallas, TX

Larchwood Construction Corp.
Holtsville, NY

Las Colinas Landscape Services
Irving, TX

Lied's Nursery Co.
Sussex, WI

Meadowbrook
Savannah, GA

Moulder Brothers
Glendale, CA

North Haven Gardens
Dallas, TX

Northwest Landscape Industries
Tigard, OR

Oak Brook Landscaping
Oak Brook, IL

Oyler Bros. Co.
Orlando, FL

Reinhold Landscape
Flat Rock, MI

Ruppert Landscaping
Ashton, MD

SaBell's Inc.
Englewood, CO

Scapes
Marietta, GA

Alfred L. Simpson & Co.
Atlanta, GA

Southern Tree & Landscape
Charlotte, NC

Torre & Bruglio
Landscape Contracting
Mount Clemens, MI

Valley Landscaping
Lodi, CA

Vidosh Brothers
Sterling Hts., MI

Yardmaster
Painesville, OH

TOP
LANDSCAPE
CONTRACTORS

Lambert Landscaping
Dallas, TX

Lancaster Landscapes, Inc.
Arlington, VA

THE 50 AMERICAN LANDSCAPE CONTRACTORS

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Effects rank by size or quality.

Arlington, Va. (\$13.8M); Davis Landscape Contractors, Harrisburg, Pa. (\$12M); and The Bruce Company of Wisconsin, Middleton, Wis. (\$10.7M). The No. 10 company is Oyler Brothers, Orlando, Fla. (\$9M).

The following is a list and brief description of those companies giving permission to LANDSCAPE MANAGEMENT to use the information (branch offices are in addition to a main office):

AAA Lawn Industries, Tucker, Ga., had 150 maintenance contracts and performed 20 design/build jobs for revenues of \$4.5 million in 1987. The company employs 110 peak and 50 year-round workers and maintains three branch offices.

American Landscape, Inc., Canoga Park, Calif., had revenues of \$8.4 million on 130 maintenance contracts and 75 design/build jobs in 1987. With one branch office, the company has 175 peak and 150 year-round employees.

The Brickman Group, Ltd., Jenkintown, Pa., operates three branches and employs

800 peak and 300 year-round workers. The company had sales of \$35 million for 1987. Figures were unavailable for the number of design/build jobs and maintenance contracts.

The Bruce Company, Middleton, Wis., grossed \$10.7 million on 200 design/build jobs and 45 maintenance contracts. With one branch office, the company employs 200 peak-season and 45 year-round workers.

Cagwin & Dorward, Novato, Calif., had sales of \$8.5 million on 120 design/build jobs, of which 90 were erosion control, and 250 maintenance contracts. The company employs 180 peak and 150 year-round workers and operates five branch offices.

Carlacio Landscape, Inc., Fullerton, Calif., grossed \$15 million on 20 design/build jobs and 15 maintenance contracts. From three branch offices the company sends 275 peak and 200 year-round employees.

Chapel Valley Landscape Co., Woodbine, Md., grossed \$8 million on 40 design/build jobs and 75 maintenance contracts. The company has 125 peak and 85 year-

round employees in four branch offices.

City Gardens, Inc., Newton, Mass., grossed \$5.3 million in 1987 on 200 design/build jobs and 1700 interior maintenance contracts. With its one branch office it employs 140 people year-round.

Clark-Morrell, Inc., Lithonia, Ga., grossed \$6.4 million on 115 maintenance contracts and 50 design/build jobs. The company has 130 peak and 110 year-round employees.

Clarence Davids & Sons, Blue Island, Ill., grossed \$3.75 million on 120 maintenance contracts. It has one branch office and employs 125 peak and 30 year-round people.

Davis Landscape Contractors, Inc., Harrisburg, Pa., grossed \$12 million on 50 each of design/build jobs and maintenance contracts. With four branch offices, it has 225 peak and 150 year-round employees.

DeLaurentis Construction Co., Mamaroneck, N.Y., had sales of \$18 million on about 25 design/build jobs, the biggest chunk being commercial. The company employs 160 to 170 peak and 50 year-round

THE BEST OF THE REST

The following is a list of companies with revenues between \$2 million and \$3.2 million which returned surveys:

Amlings Landscape Co. Hinsdale, IL	Industrial Landscape Services San Jose, CA
Arbor Heights Nursery Webster, NY	JBK Landscape Aurora, CO
Bland Brothers, Inc. West Jordan, UT	Kujawa Enterprises Cudahy, WI
Boyco Landscape Wilson, NC	L&L Landscape Services Santa Clara, CA
Bregenzer's Alpharetta, GA	Land Design Group Dallas, TX
Robert W. Childs Landscape Contractors Arnold, MD	Lifescapes, Inc. Canton, GA
Contra Costa Landscaping Martinez, CA	McDugald-Steel Houston, TX
Control Environmental Secausus, NJ	Richway Landscaping Kingwood, TX
Garden Gate Landscaping Silver Springs	Rood Landscaping Jupiter, Fla.
Greater Detroit Landscaping Warren, MI	Suburban Landscape Assoc. Davenport, IA
Green Carpet Landscape Worcester, MA	Varsity Sodding Service Swoyersville, PA
The Greenery Hilton Head, SC	Veldkamps Inc. Denver, CO
Greeno, Inc. Concord, MA	Virginia Turf Management Associates Norfolk, VA
The Ground Crew Arlington, TX	White Oak Landscaping Kennesaw, GA

workers.

Designs by Lee, Stamford, Conn., used 25 commercial and 200 residential design/build jobs plus 42 maintenance contracts to gross \$5.4 million. The company employs 130 peak and 30 year-round people.

Doerler Landscapes, Inc., Lawrenceville, N.J., grossed \$4.1 million on 170 design/build jobs and 85 maintenance contracts. With two branch offices, it employs 100 peak and 40 year-round employees.

Environmental Industries, Calabasas, Calif., is the largest landscape contractor in the U.S. with sales of \$114 million for 1987. The company operates three divisions with 29 branches or subsidiaries in five states. The company employs about 2,200 workers at peak and 2,000 year-round. Figures for design/build jobs and maintenance contracts were unavailable.

J. Farmer & Co., Middleton, Mass., had sales of \$4 million on 70 design/build jobs in 1987. The company employs 55 peak and 15 year-round workers.

Gibbs Landscape Co., Atlanta, Ga., has sales of more than \$6 million from its main office. The company employs 100 to 160 people to complete 1,700 design/build jobs and 600 maintenance contracts.

Greathouse Landscape Co., Nashville, Tenn., had sales of \$3.5 million on 102 design/build jobs and 114 maintenance contracts. It operates with 85 peak and 55 year-round employees.

Greenleaves, Chamblee, Ga., grossed \$7.25 million on 102 maintenance contracts and 96 design/build jobs. It has 160 peak and 90 year-round employees in two branch offices.

Ground Control Landscaping, Orlando, Fla., grossed \$4.3 million on 78 maintenance contracts and 23 design/build jobs. With one branch office it employs 115 peak and 100 year-round employees.

The Ground Crew, Arlington, Tex., grossed \$2.85 million on 210 maintenance contracts and 15 design/build contracts. Its 87 peak and 30 year-round employees work from two branch offices.

Edmund M. Hayden, Inc., Woodstock, Ill., had revenues of \$5.5 million in 1987. The company's 75 peak and 20 year-round employees performed 30 construction jobs and had 15 to 18 maintenance contracts.

Heysler Landscaping, Norristown, Pa., had revenues of \$6 million in 1987. Totals for design/build jobs and maintenance contracts were unavailable at press time. The company employs 165 peak and 65

year-round employees and operates one branch office.

Hillenmeyer Nurseries, Lexington, Ky., has 135 peak and 100 year-round employees who also operate three garden centers. In 1987, the company finished over 400 design/build jobs and had 35 maintenance contracts for revenues of \$3.5 million.

D.A. Hoerr & Sons, Peoria, Ill., reached \$5 million in sales on 300 design/build jobs and three maintenance contracts. The company has four branch offices and employs 125 peak and 75 to 80 year-round employees.

Johnson Hydro Seeding, Rockville, Md., grossed \$5.4 million on 35 design/build jobs, mostly seed establishment. The company has five branch offices and employs 85 peak and 25 year-round employees.

KT Enterprises, Alexandria, Va., operates one branch office and employs 325 peak and 150 year-round workers. The company had sales of \$8.3 million on 70 maintenance contracts serving 400 properties. Figures for design/build jobs were unavailable.

Lancaster Landscapes, Arlington, Va., had sales of \$13.8 million on 350 maintenance contracts and five design/build

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jobs. The company operates eight branch offices with 500 peak employees and 300 year-round.

Landscape Contractors of Illinois, Bartlett, Ill., completed 150 design/build jobs and had 36 maintenance contracts en route to \$8 million in sales. They were performed by 140 peak and 30 year-round employees.

Landscape Design & Construction, Dallas, Texas, had revenues of \$8.2 million on 55 to 60 design/build jobs and 285 maintenance contracts. The company operates three branches and has 260 peak and

210 year-round employees.

Larchwood Construction Corp., Holtsville, N.Y., grossed \$4 million on 20 to 30 design/build jobs and 17 maintenance contracts. The company has one branch office and 55 employees.

Las Colinas Landscape Services, Irving, Texas, used 200 maintenance contracts and 34 design/build jobs to gross \$6.5 million. It employs 250 peak and 175 year-round workers.

Lied's Landscape Design & Development, Sussex, Wis., grossed \$4 million on 1,500 design/build jobs and 300 maintenance

contracts. With one branch office it employs 210 peak and 100 year-round people.

Meadowbrook, Savannah, Ga., had revenues of just over \$4 million in 1987 on more than 100 design/build jobs and 30 maintenance contracts. The company has 40 year-round employees and peaks out at over 100.

Moulder Bros., Glendale, Calif., grossed \$20 million on 25 to 30 design/build jobs. The company employs 100 peak and 30 year-round workers.

North Haven Gardens, Dallas, Texas, reports \$3.6 million in sales on 800 to 1,000 design/build jobs and 75 maintenance contracts. The company has one branch office and employs 125 peak and 100 year-round people.

Oak Brook Landscape & Maintenance, Oak Brook, Ill., had 80 maintenance contracts and 42 design/build jobs for \$3.7 million in sales in 1987. It has 90 peak and 20 year-round employees operating two branch offices.

Oyler Bros., Orlando, Fla., had 300 maintenance contracts and 65 design/build jobs for \$9 million in sales. It has three branch offices with 300 peak and 225 year-round employees.

Ruppert Landscape Co., Ashton, Md., had \$6.1 million in sales on 140 design/build jobs and 75 maintenance contracts. The company has 125 peak and 75 year-round employees with one branch office.

SaBell's, Inc., Englewood, Colo., had gross revenues of \$8.5 million on 125 design/build jobs and 50 maintenance contracts in 1987. The company operates one branch office and employs 300 peak and 50 year-round workers.

Scapes, Marietta, Ga., grossed \$4.5 million on about 50 design/build jobs and 25 maintenance contracts in 1987. The company has 150 peak and 60 year-round employees operating one branch office.

Alfred L. Simpson & Co., Atlanta, Ga., had 150 maintenance contracts and 30 design/build jobs for \$5.0 million in sales for 1987. The company employs 120 peak and 90 year-round workers.

Southern Tree & Landscape, Charlotte, N.C., grossed \$5.4 million on 225 design/build jobs and 65 maintenance contracts. The company has four branch offices with 160 peak and 120 year-round employees.

Torre & Bruglio Landscape Contractors, Mt. Clemens, Mich., had 225 design/build jobs and 135 maintenance contracts for sales of \$3.5 million. With one branch office, it employs 85 peak and 20 year-round workers.

Valley Landscaping, Lodi, Calif., had sales of just over \$4 million on 70 design/build jobs and 80 maintenance contracts in 1987. The company employs 150 peak and 100 year-round workers.

Vidosh Brothers, Sterling Hts., Mich., grossed just over \$14.2 million on 150 design/build jobs and 75 maintenance contracts in 1987. The company operates four branch offices and employs 250 peak and 100 year-round workers.

Yardmaster, Painesville, Ohio, which employs 60 to 120 workers, did \$4 million business in 1987 from 400 design/build jobs and 125 maintenance contracts. **LM**

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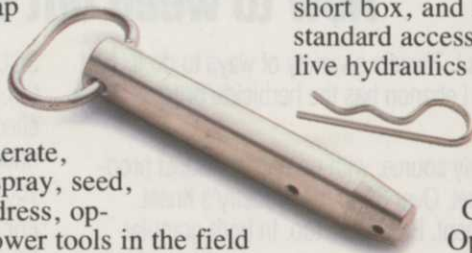
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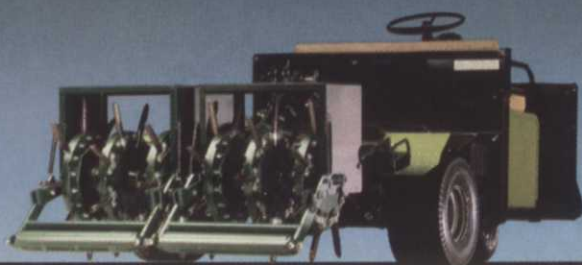
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LANDSCAPING, ALOHA STYLE

Hawaii may be a tropical paradise. But landscaping on the islands is a competitive business, in which Mulkern Landscaping has carved a niche for its customers.

by Heide Aungst, managing editor

Most people know of Ferdinand and Imelda Marcos for one of two reasons: the hostility in the Phillipines or the thousands of shoes. Kevin Mulkern of Mulkern Landscaping in Honolulu, Hawaii knows the couple by its landscape. Or, would have, if things had gone as planned.

Mulkern's company installed the landscaping at the home the Marcos' planned to purchase in their flee to Hawaii. But neighbors didn't want the Marcos' to move in. Because of the

neighborhood pressure, the infamous couple bought a home elsewhere on the island.

Still, Mulkern and his co-owner and wife, Susan, landscape many of the homes of the rich and famous on the island of Oahu.

Their business is small, but successful, amidst the competitive atmosphere of the island. Susan estimates 1987 gross sales around \$300,000. The company has seen steady growth and success since its beginning in 1975.

Back then, Kevin worked alone,

when he wasn't too busy surfing, he confesses. The business started out by the North Shore, famous for its surfing. But after several years, and more than an hour commute to most accounts, he moved it into the city. "More of the money is on this side of the island," Mulkern explains. "And now I'm within 15 minutes of all my accounts."

Susan joined the business in 1978. Today, the company employs eight workers year-round, since there's never an "off-season" in Hawaii. They