



Here it is: Our annual list of the biggest companies by revenue in the industry.

What does this elite group have in common? They're committed to profitable growth, expanding their operations and getting their names known in their service areas. Some companies took generations to reach these revenue levels and others are first-timers on the list. No matter how they got here, they all realize the importance of being market leaders.

We also know that "biggest" isn't the only indicator of "best." For every multi-million dollar company on this list, the industry has many more small companies that are just as committed to exceptional customer service, smart growth and sustained business development. Use this list as a benchmark. See where your company stacks up in terms of your business mix, your revenue, your employee breakdown and your region. Check out the LM 100's Web sites. Say hello to their owners and presidents at the next trade show or state association meeting you attend. Use this list as a resource for your own company's growth, however big or small.

Legend

MN: Maintenance
DB: Design/Build
IR: Irrigation
F: Fertilizer application
SR: Snow removal
OTHER: May include arbor care, landscape construction, retail/nursery, shrub maintenance, wholesale, holiday lighting, interiorscaping, structural pest control, grounds maintenance, golf course maintenance, composting, recycling, erosion control, property management

	Company	Headquarters	Services (by %)	Locations	Employees (full time / part time)	Revenue (in millions)	Principal	Web site / E-mail
1	The TruGreen Cos.	Memphis, TN	MN 28, F 59, SR 1, Other 12	390	20,860 FT / 2,512 PT	1.5 billion	Dennis Sutton, Pres / CEO	www.trugreen.com
2	ValleyCrest Cos.	Calabasas, CA	Not reported	100	9,000 FT	750	Burton S. Sperber, CEO	www.valleycrest.com
3	The Davey Tree Expert Co.	Kent, OH	Not reported	Not reported	5,500 FT / 600 PT	470	R. Douglas Cowan	www.davey.com
4	Brickman	Gaithersburg, MD	MN 70, DB 15, IR 5, SR 10	125	1,800 FT / 5,000 PT	450	Scott Brickman, Pres / CEO	www.brickmangroup.com
5	Scotts Lawn Service	Marysville, OH	F 100	Not reported	Not reported	245	Tim Portland, Pres	www.scottslawnservice.com
6	Gothic Landscaping	Valencia, CA	MN 12, IR 20, Other 68	9	1,800 FT	175	Michael Georgio, CEO	www.gothiclandscape.com
7	Initial Tropical Plants	Riverwoods, IL	Not reported	40	1,300 FT / 100 PT	109	Jeff Mariola, Pres	www.initialplants.com
8	Weed Man	Mississauga, ON, Canada	F 100	320	750 FT / 2,500 PT	94.5 Canadian	Des Rice, Pres / Owner	www.weed-man.com
9	Lawn Doctor	Holmdel, NJ	IR 1, F 90, Other 9	491	2,400 FT / 600 PT	92	Russell Frith, Pres / CEO	www.lawndoctor.com
10	OneSource Landscape & Golf Services	Tampa, FL	MN 75, DB 10, IR 2, F 3, SR 1, Other 9	Not reported	1,200 FT / 200 PT	78	William LeBaron, Mng Dir	www.one-source.com
11	Vila & Son Landscaping	Miami, FL	MN 15, DB 5, IR 15, Other 65	4	650 FT	62.3	Juan Vila, Pres / CEO	www.vila-n-son.com
12	American Civil Constructors	Littleton, CO	MN 30, SR 5, Other 65	6	400 FT	55	Todd Williams, VP	www.aconstructors.com
13	Chapel Valley Landscape	Woodbine, MO	MN 35, DB 50, IR 10, SR 5	4	300 FT / 200 PT	49	James D. Reeve, Pres / CEO	www.chapelvalley.com
14	Ruppert Nurseries	Laytonville, MD	MN 29, DB 65, SR 2, Other 4	8	360 FT	46	Craig Ruppert, CEO	www.ruppertnurseries.com
15	SavATree	Bredford Hills, NY	Other 100	18	500 FT	45	Daniel Van Starrenburg, Pres	www.savatree.com
16	Autumn Landscaping	Englewood, CO	MN 10, DB 30, IR 30, F 5, SR 20, Other 5	1	550 FT	44	Marc Robinson, Owner	Not reported
17	The Bruce Co. of Wisconsin	Middleton, WI	MN 20, DB 38, IR 2, SR 5, Other 35	2	200 FT / 425 PT	42.6	Bliss Nicholson, Pres	www.thebrucecompany.com
18	Acres Group	Wauconda, IL	MN 42.5, DB 4.5, SR 23.5, Other 29.5	4	106 FT / 605 PT	42.5	Not reported	www.acresgroup.com
19	Grounds Control	San Antonio, TX	MN 50, DB 35, IR 15	6	280 FT	42	Dale Micetic, Pres	www.groundscontrol.com
20	Landscape Concepts Construction	Richmond, IL	MN 10, DB 83, IR 3, F 1, SR 3	3	260 FT	40	Peter DeVore, Pres	www.lccon.com
21	Jensen	Cupertino, CA	MN 30, Other 70	5	275 FT	37	ESOP	www.jensencorp.com
22	Lipinski Landscape & Irrigation	Marlton, NJ	MN 25, DB 28, IR 2, SR 45	1	50 FT / 75 PT	36.25	Robert Lipinski, CEO / Chairman	www.lipinskiland.com
23	Sun City Landscapes	Las Vegas, NV	DB 100	1	420 FT	35	Louie Polish Jr, Owner	www.suncityls.com
24	Teufel Landscape	Portland, OR	MN 20, DB 65, IR 15	3	306 FT / 63 PT	35	Larry Teufel, Pres	www.teufel.com
25	Toll Landscape	Lambertville, NJ	MN 8, DB 92	14	74 FT / 173 PT	35	Mark Culichia, Assistant VP / Director	www.tollandscape.com
26	Tropics North	Homestead, FL	MN 50, DB 45, IR 5	7	375 FT / 25 PT	35	Charles Gonzalez, Pres	www.tropicsnorth.net
27	AAA Landscape	Tucson, AZ	MN 50, Other 50	2	500 FT	34	Robert Underwood, Pres	www.aaalandscape.com
28	The Groundskeeper	Tucson, AZ	MN 60, DB 40	6	635 FT	33	Anil Hiremath, CEO	www.groundskeeper.com
29	Cagwin & Dorward	Novato, CA	MN 54, DB 26, IR 7, Other 13	13	406 FT / 1 PT	32.79	Dennis Dougherty, Pres / CEO	www.cagwin.com
30	Nanak's Landscaping	Longwood, FL	MN 100	4	600 FT	31.5	Sampuran Khalsa, Pres	www.nanaks.com
31	Marina Landscape	Anaheim, CA	MN 10, IR 40, Other 50	1	250 FT	30	Robert Cowan, Pres	www.marinaco.com
32	Clintar Groundskeeping Services	Markham, ON, Canada	MN 32, DB 10, IR 8, SR 50	18	175 FT / 275 PT	29 Canadian	Robert Wilton, Pres	www.clintar.com
33	Groundmasters	Loveland, OH	MN 60, DB 8, IR 2, F 5, SR 8, Other 17	7	170 FT / 250 PT	27.5	Michael Rorie, Pres	www.groundmasters.com
34	The Chalet Landscape Division	Wilmette, IL	MN 20, DB 40, IR 2, Other 38	1	150 FT / 320 PT	27	Larry Thalman III, Pres	www.chaletnursery.com
35	The Greenery	Hilton Head, SC	MN 60, DB 22, IR 11, Other 7	2	350 FT / 25 PT	26.5	Berryman Edwards, Pres	www.thegreeneryinc.com
36	Naturalawn of America	Frederick, MD	F 95, Other 5	60	14 FT /	26	Philip Catron, Pres	www.nl-amer.com
37	Spring-Green	Plainfield, IL	F 95, Other 5	65	not reported	25.75	Thomas Hofer, Exec VP	www.spring-green.com
38	Mainscape	Fishers, IN	MN 57, DB 11, IR 3, F 6, SR 23	13	100 FT / 200 PT	25	Zig & David Mazanowski, CEOs	www.mainscape.com
39	Odyssey Landscape	Stockton, CA	MN 6, DB 31, IR 30, Other 33	2	298 FT / 54 PT	25	Martin Gates, CEO	www.odysseylandscape.com
40	Scott Byron & Co.	Lake Bluff, IL	MN 30, DB 70	1	85 FT / 200 PT	25	Scott Byron, Pres	www.scottbyron.com
41	LMI Landscapes	Carrollton, TX	MN 18, IR 25, Other 57	2	300 FT	24	Jody O'Donnell, Pres	www.lmilandscapes.com
42	Piedmont Landscape	Tucker, GA	MN 40, DB 10, IR 7, F 3, Other 40	1	200 FT / 50 PT	24	Phil Walters, Principal	www.piedmontlandscape.com
43	Ecoscope Solutions Group	Huntersville, NC	MN 12, DB 60, IR 17, F 2, Other 9	3	265 FT	23.5	Chip Eleazer, Pres / COO; Tony Pope, CEO	www.ecoscape.com
44	Realty Landscaping Corp.	Newton, PA	MN 23, DB 66, IR 7, SR 4	5	70 FT / 180 PT	23	Clifford Greer, Pres	www.realtylandscaping.com
45	Dennis' 7 Dees Landscaping & Garden Ctrs	Portland, OR	MN 16, DB 52, IR 14, Other 18	1	275 FT / 25 PT	22	David Snodgrass, Pres	www.dennis7dees.com
46	Urban Farmer	Thornton, CO	MN 20, DB 10, IR 40, F 5, SR 20, Other 5	1	200 FT / 400 PT	22	Frank Moyer, VP of Business Development	www.urbanfarmerinc.com
47	W.H. Canon Co.	Romulus, MI	MN 25, SR 5, Other 70	1	225 FT	21.6	William H. Canon, Pres	www.whcanon.com
48	David J. Frank Landscape Contracting	Germantown, WI	MN 35, DB 40, IR 5, F 5, SR 10, Other 5	3	250 FT / 100 PT	21.4	David Frank, Pres / CEO	www.davidjfrank.com
49	Benchmark Landscape	Poway, CA	MN 25, Other 75	1	300 FT	20.25	John Mohns, Pres	www.benchmarklandscape.com
50	The Highridge Corp.	Issaquah, WA	MN 23, DB 64, IR 13	1	295 FT / 1 PT	20	Michael Bushmaker, Pres	www.highridge.com

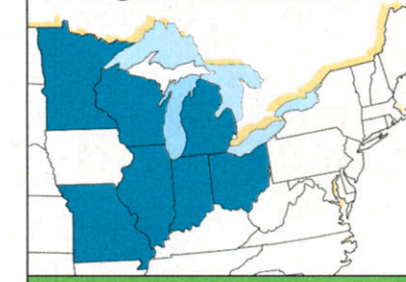
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51	McHale Landscape Design	Upper Marlboro, MD	MN 10, DB 90	2	200 FT	19	Kevin Mchale, Pres	www.mchalelandscape.com
52	Sierra Landscape Co.	Palm Desert, CA	MN 5, DB 45, IR 35, Other 15	1	168 FT	19	George Gonzalez, Pres	www.sierralandscape.com
53	Complete Landscaping Service	Bowie, MD	MN 60, DB 2, IR 10, F 2, SR 5, Other 21	2	136 FT / 425 PT	18.5	Don Stelfox, Owner	www.completelandscaping.com
54	Land-Tech Enterprises	Warrington, PA	MN 20, DB 30, SR 10, Other 40	1	200 FT / 28 PT	18	Mark Stein, COO	www.landtechenterprises.com
55	Outside Unlimited	Hampstead, MD	MN 5, DB 20, IR 15, SR 5, Other 55	2	165 FT	18	Michael Martin, VP	www.outside-unlimited.com
56	Northwestern Landscape Co.	Puyallup, WA	MN 65, Other 35	4	325 FT	17.8	Jonathan Bartels, Pres	www.nwlco.com
57	Swingle Lawn, Tree and Landscape	Denver, CO	IR 5, F 49, SR 2, Other 44	2	180 FT / 40 PT	17.8	Tom Tolkacz, Pres	www.myswingle.com
58	Clarence Davids & Co.	Matteson, IL	MN 39, DB 50, F 5, SR 6	2	75 FT / 200 PT	17.7	William Davids, Pres	www.clarencedavids.com
59	Gachina Landscape Management	Menlo Park, CA	MN 60, DB 34, IR 6	5	281 FT / 3 PT	17	John P. Gachina, Pres	www.gachina.com
60	Western DuPage Landscaping	Naperville, IL	MN 30, DB 70	2	180 FT / 4 PT	16.5	Stephen Brodt, Pres/ Owner	www.westerndupagelandscaping.com
61	Senske Lawn & Tree Care	Kennewick, WA	MN 20, IR 2, F 65, SR 2, Other 11	6	150 FT / 75 PT	16	Chris Senske, Pres	www.senske.com
62	Girard Environmental Services	Sanford, FL	MN 24, DB 55, IR 8, F 6, Other 7	1	160 FT /	15.8	Richard A. Gerard, Chairman / CEO; William R. Girard, Pres / COO	www.girardonline.com
63	Heads Up Landscape Contractors	Albuquerque, NM	MN 25, DB 55, IR 20	1	165 FT / 70 PT	15.5	Gary Mallory, Pres	www.headsuplandscapecontractors.com
64	Arazoza Brothers Corp.	Homestead, FL	Not reported	1	115 FT / 2 PT	15	Alberto Arazoza, Pres	www.arazozabrothers.com
65	DuBrow's Nurseries	Livingston, NJ	MN 33, DB 33, IR 5, F 4, SR 25	5	75 FT / 150 PT	15	Sheldon DuBrow, Pres	www.dubrows.com
66	New Garden Landscaping & Nursery	Greensboro, NC	MN 30, DB 30, IR 10, Other 30	1	125 FT / 75 PT	15	Morris Newlin, Pres	www.newgarden.com
67	Visionscapes	Tucker, GA	MN 15, DB 85	4	92 FT / 60 PT	14.5	Greg Coleman, CEO	www.evisionscapes.com
68	Dora Landscaping Co.	Apopka, FL	MN 30, IR 12, Other 58	1	Not reported	14	James Oyler, Pres	doraland@mindspring.com
69	Gibbs Landscape Co.	Smyrna, GA	MN 80, DB 18, IR 2	3	200 FT	14	Peter Copses, VP	www.gibbslandscape.com
70	Bio Landscape & Maintenance	Houston, TX	MN 22, DB 39, IR 14, F 2, Other 23	1	300 FT	13.6	Robert Taylor, Pres	www.biolandscape.com
71	Bozzuto Landscaping Co.	Laurel, MD	MN 75, DB 25	5	100 FT / 150 PT	13.6	Thomas Davis, Pres	www.bozzuto.com
72	Ocean Woods Landscaping	Hilton Head Island, SC	MN 60, DB 38, IR 2	1	180 FT / 30 PT	13	Joe Short, Pres	www.oceanwoods.com
73	Beary Landscaping	Lockport, IL	MN 11, DB 28, IR 2, F 7, SR 4, Other 48	2	23 FT / 140 PT	12.65	Brian Beary, Pres	www.bearylandscaping.com
74	Arteka Cos.	Minneapolis, MN	MN 20, DB 5, IR 20, F 5, SR 5, Other 45	1	25 FT / 100 PT	12.6	Stewart Hanson, Pres	www.artekacompanies.com
75	James River Grounds Management	Glen Allen, VA	MN 92, IR 3, SR 5	3	67 FT / 158 PT	12.5	Maria Candler, Pres	www.jrgm.com
76	Lied's Nursery Co.	Sussex, WI	MN 30, DB 62, Other 8	1	167 FT / 33 PT	12.2	Robb Lied, Pres; Tom Lied, CEO	www.lieds.com
77	Highway Nurseries	Atlanta, GA	MN 60, DB 40, Other 20	2	210 FT	12.1	Jim McQuinn, CEO	www.highwaynurseries.com
78	PROscape	Orlando, FL	MN 51, DB 34, IR 10, F 5	2	210 FT	12.1	Larry O'Dell, Pres	www.proscape.biz
79	Christy Webber Landscapes	Chicago, IL	MN 40, DB 60	2	35 FT / 110 PT	12	Christy Webber, Pres	www.christywebber.com
80	Naturescape dba Alpine Gardens	Greeley, CO	MN 5, DB 50, IR 15, Other 30	2	60 FT / 100 PT	12	Jack Fetig, Pres	www.alpinelandscaping.com
81	Parker Interior Plantscape	Scotch Plains, NJ	MN 80, DB 20	1	200 FT / 20 PT	12	Richard Parker, Pres	www.parkerplants.com
82	Complete Property Maintenance	Coconut Creek, FL	MN 67, DB 12, IR 3, F 3, Other 15	1	250 FT / 30 PT	11.5	Larry Elster, Pres	completeproperty@bellsouth.net
83	ILT Vignocchi	Wauconda, IL	MN 30, DB 60, IR 5, SR 2, Other 3	1	33 FT / 150 PT	11.5	Donna Vignocchi, Pres	www.iltvignocchi.com
84	Lambert Landscape Co.	Dallas, TX	MN 25, DB 59, IR 2, Other 14	1	92 FT / 3 PT	11.5	Daniel Morgan, CEO	www.lamberts.net
85	Yardmaster	Painesville, OH	MN 50, DB 35, IR 3, F 2, SR 10, Other 12	5	125 FT / 150 PT	11	Kurt Kluznik, Pres	www.yardmaster.com
86	Intermountain Plantings	Bluffdale, UT	MN 2, DB 58, IR 38, SR 2	1	25 FT / 50 PT	10.75	Kyle Thomas, Pres	www.intermountainplantings.com
87	New Way Landscape & Tree Services	San Diego, CA	MN 75, DB 10, IR 6, Other 9	4	160 FT	10.5	Randy Newhard, Pres	www.newwaypro.com
88	Gardeners' Guild	San Rafael, CA	MN 51, DB 37, IR 4, Other 8	3	125 FT	10.4	ESOP	www.gardenersguild.com
89	Plantique	Allentown, PA	MN 16, DB 80, F 2, SR 2	1	70 FT / 25 PT	10	Jeffrey A. Amici, COO	www.plantique.com
90	The Byrd's Group	Charlotte, NC	MN 62, DB 30, IR 8	1	100 FT / 65 PT	9.8	Bobby W. Byrd, Pres	www.byrdsgroup.com
91	Del Conte's Landscaping	Fremont, CA	MN 37, DB 23, IR 10, Other 30	1	110 FT	9	Tom Del Conte, Pres	www.dclandscaping.com
92	Kujawa Enterprises	Oak Creek, WI	MN 40, DB 15, SR 25, Other 20	3	40 FT / 100 PT	9	Sally Kujawa, Pres	www.keigroup.com
93	Peabody Landscape Group	Columbus, OH	MN 32, DB 23, IR 5, F 3, SR 2, Other 35	1	55 FT / 90 PT	9	David Peabody, Pres	www.peabodylandscape.com
94	Massey Services	Maitland, FL	IR 3, F 97	54	668 FT / 4 PT	8.9	Harvey L. Massey, Pres / CEO	www.masseyservices.com
95	Masters Green	Novi, MI	F 85, Other 15	1	130 FT / 5 PT	8.8	Paul Wagner, Pres	www.mastersgreen.com
96	Carol King Landscape Maintenance	Orlando, FL	MN 65, DB 22, IR 5, F 4, Other 4	1	122 FT / 44 PT	8.1	Jerry Bachand, Pres / CEO	www.carolkinglandscapes.com
97	Cornerstone Tree Farm	Dade City, FL	MN 25, DB 45, IR 10, F 5, Other 15	1	155 FT / 5 PT	8	John Faulkner, Pres	www.cornerstonetreefarm.com
98	Greenstar Management Co.	League City, TX	MN 75, DB 15, IR 5, F 5	1	95 FT / 65 PT	8	Michi McClain, Pres	greenstarcompany@netscape.net
99	Grant & Power Landscaping	West Chicago, IL	MN 18, DB 62, SR 20	1	18 FT / 65 PT	7.5	Gene Grant, CEO	www.grantandpower.com
100	Park Landscape Services	Atlanta, GA	MN 55, DB 45	1	80 FT / 5 PT	6.5	Donald J. Rutzen, Pres	www.parklandscapeservices.com



It's beautiful

More list-makers report that they're getting into landscape enhancements this year: Design/build, installation and general site improvement are all revenue builders.

The biggest region represented on the list this year is the Midwest; 26 of the top 100 hail from these states. This region finds opportunity in heavy snow seasons, constant business for maintenance companies and the growing popularity of irrigation installations.



Talk back

We want to know what you think of our LM 100 list. Want to see more or different service breakdowns? Want to sound off about the pros and cons of big vs. small? Join the discussion online at our blog, www.landscapemanagement.blogspot.com.