

# LM 100

## BIG 50 COMPANIES

These companies are the largest for a reason: they deliver quality service at a fair price year after year. Because of them — and thousands of other smaller landscape, grounds maintenance and lawn care companies — all of us can enjoy the feel of soft green grass under our feet, the scent of blooming roses, the quiet murmur of a backyard pond. These companies are as unique as their services.

Company	Headquarters	Branches & franchises	Services	Employees
1 The TruGreen Cos.	Memphis, TN	300	MN 30%, LC 65%, Other 5%	25,000
2 ValleyCrest Cos.	Calabasas, CA	75	—	7,800
3 The Brickman Group, Ltd.	Langhorne, PA	110	MN 83%, DBI 11%, IR 4%, Other 2%	5,500
4 The Davey Tree Expert Co.	Kent, OH	65	MN 20%, Other 80%	5,000
5 American Civil Constructors	Littleton, CO	15	MN 10%, DBI 15%, IR 5%, Other 70%	1,500
6 Scotts Lawn Service	Marysville, OH	65	LC 100%	1,200
7 Gothic Landscape	Valencia, CA	8	MN 15%, DBI 85%	1,200
8 Weed Man	Mississauga, ON, Canada	301	LC 100%	1,800
9 OneSource Landscape & Golf Svcs	Tampa, FL	21	MN 80%, DB 3%, IR 3%, Other 14%	1,100+
10 Lawn Doctor, Inc.	Holmdel, NJ	75	LC 100%	470
11 Allin Cos.	Erie, PA	18	MN 4%, DB 7%, IR 1%, Other 87%	95
12 Omni Facility Svcs, Landscape Group	Norristown, PA	15	MN 70%, DBI 10%, IR 5%, Other 15%	640
13 American Landscape Cos.	Canoga Park, CA	10	MN 25%, LS 45%, IR 20%, Other 10%	800
14 Vila and Son Landscaping	Miami, FL	3	MN 13%, DBI 57%, IR 18%, Other 12%	620
15 Acres Group	Wauconda, IL	3	MN 42%, DB 7%, Other 51%	550
16 Grounds Control/Terrain	San Antonio, TX	4	MN 50%, DBI 40%, IR 10%	700
17 Chapel Valley Landscape	Woodbine, MD	4	MN 40%, DBI 50%, IR 10%	450
18 Marina Landscape	Anaheim, CA	3	MN 5%, IR 40%, LC 50%, Other 5%	300
19 The Bruce Co. of Wisconsin	Middleton, WI	2	MN 28%, DB 45%, IR 2%, Other 25%	550
20 Landscape Concepts	Grayslake, IL	6	MN 35%, DBI 54%, IR 3%, Other 8%	420
21 The Celtis Group	San Jose, CA	4	MN 24%, IR 35%, Other 41%	450
22 The Groundskeeper	Tucson, AZ	6	MN 55%, DB 30%, IR 10%, Other 10%	600
23 Jensen Corp.	Cupertino, CA	5	MN 33%, Construction 64%	250
24 Oak Leaf	Anaheim, CA	1	MN 3%, IR 30%, LC 62%, Other 5%	400
25 Lipinski Landscape & Irrigation	Marlton, NJ	2	MN 40%, DBI 45%, IR 10%, Other 5%	310
26 Cagwin & Dorward	Novato, CA	12	MN 51%, DBI 25%, IR 10%, Other 14%	325
27 Mariani Landscape	Lake Bluff, IL	2	MN 50%, DBI 49%, Other 1%	380
28 The Chalet Landscape Div.	Wilmette, IL	2	MN 15%, DB 45%, IR 3%, LCC 2%, Other 35%	300
29 Urban Farmer	Thornton, CO	2	MN 25%, DBI 75%	350
30 AAA Landscape	Phoenix, AZ	2	MN 45%, DBI/IR 2%, Other 53% (commercial installation)	300
31 CoCal Landscape Contractor	Denver, CO	4	MN 50%, DB 40%, IR 10%	450
32 Scott Byron & Co.	Lake Bluff, IL	—	MN 30%, DBI 70%	250
33 Nanak's Landscaping	Orlando, FL	3	MN 90%, DB 1%, IR 3%, LC 3%, Other 3%	450
34 NaturaLawn of America	Frederick, MD	73	LC 100%	14
35 The Greenery	Hilton Head, SC	2	MN 44%, DBI 42%, IR 6%, Other 8%	360
36 Tropics North	Miami, FL	4	MN 60%, DB 35%, IR 5%	300
37 Spring-Green Lawn Care	Plainfield, IL	95-100	LC 95%, Other 5%	—
38 WH Canon	Romulus, MI	1	MN 20%, DBI 80%	200
39 McFall & Berry	McLean, VA	4	MN 85%, DB 14%, IR 1%	260
40 Clintar Groundskeeping Svcs	Toronto, ON, Canada	15	MN 85%, DBI 10%, IR 5%, Other 50%	400
41 Great Oaks	Novi, MI	1	MN 27%, DB 73%	180
42 LMI Landscapes	Carrollton, TX	3	MN 20%, DBI 50%, IR 20%, Other 10%	180
43 Odyssey	Stockton, CA	1	MN 9%, DB 30%, IR 46%, Other 15%	245
44 Clarence Davids & Co.	Chicago, IL	2	MN 47%, DBI 47%, LC 7%	300
45 HighGrove Partners	Smyrna, GA	3	MN 70%, DBI 30%	200
46 Dora Landscaping	Apopka, FL	1	MN 25%, DB 48%, IR 22%, Other 5%	100
47 The Highridge Corp.	Issaquah, WA	2	MN 22%, DBI 65%, IR 13%	250
48 New Garden Landscape & Nursery	Greensboro, NC	2	MN 28%, DBI 27%, IR 6%, Retail 39%	200
49 Western DuPage Landscaping	Naperville, IL	2	MN 25%, DBI 75%	175
50 DuBrow's Nurseries	Livingston, NJ	5	MN 45%, DBI 45%, IR 15%	250

\*estimated

# LEGEND

**Note:** Asterisk in revenues means based on estimates from competitor, others are self-reported

**AC:** ARBOR CARE

**CM:** COMMERCIAL  
**DB / DBI:** DESIGN/BUILD;  
 DESIGN/BUILD/INSTALL  
**EC:** EROSION CONTROL  
**GC:** GOLF COURSE

**g.ctr.:** GARDEN CENTER  
**GV:** GOVERNMENT  
**HS:** HARDSCAPE  
**ID:** INDUSTRIAL  
**IS:** INTERIORSCAPE

**IR:** IRRIGATION  
**LC:** LAWN CARE  
**MIN:** MAINTENANCE  
**PC:** PEST CONTROL  
**PL:** POND/LAKE

**PS:** POWERSEED / HYDROSEED  
**RS:** RESIDENTIAL  
**RV:** RENOVATION  
**SR:** SNOW REMOVAL  
**ST:** SPORTS TURF

Revenues (in millions)	Expected changes	Years in Business	Principal	URL/e-mail
\$1.4 billion*	—	30	Don Karnes, Pres.	www.trugreen.com
675	9.2%	55	Andrew J. Mandell, CEO	www.valleycrest.com
380	8.4%	65	Scott W. Brickman, Pres./CEO	www.brickmangroup.com
370	8%+	124	Doug Cowan, Chairman/CEO	www.davey.com
200	28.9%	29	Chris Graeber, COO	www.aconstructors.com
150	8%+	6	Tim Portland, Sr. VP	www.scottslawnservice.com
95	8.4%+	20	Michael C. Georgio, CEO	www.gothiclandscape.com
95 C\$	8%+	34	Michael Kernaghan, COO	www.weed-man.com
80	—	5	Ronald E. Schmoyer, Pres.	www.onesourcelandscapeandgolf.com
78	8%+	37	Russell J. Frith, Pres./CEO	www.LawnDoctor.com
58	8%	26	John Allin, Pres.	www.allinco.com
51.5	.9%+	6	Mark Allen, VP	www.omnifacility.com
50	—	31	Mickey Strauss, Pres.	www.americanlandscape.com
50	.9%+	20	Juan Carlos Vila, Pres./CEO	www.vila-n-son.com
42	—	21	Sherm Fields, VP	www.acresgroup.com
42	9.5%+	16	Al Honigblum, Pres.	www.sanitorsinc.com
40	8%	36	J. Landon Reeve, CEO	www.chapelvalley.com
40	8%+	32	Robert Cowan, Pres.	www.marinaco.com
37	9%+	52	Bliss C. Nicholson, Pres./COO	www.bruceco.com
36	8%+	23	Mike Kerton, Pete DeVore, Owners	www.landscapeconcepts.com
33	—	28	Michael S. Grey, Exec. VP	www.diabolandscape.com
32	8.7%+	28	Kevin Killmer, Pres.	www.groundskeeper.com
30	—	35	Quang Trinh, CFO	www.jensencorp.com
30	—	22	Tom Eccles, VP	www.oakleaflandscape.com
28.5	—	28	Robert A. Lipinski, Chairman	www.lipinskiland.com
26.6	9.8%+	49	Wayne Richards, VP/COO	www.cagwin.com
24	—	46	Frank Mariani, Owner/CEO	www.marianilandscape.com
24	—	97	Kevin Marko, Div. Mgr.	www.chaletlandscape.com
23.8	—	21	David L. Tollefson, Pres.	www.urbanfarmerinc.com
23	—	30	Richard Underwood, VP	www.aalandscape.com
23	7%+	12	Jesus "Chuy" Medrano and Tom Fochtman	www.cocal.com
23	—	21	Scott Byron, Owner	www.scottbyron.com
23	—	26	Sampuran Khalsa	www.nanaks.com
22	—	17	Philip Catron, Pres.	www.nl-amer.com
22	—	22	B. W. Edwards, Pres.	www.thegreenery.com
21	—	31	Charles L. Gonzalez, Pres.	www.tropicsnorthinc.com
21	—	27	Tom Hofer, Pres.	www.spring-green.com
20	—	11	William H. Canon, Pres.	www.whcanon.com
19.1	8.5%	16	Mark D. McFall, Pres.	www.mcfallandberry.com
19 C\$	8%+	31	Robert C. Wilton, Pres.	www.clintar.com
18	—	18	Gary Roberts, Pres.	www.greatoaklandscape.com
18	8.3%	17	Jody M. O'Donnell, Pres.	www.lmilandscapes.com
17	—	22	Frank Adams, Pres.	www.odysseylandscape.com
16.5	—	53	Gary Borgman, VP	www.clarencedavids.com
16.3	—	3	Jim McCutcheon, COO	www.highgrove.net
16	—	28	James H. Oyley, Pres.	www.dorallandscapingcompany.com
16	—	19	Marylou Rossman, CFO	www.highridge.com
16	—	27	J. Morris Newlin, Pres.	www.newgarden.com
16	—	28	Steve Brodt, Pres.	www.wdline.com
15.5	—	46	Michael Branch, COO	www.dubrows.com