

COVER STORY

2013 rank	Company Name	Headquarters	2012 Revenue	% change from 2012	% expected for 2013	Total Employees	Number of Locations
1	TruGreen Cos.	Memphis, Tenn.	\$979,100,000	-11	n/a	10,000	n/a
2	ValleyCrest Landscape Companies	Calabasas, Calif.	\$880,000,000	3.5	n/a	10,500	150
3	The Brickman Group	Gaithersberg, Md.	\$821,000,000	-2.8	n/a	11,000	152
4	The Davey Tree Expert Company	Kent, Ohio	\$680,153,000	5.3	n/a	7,323	n/a
5	USM	Norristown, Pa.	\$350,000,000	-4.5	4.3	678	2
6	Scotts LawnService	Marysville, Ohio	\$317,000,000	6.5	6	2,500	178
7	TruGreen LandCare	Ijamsville, Md.	\$248,000,000*	n/a	n/a	n/a	n/a
8	Bartlett Tree Experts	Stamford, Conn.	\$183,000,000	9.6	7	1,430	97
9	U.S. Lawns	Orlando, Fla.	\$128,450,000	10	5	1,800	261
10	Weed Man	Mississauga, Ontario	\$118,891,689	8	20	3,250	353
11	Ambius	Buffalo Grove, Ill.	\$99,300,000	9	0	1,109	35
12	Lawn Doctor	Holmdel, N.J.	\$94,094,170	6	6	50	452
13	Gothic Landscape	Valencia, Calif.	\$88,000,000	26	5	1,200	9
14	Yellowstone Landscape Group	New Canaan, Conn.	\$85,500,000	9	0	1,486	18
15	Ferrandino & Son	Farmingdale, N.Y.	\$79,000,000	35	20	325	2
16	SavATree	Bedford Hills, N.Y.	\$72,800,000	7	8	606	24
17	Ruppert Landscape	Laytonville, Md.	\$72,549,000	14	18	725	16
18	Massey Services	Orlando, Fla.	\$55,163,655**	9.6	15	1,341	99
19	Merit Service Solutions****	Marlton, N.J.	\$52,300,000	-8	20	200	2
20	Clintar Landscape Management	Markham, Ontario	\$51,400,000	2	5	550	25
21	Marina Landscape	Anaheim, Calif.	\$50,300,000	9	3	600	3
22	Mainscape	Fishers, Ind.	\$49,300,000	3	10	610	15
23	Environmental Earthscapes/Groundskeeper	Tucson, Ariz.	\$45,359,645	7	0	800	13
24	NaturalLawn of America	Frederick, Md.	\$41,772,035	10	3	350	65
25	OneSource Landscape and Golf Services, an ABM company	Tampa, Fla.	\$40,00,000***	0	2	650	12
26	Acres Group	Wauconda, Ill.	\$38,970,000	2	8	734	4
27	Spring-Green Lawn Care	Plainfield, Ill.	\$38,937,000	7.8	9	460	74
28	Lucas Tree Expert Co.	Portland, Maine	\$38,000,000	15	9	450	4
29	Jensen Corp.	San Jose, Calif.	\$37,500,000	1	n/a	318	9
30	The Greenery	Hilton Head Island, S.C.	\$34,400,000	12	10	545	5
31	Denison Landscaping	Fort Washington, Md.	\$33,950,000	-5	5	n/a	3
32	Greenscape	East Taunton, Mass.	\$33,000,000*	2	n/a	n/a	6
33	Choate USA	Carrollton, Texas	\$32,373,081*	0	n/a	n/a	7
34	Mariani Landscape	Lake Bluff, Ill.	\$31,820,000	1	9	449	2
35	Christy Webber Landscapes	Chicago	\$31,000,000	9	10	350	4
36	Cagwin & Dorward	Novato, Calif.	\$30,700,000	8	n/a	350	14
37	Gothic Grounds Management	Valencia, Calif.	\$28,951,221	9	5	450	8
38	The Bruce Co. of Wisconsin	Middleton, Wis.	\$28,400,000	-11	n/a	430	2
39	Mission Landscape Cos.	Wilmette, Ill.	\$27,582,460	14	11	540	8
40	Maldonado Nursery & Landscaping	San Antonio	\$27,000,000	56	-5	300	5
41	ISS Grounds Control	San Antonio	\$26,000,000	-13	5	430	7
42	Terracare Associates	Littleton, Colo.	\$25,562,502	1	9	438	6
43	Landscape Concepts Management	Grayslake, Ill.	\$25,515,000*	5	n/a	n/a	6
44	Sebert Landscaping	Bartlett, Ill.	\$25,057,000	15	15	350	5
45	AAA Landscape	Phoenix	\$24,764,509	-1.4	2.7	427	3
46 (t)	Nutri-Lawn	Toronto	\$24,000,000	5	5	250	28
46 (t)	Chalet Nursery, Landscape and Garden Center	Lake Bluff, Ill.	\$24,000,000	-3	4	300	1
48	Complete Landscaping	Bowie, Md.	\$23,764,500*	-10	n/a	n/a	1
49	Ryan Lawn & Tree	Overland Park, Kan.	\$23,500,000	15	10	215	7
50	McFall and Berry Landscape Management	Annandale, Va.	\$23,400,000	n/a	0	300	5

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51 (t)	Chapel Valley Landscape Company	Woodbine, Md.	\$23,000,000	2	2	315	n/a
51 (t)	Shearon Design	Plymouth Meeting, Pa.	\$23,000,000	5	9	487	n/a
53 (t)	Rotolo Consultants	Slidell, La.	\$22,000,000	35	20	230	6
53 (t)	Scott Byron and Co.	Irvine, Calif.	\$22,000,000	-8	10	240	1
55	Russell Landscape Group	Dacula, Ga.	\$21,974,929	9	3	450	14
56	Metroplex Garden Design Landscaping	Dallas	\$21,800,000	4	15	n/a	3
57	Senske Lawn & Tree Care	Kennewick, Wash.	\$21,600,000	11	10	350	7
58	Environmental Management	Plain City, Ohio	\$21,500,000	n/a	n/a	n/a	n/a
59	Bemus Landscape	San Clemente, Calif.	\$21,100,000	1	10	400	5
60 (t)	Girard Environmental Services	Sanford, Fla.	\$21,000,000	8	10	360	8
60 (t)	McHale Landscape	Upper Marlboro, Md.	\$21,000,000	25	2	200	4
62	Gachina Landscape Management	Menlo Park, Calif.	\$20,956,672	3	6	318	3
63	D. Shumacher Landscaping	W. Bridgewater, Mass.	\$20,600,000	5	5	180	2
64	James River Grounds Management	Glen Allen, Va.	\$20,538,000	-5	5	330	6
65	Swingle Lawn, Tree, and Landscape Care	Denver	\$19,695,379	12.9	1.9	220	2
66	Teufel Landscape	Hillsboro, Ore.	\$19,600,000	0.5	7	278	2
67	Urban Farmer	Thornton, Colo.	\$18,893,275	4	0	250	1
68	Gibbs Landscape Co.	Smyrna, Ga.	\$18,800,000	4	6	282	3
69	CleanScapes	Austin, Texas	\$18,500,000	n/a	n/a	290	2
70	Naturescape	Muskego, Wis.	\$18,339,021	9	10	185	28
71	Dixie Landscape Co.	Medley, Fla.	\$18,300,000	3	n/a	215	4
72	Lambert Landscape Company	Dallas	\$18,017,801	7	2.6	146	1
73	DLC Resources	Phoenix	\$18,000,000	-10	5	288	3
74	Merchants Landscape Services	Santa Ana, Calif.	\$17,925,000	4.2	5	397	6
75	David J. Frank Landscape Contracting	Germantown, Wis.	\$17,400,000	-2	10	300	7
76	Stay Green	Santa Clarita, Calif.	\$17,100,100	19.8	17.6	260	5
77	Dennis' 7 Dees Landscaping	Portland, Ore.	\$17,000,000	0.4	15.7	n/a	1
78	High Tech Landscapes	Branchburg, N.J.	\$16,593,150*	5	n/a	n/a	n/a
79	Southern Botanical	Dallas	\$16,262,357	15.2	30	200	1
80	Landscape Workshop	Bessemer, Ala.	\$16,175,000	5	10	275	4
81 (t)	Heads Up Landscape Contractors	Albuquerque, N.M.	\$16,000,000	-10	2.5	285	3
81 (t)	Meadows Farms	Chantilly, Va.	\$16,000,000	3	5	270	1
81 (t)	Reliable Property Services	St. Paul, Minn.	\$16,000,000	-18	30	450	6
84	Benchmark Landscape	Poway, Calif.	\$15,756,000	6	6	220	3
85	Clarence Davids & Co.	Matteson, Ill.	\$15,300,000	0	5	225	3
86 (t)	TBG Landscape	Whitby, Ontario	\$15,200,000	-14	15	75	1
86 (t)	Greenscapes	Naples, Fla.	\$15,200,000	0	8	245	2
88 (t)	Serpico Landscaping	Hayward, Calif.	\$15,000,000	0	6	180	n/a
88 (t)	The Perennial Farm	Glen Arm, Md.	\$15,000,000	-15	-10	150	2
88 (t)	Moore Landscapes	Northbrook, Ill.	\$15,000,000	-30	0	132	2
91	Integrated Landscape Management	Mesa, Ariz.	\$14,500,000	15	20	300	2
92	HighGrove Partners	Austell, Ga.	\$14,389,390	6.4	5.4	150	3
93	Greater Texas Landscapes	Austin, Texas	\$14,010,954	13	6	180	4
94	ArtisTree Landscape Maintenance & Design	Venice, Fla.	\$14,000,000	9	15	235	4
95	Proscape	Orlando, Fla.	\$13,803,000	-2	2	260	5
96	Angler Environmental	Warrenton, Va.	\$13,404,764	5	5	85	3
97	Sposato Landscape Co.	Milton, Del.	\$13,400,000	7.2	8	255	4
98	Munie Greencare Professionals	Caseyville, Ill.	\$13,254,000	-10	10	225	6
99 (t)	Earthworks	Lillian, Texas	\$13,100,000	0	7	270	2
99 (t)	Frank and Grossman Landscape Contractors	San Francisco	\$13,100,000	-10	18	144	4

* indicates revenue projected from 2012 estimate

Massey Services revenue does not include termite or general pest control revenue *OneSource Landscape and Golf Services revenue does not include general facilities maintenance revenue of its parent company, ABM ****Merit Service Solutions is the new name for Lipinski Outdoor Services