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Top 75

**A LIST OF THE 75
LARGEST TURF
& LANDSCAPE
IRRIGATION
CONTRACTORS**

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Top 75

A LIST OF THE 75 LARGEST TURF & LANDSCAPE IRRIGATION CONTRACTORS

It's a question you often hear: Who are the largest contractors in the irrigation business and how much irrigation work do they sell? We've attempted to answer this question and are proud to publish our "Top 75" list.

Companies on the IBT Top 75 generated a total of \$302,458,618 in revenue in 2001, for an average of \$4,032,781 per company. There were 27 states represented, as well as two companies from Canada. Not surprisingly, California led the way with 11 companies making the list. Indeed seven of the largest 10 irrigation contractors call California home. Texas was next with nine companies. Close behind were Florida (seven companies), Michigan (six companies), Illinois (five companies) and Arizona (four companies).

A few notes about this list:

IBT contacted companies throughout the second half of 2002 to be a part of the Top 75 list. This included advertisements within IBT magazine (reaching approximately 20,000 irrigation contractors), as well as forms faxed to hundreds of irrigation companies across the nation. Further, throughout 2002, we were contacted by several companies who felt they qualified for the list, but were not on our inaugural Top 50 list published last year (IBT, May/June 2001).

This list is purely financial, based solely on 2001 irrigation revenue. As a result, inclusion or

exclusion in the list should not be viewed as a comment on a company's quality, but simply on its size and sales figures. However, it should be said that generally companies cannot grow to and maintain the size of the firms on this list without quality work, solid customer service and effective business management. These qualities are also exhibited by thousands of other small companies that did not make the list. Ultimately, however, ranking companies based on revenue is the most objective method to compare the size of irrigation firms across the nation.

The numbers are based on survey forms completed by the companies, as well as, in some cases, phone interviews. IBT made every effort to identify and contact irrigation contracting firms that qualify for this list. Certain companies that would have qualified for the list are absent because they elected not to disclose their revenues or IBT was unable to discern revenues through other means (such as from information provided to our sister publication *Lawn & Landscape* magazine for that publication's Top 100 list (*Lawn & Landscape*, October 2002, p. S18).

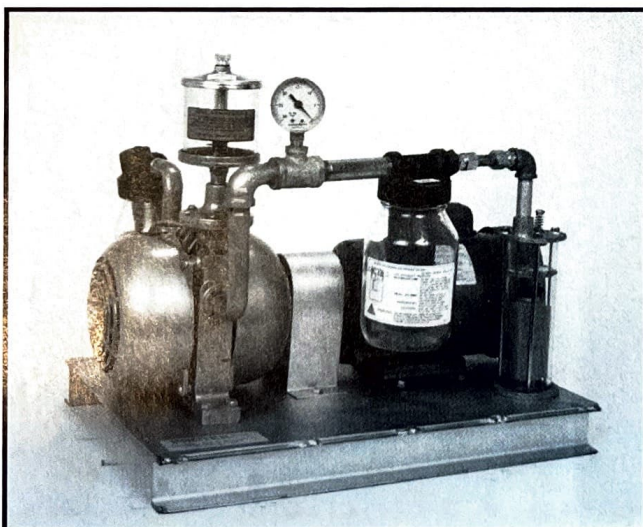
If you know of a company that should be listed, contact Steve Smith, managing editor, at ssmith@gie.net or 800/456-0707, and we will contact the company for next year's list.

And now the 2002 Top 75 list...

	COMPANY	CITY	ST	'01 IR REV	% REV FROM IR	% CHANGE IN IR REV	% REV FROM IR INSTL	% REV FROM IR MNT	% REV IR OTHER	% RES	% COMM	% OTHER
1	Gothic Landscaping	Valencia	CA	\$20,160,000	28	n/a	n/a	n/a	n/a	34	54	12
2	Choate Irrigation	Carrollton	TX	\$17,500,000	100	8	100	0	0	50	40	10
3	American Landscape Companies	Canoga Park	CA	\$15,000,000	30	18	98	2	0	0	65	35
4	Park Landscape	Santa Ana	CA	\$14,576,000	80	n/a	n/a	n/a	n/a	0	100	0
5	Marina Landscape	Anaheim	CA	\$11,000,000	50	30	90	5	5	0	95	5
6	Oak Leaf Landscape Inc.	Anaheim	CA	\$ 8,060,000	26	n/a	n/a	n/a	n/a	2	98	0
7	Wissco Irrigation	South Bend	IN	\$ 7,100,000	90	30	40	60	0	30	35	35
8	Automatic Irrigation Design	Hempstead	NY	\$ 6,750,000	25	0	45	35	20	70	30	0
	Nissho Of California	Vista	CA	\$ 6,750,000	30	n/a	n/a	n/a	n/a	0	100	0
10	Jensen Landscape Services	Cupertino	CA	\$ 6,700,000	20	n/a	n/a	n/a	n/a	n/a	n/a	n/a
11	Halloran & Yauch, Inc.	Lake Forest	IL	\$ 6,500,000	100	0	85	15	0	20	65	15
12	Phoenix Irrigation	Austin	TX	\$ 6,200,000	100	6	90	10	0	33	66	1
13	Irri-Tech Corporation	Dallas	TX	\$ 6,000,000	100	10	100	0	0	5	95	0
14	The Celtis Group	San Jose	CA	\$ 5,500,000	25	n/a	90	10	0	4	96	0
	Marc Dutton Irrigation	Waterford	MI	\$ 5,500,000	100	-25	70	30	0	15	75	10
16	CoCal Landscape	Denver	CO	\$ 4,900,000	30	45	75	25	0	0	100	0
17	Terrain Systems Inc.	Phoenix	AZ	\$ 4,500,000	35	20	95	5	0	10	90	0
18	T. Carmichael Inc.	Powell	OH	\$ 4,000,000	75	0	75	25	0	50	50	0
	Trost Irrigation	Orion	MI	\$ 4,000,000	90	13	70	30	0	50	50	0
20	Naturescape Irrigation	Cary	IL	\$ 3,971,600	100	19	74	24	2	23	77	0
21	Vila and Son Landscaping Corp.	Miami	FL	\$ 3,962,000	14	n/a	n/a	n/a	n/a	n/a	n/a	n/a
22	Teufel Nursery	Portland	OR	\$ 3,947,250	n/a	-5	n/a	n/a	n/a	n/a	n/a	n/a
23	Landscape Management Inc.	Carrollton	TX	\$ 3,800,000	20	30	90	10	0	0	100	0
24	Lipinski Landscape	Mount Laurel	NJ	\$ 3,690,000	15	n/a	n/a	n/a	n/a	50	50	0
25	Urban Farmer	Thornton	CO	\$ 3,670,637	25	15	50	25	25	1	98	1
26	Sunnyland Irrigation	West Palm Beach	FL	\$ 3,660,000	95	10	98	0	2	5	95	0
27	CareFree Lawn Sprinklers	New Lenox	IL	\$ 3,600,000	100	20	75	25	0	65	35	0
28	Grounds Control (Division of Sanitors)	San Antonio	TX	\$ 3,500,000	10	n/a	n/a	n/a	n/a	20	80	0
29	Hydro-Tech Irrigation Co.	Oakton	VA	\$ 3,400,000	100	11	85	15	0	60	40	0
30	Dora Landscaping Co.	Apopka	FL	\$ 3,250,000	20	0	95	2	3	0	100	0
31	Jersey Shore Lawn Sprinkler Inc.	Whiting	NJ	\$ 3,153,000	100	27	65	35	0	40	50	10
32	R.H. Dupper Landscaping	Tempe	AZ	\$ 3,030,000	30	5	100	0	0	0	93	7
33	Aerco Pacific Inc.	Rancho Cordova	CA	\$ 3,000,000	45	-15	n/a	n/a	n/a	0	100	n/a
	Precision Irrigation Inc.	Wildwood	MO	\$ 3,000,000	100	15	60	40	0	70	30	0

KEY: IR = Irrigation; REV = Revenue; INSTL = Installation; MNT = Maintenance; RES = Residential; COMM = Commercial; %REV FROM IR = Percentage of the company's overall revenue from irrigation; %RES/%COMM = Percentage of the company's irrigation revenue from the residential, commercial or other market segment; N/A = Not available.

COMPANY	CITY	ST	'01 IR REV	% REV FROM IR	% CHANGE IN IR REV	% REV FROM IR INSTL	% REV FROM IR MNT	% REV FROM IR OTHER	% RES	% COMM	% OTHER
North American Landscape Inc.	Charlotte	NC	\$ 3,000,000	25	50	90	10	0	10	85	5
Maldonado Nursery & Landscaping	San Antonio	TX	\$ 3,000,000	30	35	95	5	0	15	85	0
37 Anderson Turf Irrigation	Plainville	CT	\$ 2,900,000	100	-24	88	10	2	35	35	30
38 Gartland Co.	St. Louis	MO	\$ 2,700,000	100	-10	95	3	2	0	100	0
Heads Up Landcape	Albuquerque	NM	\$ 2,700,000	27	0	95	5	0	10	90	0
40 Cagwin & Dorward	Novato	CA	\$ 2,681,213	13	2	66	34	0	2	98	0
41 Omni Landscape Group	Atlanta	GA	\$ 2,616,940	13	35	30	70	0	2	98	0
42 Dennis 7 Dees Landscaping	Portland	OR	\$ 2,600,000	23	19	95	5	0	20	80	0
Fliers Underground Sprinkling	Byron Center	MI	\$ 2,600,000	n/a	0	60	40	0	50	45	5
DFW Sprinkler Systems Inc.	Dallas	TX	\$ 2,600,000	100	-10	90	10	0	20	80	0
45 The Groundskeeper	Tucson	AZ	\$ 2,520,000	9	n/a	45	55	0	0	100	0
46 AAA Landscape	Phoenix	AZ	\$ 2,500,000	25	10	n/a	n/a	n/a	0	99	1
Shamrock Landscaping LLC	Kent	WA	\$ 2,500,000	25	0	97	2	1	5	95	0
Aqua-Lawn, Inc.	Fairfield	CT	\$ 2,500,000	100	4	70	30	0	50	40	10



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Chism Irrigation	Louisville	KY	\$ 2,500,000	99	4	75	25	0	30	70	0
50 Aquamist Plumbing & Lawn Sprinkling	Dolton	IL	\$ 2,475,000	70	10	70	30	0	30	70	0
51 Elite Lawn Irrigation	Rochester Hills	MI	\$ 2,400,000	95	0	55	45	0	65	35	0
52 Chapel Valley Landscape Company	Woodbine	MD	\$ 2,358,000	9	n/a	n/a	n/a	n/a	n/a	n/a	n/a
53 Irrigation Design Associates	Sarasota	FL	\$ 2,274,863	100	10	90	10	0	15	85	0
54 Sungrow Associates	Austin	TX	\$ 2,253,900	15	n/a	n/a	n/a	n/a	0	100	0
55 Del Conte's Landscaping	Fremont	CA	\$ 2,250,000	28	20	60	40	0	0	100	0
56 Treasure Coast Irrigation and Landscape Inc.	Hobe Sound	FL	\$ 2,200,000	100	10	60	40	0	80	20	0
Bratt Inc.	Pleasant Grove	UT	\$ 2,200,000	17	0	70	30	0	30	40	30
58 AP Irrigation Systems	Edmonton	AB	\$ 2,120,000	100	18	90	10	0	0	10	90
59 Green Park Co.	Roselle Park	NJ	\$ 2,100,075	60	35	60	40	0	85	15	0
60 Petty's Irrigation & Landscape	Tyler	TX	\$ 2,100,000	90	0	75	25	0	80	20	0
61 A.J. Antico Co. Inc.	Marlboro	MA	\$ 2,000,000	100	12	50	50	0	80	20	0

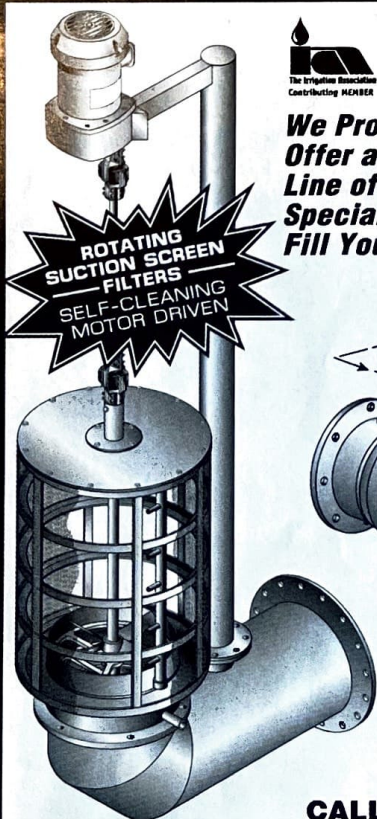


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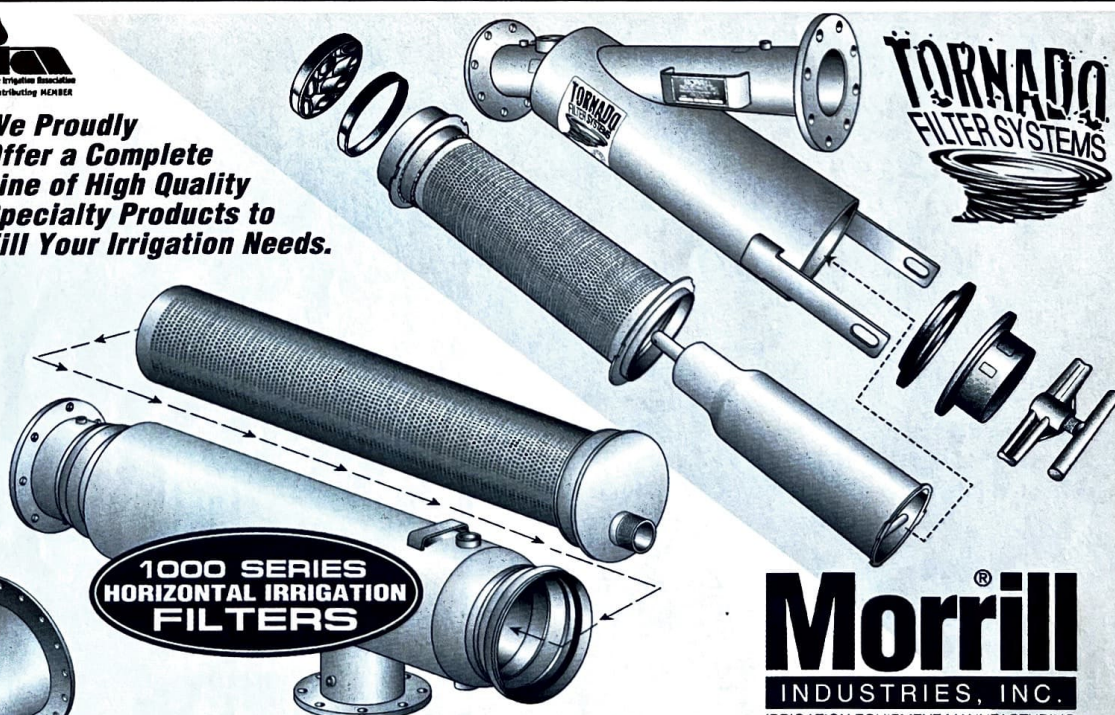


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62 Rain Link	Wichita	KS	\$ 1,840,000	100	13	60	40	0	50	50	0
63 Hermes Landscaping	Lenexa	KS	\$ 1,800,000	12	0	70	30	0	15	85	0
64 The Highridge Corporation	Issaquah	WA	\$ 1,730,000	11	-15	80	20	0	50	50	0
65 Mountain View Landscape	Chicopee	MA	\$ 1,700,000	25	0	100	0	0	0	10	90
66 Raintree Irrigation	Hamilton	ONT	\$ 1,698,792	99	-11	63	26	11	60	40	0
67 Wolfert Landscape LLC	Olathe	KS	\$ 1,680,000	70	n/a	n/a	n/a	n/a	n/a	n/a	n/a
68 Krupske Sprinklers	Lousport	IL	\$ 1,570,000	100	10	95	5	0	99	1	0
69 American Well & Irrigation	Atlantic Beach	FL	\$ 1,500,000	80	0	90	10	0	80	20	0
WH Canon Inc.	Romulus	MI	\$ 1,500,000	n/a	n/a	100	0	0	n/a	n/a	n/a
Sunrise Landscape	Tampa	FL	\$ 1,500,000	30	20	90	5	5	15	85	0
Traverse Outdoor	Traverse City	MI	\$ 1,500,000	40	10	70	30	0	60	40	0
Cedco	Las Vegas	NV	\$ 1,500,000	45	-5	60	35	5	20	80	0
74 Reid Irrigation	Tulsa	OK	\$ 1,487,148	98	0	65	33	2	63	37	0
75 Irrigation & Pump Specialities	Blasdell	NY	\$ 1,472,200	100	-15	80	20	0	20	20	60

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