

# THE 2009 TOP 100 SNOW CONTRACTORS

This is the fifth year that I've compiled Snow Magazine's top contractor list. It started out as a meger 50 contractors and has grown to the format you see today.

I've learned that with the list, contractors will come and go from year to year, and it's all part of the natural course of this business. Following weak winters, some contractors choose to abstain from that year's list, and I'm guessing the terrible state of the economy this past winter contributed to many of this year's absences. And then some contractors, despite our efforts, get wrapped up in what they do during the warm months and forget to submit their forms.

On the flip side, it's great to see the new names on the list. They're denoted as "NL" if they didn't appear on the 2008 list. Some returning outfits have taken a year or two off, while a few new company names forced me to do a quick Google search so I could learn more about their snow ops.

So how did we compile the 2009 list?

Beginning as early as May, entry forms were distributed to North American snow removal contractors via the pages of Snow Magazine, fax and e-mail and through our biweekly e-newsletter. Once the nomination process closed in August, the competed forms were entered into a database, the numbers crunched and snow removal firms were organized according to their respective 2008-09 snow removal revenue. In the cases where two or more snow fighters reported the same snow revenue figures, those contractors shared the higher ranking. – *Mike Zawacki*

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| 08 RANK | 09 RANK | COMPANY NAME                         | CITY             | STATE | WEB (www.)                   | W08-09 REV(\$) |
|---------|---------|--------------------------------------|------------------|-------|------------------------------|----------------|
| 1       | 1       | The Brickman Group                   | Gaithersburg     | MD    | brickmangroup.com            | 95,620,000     |
| 3       | 2       | Clintar Landscape Management         | Markham          | ONT   | clintar.com                  | 22,950,000     |
| 6       | 3       | Lipinski Snow Services               | Marlton          | NJ    | lipinskisnowremoval.com      | 18,866,000     |
| 7       | 4       | Arctic Snow & Ice Control            | Frankfort        | IL    | arcticsnowandice.com         | 14,800,000     |
| 5       | 5       | Acres Group                          | Wauconda         | IL    | acresgrouop.com              | 12,312,000     |
| 4       | 6       | The True Green Cos.                  | Memphis          | TN    | truegreen.com                | 10,582,770     |
| NL      | 7       | Ferrandino and Son                   | Farmingdale      | NY    | ferrandinoandson.com         | 9,825,000      |
| 14      | 8       | Kujawa Enterprises Inc.              | Oak Creek        | WIS   | keiorange.com                | 6,815,880      |
| 20      | 9       | Abraxus Snow Removal & Salt          | Parma            | OH    | abraxussnow.com              | 6,600,000      |
| 15      | 10      | David J. Frank Landscape Contracting | Germantown       | WI    | davidjfrank.com              | 6,010,000      |
| 56      | 11      | American Civil Constructors          | Littleton        | CO    | accbuilt.com                 | 5,500,000      |
| NL      | 12      | Snow Design                          | Morris Plains    | NJ    | snowdesignnj.com             | 4,935,000      |
| 24      | 13      | Cenova                               | Philadelphia     | PA    | cenovainc.com                | 4,900,000      |
| 8       | 14      | Landscape Concepts Management        | Grayslake        | IL    | landscapeconcepts.com        | 4,660,950      |
| 18      | 15      | Sebert Landscaping                   | Bartlett         | IL    | sebert.com                   | 4,600,000      |
| 52      | 16      | U.S. Lawns                           | Orlando          | FL    | uslawns.com                  | 4,350,000      |
| 18      | 17      | The Bruce Company of Wisconsin       | Middleton        | WI    | brucecompany.com             | 4,100,000      |
| 27      | 18      | Troy Clogg Landscape Associates      | Wixom            | MI    | troyclogg.com                | 4,088,650      |
| NL      | 19      | Shearon Environmental Design         | Plymouth Meeting | PA    | shearondesign.com            | 4,000,000      |
| 32      | 20      | Countryside Industries               | Wauconda         | IL    | countrysideindustries.com    | 3,915,000      |
| 21      | 21      | The Hittle Snow Company              | Westfield        | IN    | hittlesnow.com               | 3,838,000      |
| 23      | 22      | Cameron Landscaping                  | Toronto          | ONT   | camland.com                  | 3,757,000      |
| 29      | 23      | Customers Outdoor Services           | Milford          | MI    | customersoutdoorservices.com | 3,520,000      |
| 34      | 24      | JDK Services                         | Huntley          | IL    | jdkservices.com              | 3,220,000      |



| 08 RANK | 09 RANK | COMPANY NAME                        | CITY            | STATE | WEB (www.)           | W08-09 REV(\$) |
|---------|---------|-------------------------------------|-----------------|-------|----------------------|----------------|
| 22      | 25      | Grant & Power Landscaping           | West Chicago    | IL    | grantandpower.com    | 3,200,000      |
| NL      | 26      | Lawn Ranger                         | Eden Prairie    | MN    | lawnrangermn.com     | 3,100,000      |
| 48      | 27      | Christy Webber Landscapes           | Chicago         | IL    | christywebber.com    | 2,900,000      |
| NL      | 28      | B&L Landscaping                     | Oak Park        | MI    | bllandscaping.com    | 2,830,000      |
| 47      | 29      | Parks Services                      | Troy            | MI    | parksservices.biz    | 2,824,000      |
| 44      | 30      | H&M Snow Pros                       | Newbury         | OH    | hmsnowpros.com       | 2,800,000      |
| NL      | 31      | The Green Plan                      | Broomfield      | CO    | thegreenplan.com     | 2,797,500      |
| 31      | 32      | Perficut Lawn & Landscape           | Des Moines      | IA    | perficut.com         | 2,660,000      |
| 39      | 33      | Emerald Lawn & Landscaping          | Burton          | MI    | na                   | 2,494,565      |
| NL      | 34      | Affordable Landscaping Norwood      | Norwood         | MA    | na                   | 2,137,600      |
| 45      | 35      | Clarence Davids & Co.               | Matteson        | IL    | clarencedavids.com   | 2,330,000      |
| 73      | 36      | First Class Landscaping             | Indianapolis    | IN    | firstclasslawn.com   | 2,116,500      |
| 40      | 37      | Bluegrass Lawncare of St. Louis     | Bridgetwon      | MO    | bluegrasslawn.com    | 2,106,157      |
| 88      | 38      | Vanport Enterprises                 | Burnaby         | BC    | na                   | 2,028,250      |
| 37      | 39      | LandTech                            | Rockland        | ONT   | na                   | 2,000,000      |
| NL      | 39      | G. Greene Construction              | Allston         | MA    | ggreene.com          | 2,000,000      |
| NL      | 39      | Greenscape                          | E. Taunton      | MA    | greenscapemass.com   | 2,000,000      |
| 86      | 42      | J.E. Case Inc./Case Snow Management | North Attleboro | MA    | thecasecompanies.com | 1,900,000      |
| NL      | 43      | Swingle Lawn, Tree & Landscape Care | Denver          | CO    | swingletree.com      | 1,871,899      |

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| 08 RANK | 09 RANK | COMPANY NAME                              | CITY             | STATE | WEB (www.)                 | W08-09 REV(\$) |
|---------|---------|---|------------------|-------|----------------------------|----------------|
| 28      | 44      | CSB Contractors/George Stoll Construction | Stony Point      | NY    | newyorksnowcontractors.com | 1,833,909      |
| NL      | 45      | Building Maintenance Systems              | Barrington       | IL    | bmsnsnowplowing.com        | 1,789,000      |
| 49      | 46      | Green Estates Inc.                        | Russell          | OH    | na                         | 1,750,000      |
| NL      | 47      | Advanced Snow and Ice Solutions           | Hammonton        | NJ    | advancedsnow.com           | 1,730,000      |
| NL      | 48      | LEI                                       | Millbury         | MA    | leisite.com                | 1,675,557      |
| 61      | 49      | Lawns By Yorkshire                        | Westwood         | NJ    | lawnsbyyorkshire.com       | 1,630,890      |
| NL      | 50      | Mariani Enterprises                       | Lake Bluff       | IL    | marianilandscape.com       | 1,624,000      |
| 36      | 51      | CAM Services                              | Denver           | CO    | camcolorado.com            | 1,600,000      |
| NL      | 52      | Les Jardins De Brossard                   | La Prairie       | QU    | lesjardinsdebrossard.com   | 1,598,371      |
| 59      | 53      | Einstein's Inc.                           | Fitchburg        | MA    | einsteinservices.com       | 1,545,700      |
| NL      | 54      | Great Lakes Snow Systems                  | Elger            | IL    | greatlakessnow.com         | 1,470,000      |
| 58      | 55      | Createscape Landscaping Service           | Makwonago        | WI    | createscapelandscaping.com | 1,453,150      |
| NL      | 56      | Oberson's Nursery & Landscapes            | Fairfield        | OH    | obersonsnursery.com        | 1,438,000      |
| NL      | 57      | Eastern Land Management                   | Stamford         | CT    | easternland.com            | 1,402,400      |
| 82      | 58      | Canete Snow Management                    | Wayne            | NJ    | canete.com                 | 1,385,047      |
| NL      | 59      | Kinsella Landscape Inc.                   | Blue Island      | IL    | kinsellalandscape.com      | 1,310,000      |
| 63      | 60      | Senske Lawn & Tree Care                   | Kennewick        | WA    | senske.com                 | 1,300,000      |
| NL      | 60      | Neave Landscaping                         | Wappingers Falls | NY    | neavelandscaping.com       | 1,300,000      |
| 66      | 60      | HPK Property Maintenance                  | East Norriton    | PA    | 4hpk.com                   | 1,300,000      |

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| 08 RANK | 09 RANK | COMPANY NAME                   | CITY             | STATE | WEB (www.)                | W08-09 REV(\$) |
|---------|---------|--------------------------------|------------------|-------|---------------------------|----------------|
| NL      | 63      | ELF's Landscaping              | Rochester        | NH    | elfslandscaping.com       | 1,277,752      |
| 70      | 64      | Goodall Landscaping            | Topsham          | ME    | goodalllandscaping.com    | 1,250,517      |
| 74      | 65      | The Greener Side Inc.          | Inkster          | MI    | greeneraside.com          | 1,200,000      |
| 69      | 66      | Turf Technologies              | Uxbridge         | MA    | turftechsolutions.com     | 1,160,692      |
| NL      | 67      | JC Landscaping                 | Peabody          | MA    | na                        | 1,100,587      |
| NL      | 68      | Midwest Landscape              | Novi             | MI    | midwestlandscape.com      | 1,044,839      |
| NL      | 69      | Piscataqua Landscaping         | Eliot            | ME    | piscataqualandscaping.com | 1,042,072      |
| 60      | 70      | John Hall Construction         | Plainfield       | IN    | na                        | 990,000        |
| NL      | 71      | Snowdozers                     | Bay City         | MI    | na                        | 980,000        |
| 85      | 72      | Timberline Landscaping         | Colorado Springs | CO    | timberline.com            | 923,440        |
| NL      | 73      | Webb Landscape                 | Ketchum          | ID    | webbland.com              | 906,218        |
| NL      | 74      | P&L Landscaping                | Merrimack        | NH    | pllandscaping.com         | 900,000        |
| 43      | 74      | Urban Farmer                   | Thornton         | CO    | urbanfarmerinc.com        | 900,000        |
| NL      | 76      | Tuck Landscaping               | Murray           | UT    | tucklandscaping.com       | 875,000        |
| 83      | 77      | Facilities Contracting         | Littleton        | CO    | facilitiescontracting.com | 865,000        |
| NL      | 78      | Preferred Landscape & Lighting | San Antonio      | TX    | preferredlandscapetx.com  | 844,020        |
| NL      | 79      | Hoffman Landscapes             | Wilton           | CT    | hoffmanlandscapes.com     | 825,000        |
| NL      | 80      | Midwest Snow Tech Inc.         | Glen Ellyn       | IL    | midwestsnowtech.com       | 800,000        |
| 81      | 81      | SRSA                           | Beaver Falls     | PA    | srsainc.com               | 776,000        |

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| 08 RANK | 09 RANK | COMPANY NAME                          | CITY             | STATE | WEB (www.)                    | W08-09 REV(\$) |
|---------|---------|---------------------------------------|------------------|-------|-------------------------------|----------------|
| 95      | 82      | Peabody Landscape Group               | Columbus         | OH    | peabodylandscape.com          | 772,000        |
| 91      | 83      | Homestead Landscaping                 | Bondville        | VT    | homesteadlandscaping.com      | 750,845        |
| NL      | 84      | Hermes Landscaping                    | Lenexa           | KN    | hermeslandscaping.com         | 750,000        |
| NL      | 85      | Irrigation & Landscape Management     | East Hanover     | NJ    | ilmnj.com                     | 722,295        |
| NL      | 86      | Becker Landscape Contractors          | Indianapolis     | IN    | beckerlandscadpe.com          | 704,618        |
| NL      | 87      | Chapel Valley Landscape Co.           | Woodbine         | MD    | chapelvalley.com              | 700,000        |
| 92      | 88      | McFall and Berry Landscape Management | McLean           | VA    | mcfallandberry.com            | 657,000        |
| NL      | 89      | Cabanas Contracting                   | Broomall         | PA    | na                            | 650,000        |
| NL      | 90      | Borst Landscape & Design              | Allendale        | NJ    | borstlandscape.com            | 600,587        |
| 97      | 91      | Jeff's Lawn Care                      | Caledonia        | ONT   | jeffslawncare.ca              | 569,406        |
| NL      | 92      | Quality Landscaping                   | Grafton          | WI    | qllm.com                      | 550,000        |
| NL      | 93      | D. Schumacher Landscaping Inc.        | West Bridgewater | MA    | dschumacher.com               | 540,000        |
| 39      | 94      | Complete Landscaping Services         | Bowie            | MD    | completelandscapingervice.com | 517,625        |
| 100     | 95      | Snow & Ice Pros                       | Highland         | IN    | snowandicepros.com            | 510,000        |
| NL      | 96      | Capital Landscaping                   | Des Moines       | IA    | capitalawncarelandscaping.com | 475,000        |
| NL      | 97      | Cedar Run Landscaping                 | Aldie            | VA    | cedar-run.com                 | 460,000        |
| NL      | 98      | Johnson Property Services             | Marion           | OH    | johnsonpropertieservices.net  | 394,000        |
| NL      | 99      | Sage General Contracting              | Beachwood        | NJ    | na                            | 350,000        |
| NL      | 100     | Rose Property Maintenance             | Shawnee          | KS    | na                            | 336,400        |

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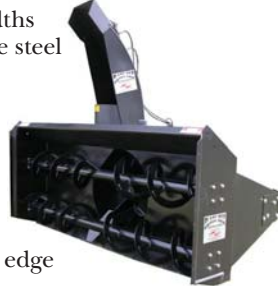
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