

Competitors

I used ReferenceUSA to look at my competitors based on their SIC's, geographical location, number of employees, and general services. From this I have 9 so-called "competitors" which can be seen below in Fig1.

U.S. Businesses

9 Results ◀ Revise Search ⏪ New Search

1 with e-mail addresses [more info] NEW!

Review Details Heat Map Summary Charts Download Print Save Search

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input checked="" type="checkbox"/>	Advance Pruning	Shawn D White	1626 Bethel St NE	Olympia, WA	98506	(360) 786-9238	
<input type="checkbox"/>	All About Trees & Landscaping			Olympia, WA	98506	(360) 486-4861	
<input type="checkbox"/>	Eastside Urban Farm Garden		2326 4th Ave E	Olympia, WA	98506	(360) 972-2993	
<input type="checkbox"/>	Glander Jeffrey B & Assoc	Jeff Glander	1821 4th Ave E	Olympia, WA	98506	(253) 272-2788	
<input type="checkbox"/>	Linda Andrews Landscaping	Linda M Andrews	1826 Arbutus St NE	Olympia, WA	98506	(360) 943-1141	
<input type="checkbox"/>	Martinez Bros	Elias Martinez	1811 Sullivan St NE	Olympia, WA	98506	(360) 584-2899	
<input type="checkbox"/>	Sunrise Landscaping			Olympia, WA	98506	(360) 239-4305	
<input type="checkbox"/>	Tim's Irrigation	Tim Canfield	4408 Libby Rd NE	Olympia, WA	98506	(360) 786-1319	
<input type="checkbox"/>	Wild Plum Landscape Svc		2831 36th Ave NE	Olympia, WA	98506	(360) 239-0882	

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◀ Revise Search ⏪ New Search

Fig1

Of these 9, 1 is focused on pruning trees, 1 is a farm and garden retail shop, 3 are landscape designers, 3 are landscape consultants/contractors, and 1 is a varied operation.

I've taken a look at each company individually. There are certain criteria that make or break them as competitors. Advance Pruning- not a competitor because they list arborists as their primary service followed by landscaping services (fig2), but they only have 2 workers (fig3). I looked at their competitor report and all of them are arborists (fig3).

Shani Abromowitz
 SOS - E4E Edible Landscapes
 Competitors Part 1

Industry Profile		Collapse ▾
SIC Code	Descriptions	
0783-04	Arborists	✔ Primary
0781-03	Landscape Designers	
0782-04	Landscape Contractors	
0782-06	Lawn & Grounds Maintenance	
0782-21	Tree Trimming	
0783-01	Tree Service	
0783-02	Landscape Nurserymen	
NAICS Code	Description	
561730	Landscaping Services	✔ Primary
541320	Landscape Architectural Services	
Franchise	Description	
<i>None Available</i>		

Fig 1


Business Demographics				Collapse
Location Employees	2	Location Sales Volume	\$135,000	
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>	
Type of Business	Private	Location Type	Single Loc	
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>	
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>	
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>	
Credit Cards Accepted	<i>Not Available</i>	Last Updated On	January, 2017	
Years in Database	16	Year Established	<i>Not Available</i>	
Square Footage	1 - 1,499	IUSA Number	20-772-9401	
Home Business	Yes	Credit Rating Score	C+	
Full Credit Report	Buy from Experian 			

Fig 2

Fig 3

All About Trees and Landscaping is primarily a tree service and landscaping service (fig 4). They have 1-4 workers to tend to everything, so I'm going to bet, just like all the other landscapers I've talked to, they are not lacking for clientele (fig 5). They lack any competitor report.

Industry Profile		Collapse ▾
SIC Code	Descriptions	
0783-01	Tree Service	✓ Primary
0782-04	Landscape Contractors	
NAICS Code	Description	
561730	Landscaping Services	✓ Primary
Franchise	Description	
<i>None Available</i>		

Fig 4

Business Demographics				Collapse ▾
Location Employees	1-4	Location Sales Volume	\$135,000	
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>	
Type of Business	Private	Location Type	Single Loc	
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>	
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>	
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>	
Credit Cards Accepted	MV	Last Updated On	September, 2016	
Years in Database	4	Year Established	<i>Not Available</i>	
Square Footage	1 - 1,499	IUSA Number	43-469-9508	
Home Business	No	Credit Rating Score	C	
Full Credit Report	Buy from Experian 			

Fig 5

East Side Urban Farm and Garden is a retail shop listed as a professional organization. They're not a competitor because they're not landscapers. They have no competitor report.

Linda Andrews Landscaping is listed as primarily a Landscape Designer and Landscape Archetctural Service (fig6). She only has one employee (fig7) so, like the others, I doubt she can handle all the volume of clientele coming her way. She has a few landscaper/gardener competitors in her report (fig8) which I'll look into later. None of them are in the 98506 zip (my target zip).

Fig 6

Industry Profile		Collapse ↕
SIC Code	Descriptions	
0781-03	Landscape Designers	✓ Primary
NAICS Code	Description	
541320	Landscape Architectural Services	✓ Primary
Franchise	Description	
<i>None Available</i>		

Fig 7

Business Demographics				Collapse ↕
Location Employees	1	Location Sales Volume	\$66,000	
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>	
Type of Business	Private	Location Type	Single Loc	
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>	
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>	
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>	
Credit Cards Accepted	<i>Not Available</i>	Last Updated On	July, 2016	
Years in Database	15	Year Established	2002	
Square Footage	1 - 1,499	IUSA Number	21-574-7106	
Home Business	Yes	Credit Rating Score	B	
Full Credit Report	Buy from Experian 			

Fig 8

Competitors Report Collapse ▾		
Name	Location	Phone
<u>Aldrich Kirkbride Inc</u>	Lacey, WA 98503	(360) 491-6900
<u>Droll, Robert W</u>	Lacey, WA 98503	(360) 456-3813
<u>Gardner's Trust Inc</u>	Olympia, WA 98501	(360) 754-4943
<u>Glander Jeffrey B & Assoc</u>	Olympia, WA 98506	(253) 272-2788
<u>Nature Perfect Landscaping</u>	Olympia, WA 98501	(360) 915-6082
<u>Nature Perfect Store</u>	Olympia, WA 98502	(360) 412-0309
<u>Natures Own Landscaping</u>	Olympia, WA 98501	(360) 464-8398
<u>Olympic Landscaping</u>	Olympia, WA 98516	(360) 451-1478
<u>Robert W Droll Landscape Archt</u>	Lacey, WA 98503	(360) 456-3813

Martinez Brothers are local. They are primarily a Landscape Contractor and Landscape Service business (fig 9). They have 1 employee, but I imagine “brothers” means 2 employees at least. Still, not that much volume based on that number of employees (fig10). They list a lot of landscaping competitors in their competitor report (fig11). I’ll look into those later.

Fig 9

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 Competitors Part 1

Fig 10


Business Demographics		Collapse	
Location Employees	1	Location Sales Volume	\$68,000
Corporate Employees	Not Available	Corporate Sales Volume	Not Available
Type of Business	Private	Location Type	Single Loc
Affiliated Records	Not Available	Affiliated Locations	Not Available
Parent Company	Not Available	Foreign Parent	Not Available
EIN 1	Not Available	Fortune 1000 Ranking	Not Available
Credit Cards Accepted	Not Available	Last Updated On	May, 2016
Years in Database	11	Year Established	Not Available
Square Footage	1 - 1,499	IUSA Number	55-418-0406
Home Business	Yes	Credit Rating Score	C+
Full Credit Report	Buy from Experian 		

Fig 11

Competitors Report			Collapse
Name	Location	Phone	
All You Need Landscaping	Lacey, WA 98503	(360) 870-3192	
Cheap & Quick	Olympia, WA 98501	(360) 451-9559	
Fanning Co Landscaping	Olympia, WA 98516	(360) 459-4766	
Ho Gardening	Olympia, WA 98501	(360) 584-2025	
Johnson Brothers Landscaping	Tumwater, WA 98501	(360) 628-8184	
Lenkerbrook Services	Olympia, WA 98502	(360) 259-1021	
Martinez Bros Landscaping	Olympia, WA 98502	(360) 292-4301	
Schneider Creek Landscape Svc	Olympia, WA 98502	(360) 701-1675	
South Sound Tree & Landscape	Olympia, WA 98501	(360) 584-5664	
Wild Plum Landscape Svc	Olympia, WA 98506	(360) 239-0882	

Sunrise Landscaping is number 7 on the list. They are primarily Landscape Designers and provide Landscape Architectural Services (fig 12). They have 1-4 employees and gross about \$66K annually, so I'm not completely sure about their clientele and such (fig13). They don't have a competitor report.

Fig 12

Industry Profile		Collapse 
SIC Code	Descriptions	
0781-03	Landscape Designers	 Primary
NAICS Code	Description	
541320	Landscape Architectural Services	 Primary
Franchise	Description	
<i>None Available</i>		


Fig13

Tim's Irrigation is a supply store, so, not exactly my competitor. They are primarily a sprinkler, garden, lawn retail and garden center (fig 14). They typically have 3 employees (fig 15). They're competitor report consists of other retail stores and are not of concern to me (fig 16).

Fig 14

Industry Profile		Collapse
SIC Code	Descriptions	
5261-36	Sprinklers-Garden & Lawn-Retail	✓ Primary
0782-04	Landscape Contractors	
5083-05	Irrigation Systems & Equipment (Whls)	
NAICS Code	Description	
444220	Nursery, Garden Center & Farm Supply Stores	✓ Primary
561730	Landscaping Services	
423820	Farm & Garden Machinery & Equip Merchant Whlsrs	
Franchise	Description	
<i>None Available</i>		

Fig 15

Business Demographics				Collapse
Location Employees	3	Location Sales Volume	\$609,000	
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>	
Type of Business	Private	Location Type	Single Loc	
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>	
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>	
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>	
Credit Cards Accepted	<i>Not Available</i>	Last Updated On	January, 2017	
Years in Database	16	Year Established	1992	
Square Footage	1 - 1,499	IUSA Number	20-772-9328	
Home Business	Yes	Credit Rating Score	A	
Full Credit Report	Buy from Experian 			

Hours of Operation

Fig 16

Competitors Report Collapse ▾		
Name	Location	Phone
Alpine Sprinklers	Spanaway, WA 98387	(253) 262-5917
Electric Showers Irrigation	Yelm, WA 98597	(360) 539-8914
Fowler HD Co Inc	Olympia, WA 98516	(253) 922-1182
Olympic Landscape & Irrgn Co	Gig Harbor, WA 98335	(253) 358-7002
Precision Underground	Rochester, WA 98579	(360) 273-7623
Reliable Sprinkler Svc	Olympia, WA 98502	(360) 539-5203
Rob's Sprinkler Svc & Instltn	Tacoma, WA 98409	(253) 448-3926
Seabrook Enterprise	Lakewood, WA 98499	(253) 582-5854
Sprinklers Only Inc	Puyallup, WA 98371	(253) 864-7518

Finally, #9 on my list is the Wild Plum Landscaping Service. They are listed primarily as landscape contractors providing landscape services (Fig 17). They have 1-4 employees (Fig 18). Their competitor report lists several businesses of interest which I'll look back on later (Fig 19).

Fig 17

Industry Profile Collapse ▾		
SIC Code	Descriptions	
0782-04	Landscape Contractors	✓ Primary
NAICS Code	Description	
561730	Landscaping Services	✓ Primary
Franchise	Description	
<i>None Available</i>		

Fig 18

Business Demographics Collapse ↕			
Location Employees	1-4	Location Sales Volume	\$202,000
Corporate Employees	<i>Not Available</i>	Corporate Sales Volume	<i>Not Available</i>
Type of Business	Private	Location Type	Single Loc
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>
Credit Cards Accepted	<i>Not Available</i>	Last Updated On	November, 2016
Years in Database	7	Year Established	<i>Not Available</i>
Square Footage	1 - 1,499	IUSA Number	40-910-3737
Home Business	Yes	Credit Rating Score	B
Full Credit Report	Buy from Experian 		

Fig 19

Competitors Report Collapse ↕		
Name	Location	Phone
All You Need Landscaping	Lacey, WA 98503	(360) 870-3192
Cheap & Quick	Olympia, WA 98501	(360) 451-9559
Earthwise Irrigation & Landscp	Olympia, WA 98501	(360) 584-6001
Fanning Co Landscaping	Olympia, WA 98516	(360) 459-4766
Ho Gardening	Olympia, WA 98501	(360) 584-2025
Johnson Brothers Landscaping	Tumwater, WA 98501	(360) 628-8184
Lenkerbrook Services	Olympia, WA 98502	(360) 259-1021
Martinez Bros	Olympia, WA 98506	(360) 584-2899
South Sound Tree & Landscape	Olympia, WA 98501	(360) 584-5664

As I bring this portion of my competitor review to a close I'm left wondering- at what point does competition stop being competition? When they stop offering what I offer to the people I offer to. I do I find those people?