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Newsleaf

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NUMBER 2

2025 ILA BUS TRIP



MacAllister Machinery, Unilock, Cincinnati Zoo

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A message from the President



It is hard to believe where we are in the calendar year already. Summer break is over, children are back in school, fall sports are underway and soon the leaves will be falling, and we will be preparing for fall and winter. This has been a year that was anything but predictable. Record flooding in southern Indiana, an abundance of rain in central Indiana and for the first time that I can remember the mowers are still cutting green grass in July and August, not just cutting off the seed pods of Buckhorn and crabgrass.

We recently had our annual ILA Bus trip, which was EPIC to say the least. "Thank You" to all the sponsors and participants that make this the event what it is. I always like this event because it is a way that I get a reset. Resetting is so important. It gives you time to clear the clutter and get away from the day-to-day grind we often revert to. One thing I noted from my many conversations with people on the trip is they are seeing people getting frustrated and burnt out. Frustration can lead to burnout, and this is not good for anyone.

If things are not going the way you planned, here are some things you can do to take control and turn things around.

Perform, earn trust by exceeding expectations, do not settle for mediocrity. Be aware of the team's goals, instead of focusing on you, help the team win. When others see you putting the team's goals first, they will become your biggest advocate. Make your boss's job easier, find ways to take things off the boss's plate. Be a problem solver, not problem creator. Finally, be patient. Do not let one setback derail the long game. Keep performing. Keep pushing. Keep putting the team first. With this mindset, victory is inevitable.

Now it's time to take your company into the home stretch for the year.

Don't forget about the ILA Golf Outing benefiting the Frits Loonsten Memorial Scholarship. This is by far one of our most exciting events, and I cannot wait to see you there. Even if you are not a golfer, take 2 hours out of your morning, come by Eagle Creek Golf club, and see what this event is about. It's not about golf. It's about the scholarship and raising money for the future leaders of industry.

Chris Geryak, President

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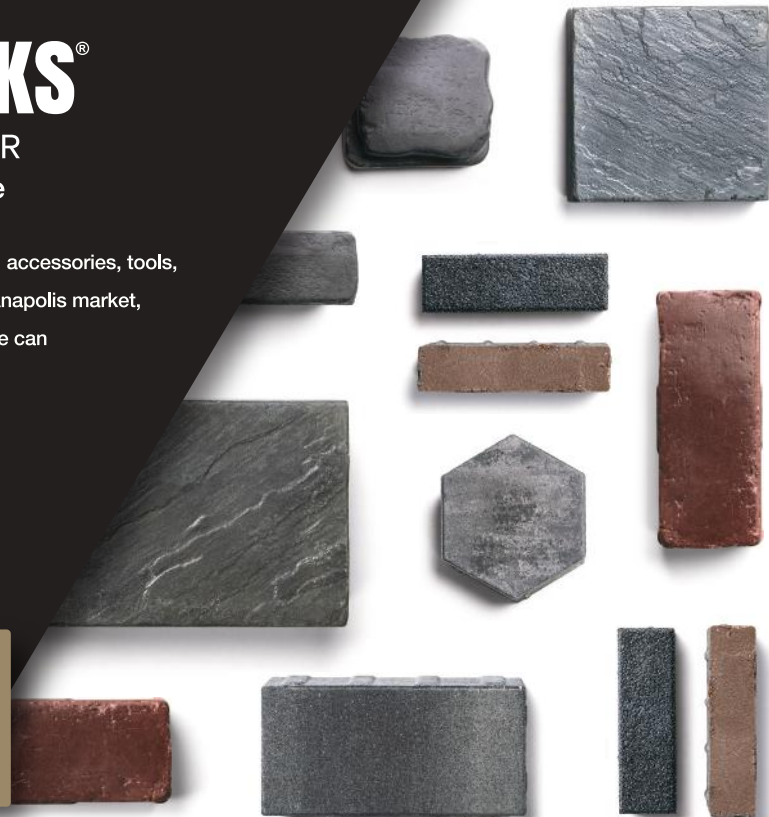
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ILA BUS TRIP - CINCINNATI, OHIO

Members of the ILA enjoyed an outstanding experience on this year's annual bus trip to Cincinnati, Ohio. A total of 31 members gathered at MacAllister Machinery on the east side of Indianapolis, where we were treated to a rare behind-the-scenes tour of one of the nation's largest CAT dealerships. The visit highlighted the company's impressive facilities, rich history, and the complex operations that drive this \$2 billion enterprise. MacAllister graciously provided secure parking for attendees, who then boarded the motor coach and began the journey to Cincinnati.

Our next stop was the newly opened Unilock facility just outside the city. Upon arrival, Stony Suski welcomed the group before we split into smaller teams for guided tours. Members learned about innovative products such as Alliance Gator Maxx sand, Unilock U-Cara wall systems, and other cutting-edge applications. Following the tours, Unilock hosted a delicious barbecue lunch before we continued on to our hotel.

Accommodations were arranged across the river in Newport, Kentucky, where members enjoyed exploring local pubs and restaurants along the levee. Later that evening, the group reconvened for a trip back across the river to Great American Ball Park to watch the Cincinnati Reds take on the Atlanta Braves. With excellent seats and full access to the Champions Club—complete with unlimited food and beverages—everyone enjoyed an unforgettable evening. The game itself was a thriller, featuring an extraordinary 8th inning where the two teams combined for 16 runs, ultimately going into extra innings before the Braves edged out the win.

Friday morning began with breakfast and coffee before the group headed to the Cincinnati Zoo & Botanical Garden. There, members received an exclusive behind-

the-scenes tour led by the zoo's horticultural staff. This unique and educational experience provided valuable insight into the zoo's operations and plant collections. After lunch, attendees explored the zoo at their own pace before regrouping for the trip back home.

We extend our sincere gratitude to the sponsors who made this trip possible:

Unilock (Charter Bus Sponsor)
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 Door prize donation from **Field of Dreams Whiskey/Five Stones Marketing**.

And of course, thank you to all the members who joined us. If you missed this year's trip, we're confident you won't want to miss next year!





Historic Willow Tree



Consulting Arborist Corner Judson R. Scott Registered Consulting Arborist

Leroy Fitch, half-brother of Dr. G. N. Fitch, was in the United States navy for many years.

In 1840 he was an officer aboard the United States war ship that was appointed to escort the remains of Napoleon Bonaparte from the Island of St. Helena back to Paris for permanent sepulture. When at St. Helena he secured a sprout of a willow tree that stood at the head of Napoleon's grave on that island and brought it home with him and planted it on the Fitch lot, corner of Seventh and Market streets, Logansport, Indiana, where it grew into a large tree and may now be seen (in 1913) in front of George W. Seybold's residence, No. 709 Market street, who purchased the property.

The tree in 1913 was nearly two feet in diameter and stood in front of the house on the lot line and in building the present iron fence they were considerate enough to make a curve in the fence around this historic tree in order to preserve it.



Note from Jud: This tree no longer exists as it was toppled in a storm, years ago but the Indiana connection to Napoleon and trees is of note!

Reference: History of Cass County Indiana : Jehu Z Powell; Lewis Publishing Company. Chicago : Lewis Pub. Co., 1913

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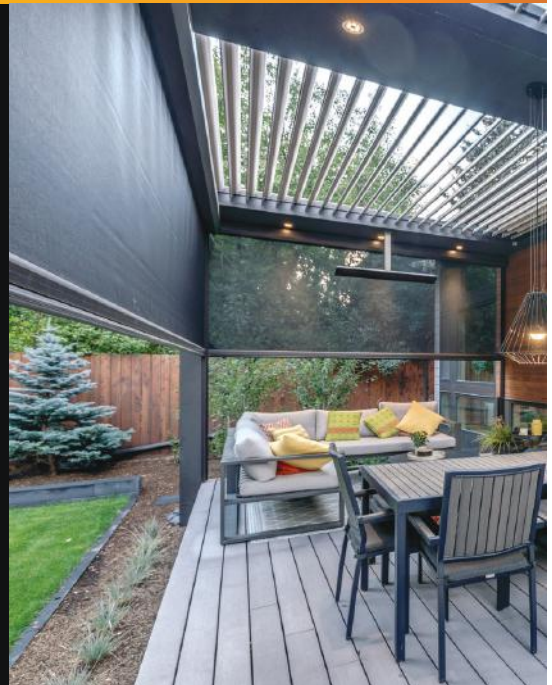
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Prepping for Profit: Securing Fall Cleanup Contracts



As the warmth of summer begins to fade, a familiar chill in the air signals the approach of autumn. For ILA landscape professionals, this isn't just a seasonal shift – it's a prime opportunity to secure lucrative fall cleanup contracts and ensure a steady workflow through the colder months.

Fall cleanup encompasses more than just raking leaves. A comprehensive approach can include:

- **Leaf and debris removal:** Essential to prevent turf smothering, facilitate drainage, and remove potential fall hazards.
- **Plant care:** Pruning dead branches, wrapping delicate shrubs for winter, and cutting back perennials.
- **Tree maintenance:** Light pruning to address overgrown or damaged branches.
- **Gutter cleaning and irrigation winterization:** Protecting properties from water damage and costly repairs.
- **Fertilization and weed control:** Preparing lawns for spring growth and tackling weeds before they germinate.
- **Mulching:** Protecting plant roots and retaining moisture.

- **Aeration & Overseeding:** Early fall is the best time to aerate and overseed lawns.

Proactive contract securing

Don't wait for the first leaf to fall! Begin reaching out to existing clients and potential new customers in late summer/early fall.

Consider these strategies:

- **Educate and inform:** Send emails or newsletters highlighting the importance of fall cleanup for a healthy spring landscape.
- **Offer package deals:** Combine various services like leaf removal, gutter cleaning, and winterization for added value and convenience.
- **Target specific markets:** Consider focusing on commercial properties that require extensive maintenance and seasonal adjustments.
- **Utilize a multi-channel approach:** Employ a combination of social media, email marketing, direct mail, and even door hangers to maximize reach.
- **Highlight expertise and professionalism:** Emphasize your knowledge of local climate conditions and best practices for fall cleanup.

By adopting a proactive approach and showcasing the value of your services, you can transform the impending autumn season into a period of profitable growth and secure a thriving future for your landscaping/maintenance business.



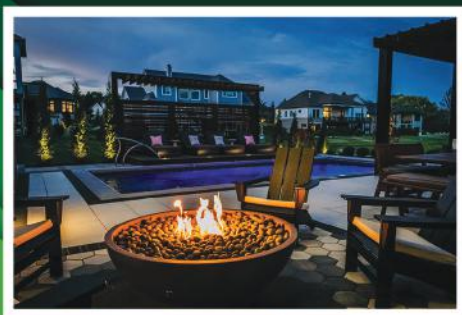
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Friday, September 12 Eagle Creek Golf Club

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Registration begins at 8:00am
Putting Contest and Games begin at 8:00am
Scholarship Presentation at 9:45am
Shotgun Start at 10:15am
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Come early and participate in some fun interactive activities prior to the outing with chances to win even more prizes!!!!!!

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Keeping your machines running: the importance of preventative maintenance in landscaping



As a landscaping contractor, your equipment is the backbone of your business. From mowers to trimmers to excavators, these machines are significant investments that directly impact your productivity, profitability, and client satisfaction. However, simply owning top-of-the-line equipment isn't enough; neglecting proper maintenance can quickly turn those assets into liabilities.

Why prioritize equipment maintenance?

1. Increased uptime and productivity

Unplanned equipment downtime is a contractor's worst nightmare. A broken mower means delays on a job, potentially impacting deadlines and customer relationships. Preventative maintenance significantly reduces the risk of unexpected breakdowns, ensuring your crews can consistently meet their schedules and maximize productivity.

2. Extended equipment lifespan and maximized ROI

Regular maintenance, including lubrication, cleaning, and timely parts replacement, extends the operational life of your equipment. This helps you get the most out of your investment, delaying the need for costly replacements and improving your return on

investment.

3. Reduced operating costs and improved efficiency

Well-maintained equipment runs more efficiently, leading to lower fuel consumption and reduced operating costs. Think about it: clogged air filters make engines work harder, increasing fuel usage. Clean engines and sharp blades translate to better performance and efficiency.

4. Enhanced safety for your team

Properly maintained equipment is safer to operate, reducing the risk of accidents and injuries for your crews. Regularly inspecting belts, blades, and safety features can prevent malfunctions that could lead to dangerous situations.

5. Boosted resale value

If you plan to sell or trade in your equipment, meticulous maintenance and detailed service records can significantly increase its resale value. Buyers are more likely to pay a premium for well-documented and maintained machinery.

What does effective maintenance involve?

Implementing a robust equipment maintenance program doesn't have to be complicated. Consider these key elements:

- **Establish a comprehensive maintenance schedule:** Create a plan that outlines daily, weekly, monthly, and seasonal tasks for each piece of equipment.
- **Keep thorough records:** Documenting all maintenance activities, including dates, tasks performed, and parts replaced, helps you track equipment history and plan future needs.
- **Invest in operator training:** Ensure your team understands the importance of proper equipment use and basic daily checks.

- **Regular cleaning and inspections:** Removing debris, checking fluid levels, and inspecting for wear and tear after each use can prevent small issues from escalating.

- **Seasonal preparations:** Preparing equipment for off-season storage, including tasks like fuel stabilization and battery maintenance, ensures a smooth start to the next season

Moving forward

By proactively embracing a comprehensive equipment maintenance strategy, landscaping contractors can significantly improve their operational efficiency, reduce costs, extend the life of their valuable machinery, and cultivate a safer work environment for their teams. Don't let neglected equipment be the weak link in your landscaping business – make maintenance a priority for long-term success.



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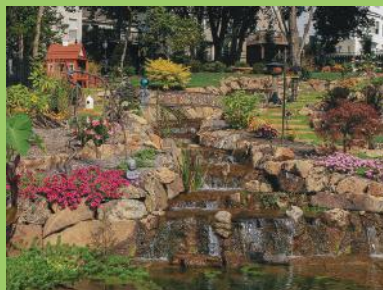
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Board Member spotlight: Todd Engledow



Todd Engledow currently serves as Chairman and Chief Strategic Officer of the Engledow Group. He is a third-generation owner at Engledow, a prominent name in the landscape design and maintenance industry in Central Indiana, known for their work with corporate and private clients, interior plants, holiday decorations,

and event planning. The Engledow Group has been family-owned and operated since its founding in 1932.

Despite his family's deep roots in the horticultural field, Todd describes himself as one of the "least horticulturally inclined" members of the Engledow family. However, his journey within the company began hands-on. He worked summers on landscape maintenance crews during his college years. Todd is Kelly School of Business graduate from Indiana University with Bachelor of Science degrees in both Accounting and Finance. He began his professional career with Price Waterhouse in public accounting followed by a Controller role in the software industry prior to joining the family business in 2000.

While his role at Engledow was initially administrative

and system process oriented, he was given the opportunity to rotate various operational responsibilities to better learn and understand the business. These included managing the greenhouse/warehouse, sourcing materials, and even having his own interior plant care watering route one day a week for a time.

Todd acknowledges the unique experience of being an "Engledow" in the family business, recognizing both the privilege and the associated responsibilities. While proud of the company's history and brand recognition, he's focused on nurturing Engledow's culture to best empower its people to serve the needs of its clients each and every day.

Outside of Engledow Group, Todd resides in Carmel and is father to 3 kids: Patrick (19), Will (17), and Amelia (14) which keep him busy. A former runner and cyclist "back in the day", he continues to enjoy following just about all sports and is a big fan of IU, Colts, Pacers, Indy Car, and Cycling.

Todd has served on the Indianapolis Landscape Association Board of Directors for over 8 years and currently is an Officer (Secretary) and chairs the Website Committee.



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Top 5 trending perennials for 2025

The world of gardening is constantly evolving, with new and exciting plant introductions each year. If you're looking to refresh your garden with some of the hottest and most desirable perennials for 2025, here are five to consider:

1. Mountain Mint (*Pycnanthemum muticum*):



Named the 2025 Perennial Plant of the Year by the Perennial Plant Association, Mountain Mint is a must-have for pollinator gardens. This native perennial boasts tiny, nectar- and pollen-rich flower clusters that are a favorite of bees and other pollinators. Its silvery-green foliage, which emits a pleasant minty fragrance, adds a lovely touch to the garden. Mountain mint thrives in a wide variety of soils (wet or dry), tolerates drought conditions once established, and is deer and rabbit resistant.

2. Coneflower (Echinacea):



A beloved native and drought-tolerant perennial, Echinacea continues to be a favorite among gardeners. New varieties, like the Revelation 'Coral' from

Terra Nova Nurseries, offer superior features, including extra-large, long-lasting coral-pink blooms that are highly fragrant and attractive to

pollinators. You'll also find varieties in a wider range of colors and sizes than ever before.

3. Salvia (Sage):



Known for its long blooming season and ability to attract hummingbirds and bees, Salvia remains a popular choice for gardens. Living Large 'Big Sky' from Proven Winners is a standout new introduction for 2025, featuring large violet-blue flowers on a large plant that creates a significant impact in the garden. This variety blooms later than other perennial Salvias, extending the flowering season.

4. Hosta (Hosta):

A classic for shade gardens, hostas continue to offer a diverse range of foliage textures and colors. New varieties like Shadowland 'Sound of Music', a sport of Empress Wu, boast heavily corrugated leaves with chartreuse centers that mature to creamy white, and near-white flowers that attract birds and pollinators. Expect to see a continued interest in miniature and variegated varieties, adding a touch of elegance to shaded garden areas.





5. Dianthus (Pinks):




Dianthus is a diverse genus encompassing hundreds of perennial, annual, and biennial varieties. Fruit Punch® ‘Sweetie Pie’ from Proven Winners features frilly, pink blooms with a sweet, clove-like scent that makes them a charming addition to any garden. They are also excellent for cutting and are deer-resistant. This perennial is a long-standing cottage garden favorite and offers a spectrum of colors.

Trends influencing perennial choices in 2025
Beyond these specific plants, several broader trends are shaping perennial selections for 2025:

- **Pollinator-friendly gardens:** Gardeners are increasingly focusing on supporting local ecosystems by choosing plants that attract and nourish pollinators.
- **Low-maintenance and drought-tolerant choices:** With busy lifestyles and a changing climate, perennials that require less watering and overall care are in high demand.
- **Climate-resilient landscaping:** Plants that can withstand varying temperatures and precipitation levels are a priority for many gardeners.

• **Bold foliage and multi-season interest:** Choosing perennials that provide visual interest beyond their bloom time, through their foliage or seed pods, is also a growing trend.

By incorporating these top trending perennials and considering the prevailing gardening trends, you can create a beautiful and thriving garden that will be the envy of your neighborhood.




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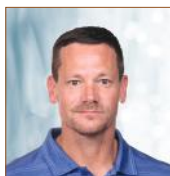


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