



It's simple: Track loss. Reduce waste. Save money.

Conservation does not imply limitation. Conservation does not equate expense. Conservation is about preservation and enhancement; and reducing your costs associated with expensive runoff, high water rates, and mounting water restrictions.

Not convinced? **Tom Campbell** is one man who is determined to aid our industry in combating its misconception as an army of 'water-wasters'.

"Lots of the residential and commercial properties—both large and small—have incredibly antiquated irrigation systems," stated Campbell. "Water is a critical issue here."



California-based **Water Scout** was founded on a philosophy of reducing water usage and costs while at the same time meeting landscaping objectives. With 25 years of experience spent serving the landscaping industry, Campbell, owner, has dedicated the last 12 years to estate management, with an emphasis on large commercial and residential properties.

Water Scout's unique business model is specific to water conservation and management; Tom works in tandem with property management companies and private citizens to identify and address water management issues. Operating solely in a consultative capacity, Tom works in *cooperation* with the client's existing

landscape design and maintenance companies—not in competition—to achieve an increased efficiency in existing systems while vastly improving the client's bottom line.

"All-inclusive maintenance companies are often spread too thin focusing on all aspects of landscape maintenance," stated Loren McIrvin, Water Management Specialist for Ewing Irrigation. "By specializing in irrigation systems efficiency, Tom is able to offer incredible expertise and assistance to these companies in troubleshooting their irrigation issues."

Water Scout's clientele are primarily attained through private requests and referrals—Tom is a Water Efficient Landscaper through Marin Municipal Water District's Water Efficient Landscaper (WEL) Program—and he chooses to focus on a selective few in order to provide thorough, customized service.

"I am determined to do everything I can to help my clients keep water bills down, from irrigation to plant selection," stated Campbell. "Don Bartley (of Ewing Irrigation) has been very helpful keeping me informed of the latest products and new technology available."

An irrigation audit can save thousands of dollars by identifying water loss in an existing landscape irrigation program. A Water Scout irrigation audit includes a complete site inspection, a zone-appropriate base watering schedule calculation, and a system audit to verify repairs and system performance. Homeowners and/or landscape managers are surveyed, and problem areas—such as leaking valves, faulty spray patterns, or miscalculated zone coverage and clock settings—are identified, flagged and matched with repair recommendations.



Tom recalls his first exposure to the Autodesk World Headquarters Campus in Marin County, California.

continued on reverse

“When I first arrived on-site, only 20 of 49 zones were operational, and 8 of those zones were bleeding out. Many of the valves were completely missing, and some of the valves had 80 PSI with no pressure regulation,” explained Campbell. The master valve for the 5-acre site was offline, later attributed to a severed wire. Runoff was rampant. The juxtaposition of plant material was disastrous; plants that had completely different watering requirements were planted right next to each other, and ground cover that was spotty at best.

“One of the most disturbing things I encountered was the jumble of products,” added Campbell. “There were rotors mixed with impacts on the same zone!”

Tom began by completing an initial site audit, including water flow and pressure analysis for each zone. With this critical information in hand, Campbell’s first step was to replace twelve years of mismatched, antiquated spray bodies. Campbell chose Hunter’s pressure-regulated spray head, the Institutional Spray, as replacements, with integrated check valves. Campbell’s choice of a pressure regulating spray head stemmed from the ability of the internal pressure regulator to reduce high pressure misting at the nozzle, thus creating a more uniform distribution pattern. Together with these new spray heads, Campbell utilized the highly efficient **MP Rotator** from the Walla Walla Sprinkler Company.



The MP Rotator provides increased efficiency and flexibility, coupled with aesthetically pleasing multi-trajectory rotating streams. Delivering 1/3 the flow of a conventional spray nozzle, the wind-resistant MP Rotator fits any conventional spray head body or shrub adapter, transforming it into a high uniformity, low application rate 8’-30’ sprinkler with matched precipitation even after arc and radius adjustment. Post-retrofit GPM evaluation revealed an average savings of 3-8 GPM per head.

Island zones in the parking lot were combined into a single zone and fitted with drip irrigation (as opposed to spray heads) for increased efficiency as well as increased safety and reduced vandalism in a high-traffic area. Campbell also offered consultation in regard to plant material, recommending the use of native grasses and ground cover.



Two existing controllers were replaced with one 42-station ET Water Smart Controller that utilizes ET Technology to automatically make adjustments when conditions change. “It was easy to install, easy to program, and easy to make on-site adjustments,” stated Campbell. “You can also make adjustments online, and manage multiple sites all at once.”

Because the ET Water Management software is internet-based, Tom can use any computer to control or make adjustments to the site. Additionally, a notification alerts Tom when a programming change has been made on-site, and a user-specific login feature enables him to determine who has made each change.

With only 80% of Tom’s planned modifications completed, Tom has already eliminated run off and has significantly reduced the total amount of water used on the site—and Autodesk has witnessed a \$2,600 water bill decline to \$1,600.

“By the time we wrap up, the site will be 100% reformed,” added Campbell. “Even more money (and water) will be saved.”

For more information on how you can offer your clients added value by increasing the efficiency of an existing system while reducing costs, visit www.waterscout.com.



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