

Valley Soil, Inc

A Water Conservation Company

“When it comes to new ideas to Save Water, we Never Run Dry.”

About Us

- Valley Soil, Inc. started in 2003 as a response for a growing need of water conservation programs aimed to help conserve water through water management, smart irrigation and indoor BMP's.
- In our 19 years, we've performed over 42,000 evaluations, installed over 15,500 weather-based irrigation controllers & 365,000 H.E. Nozzles. In all, **Valley Soil's efforts save over 1,508,000,000 gallons of water each year—enough to fill over 75,400 swimming pools.**



About Us

Valley Soil, Inc

- 27 Years in the Water and Irrigation Industry, CLIA, C-27, MWEL0
- Designed, Installed, Inspected and Maintained a Variety of Projects
- Lead in Establishing a Drought Action Plan for the City of Corona, 1986
- Educating Clients and Contractors
- Continually Training People in Conservation Methods and Products
- Data for Agency water budgets and customer tracking
- 2007 Claire A. Hill Award Winner: RCWD

Valley Soil Methods

- Valley Soil can assist with the design, implement and management of any Program
- Projects include Evaluations, Installations, Repairs, Tracking and Reporting
- Turn-Key solutions
- Goal - minimize Agency efforts to achieve the most successful program

The Benefits of Direct Programs

- Professional look at your Customer's water use needs
- Reports identify breaks and leaks which can provide instant savings
- Scaled back Agency involvement
- Turn-key solutions
- Water saving technology products, installation customer follow-up and rebate submittal
- Long term savings from reduced water/ energy use

The Benefits of Valley Soil Managed Programs

- Accurate Assessments
- Irrigation controller programming accuracy
- Valve by valve issue identification
- Site specific recommendations
- Initial run time totals captured for comparison
- Direct install programs proven to save the most water
- Real time cloud-based reporting
- Greater return on investment than other programs
- Agencies are on track to meet their “20/ 20” Goals

Agency Benefits

- Accurate initial assessments and baseline data
- Agency specific and Master data base for anytime review
- Data base updated daily
- Cloud-based customer contact and issue logs
- Customers receive personal “One on One” contact
- Issue solving is direct with no re-directs
- Customers become educated, informed and take part in water saving practices

Administration & Customer Contact

- Assist with Agency targets and targeting
- Develop contact strategies
- Mine for high water users
- Direct, indirect or online customer contact
- Arrange meetings
- Manage calendars and customer responses
- Manage evaluation and install programs
- Field customer situations, variances, environmental or disadvantaged
- Cloud Based customer reports and Agency billings

Valley Soil Services

- Valley Soil offers full services for:
- Indoor/ Outdoor Evaluations – Commercial/ HOA/ Institutional/ Municipal/ Residential
- Residential Upgrades – H.E. toilets, aerators, dish washers, washing machines, W.B.I.C's, H.E. nozzles, flow meters, leak detection systems, etc
- Commercial/ HOA/ Institutional/ Municipal – PH balancers/ descalers, low flow/ zero flow toilets, flow restrictors, wash off nozzles, H.E. dishwashers, ice machines, digital x-ray eq, production recycling eq, W.B.I.C's, H.E. nozzles, central managed irrigation systems, flow sensor/ master valves, etc.
- Grant or Rebate Programs - direct customer returns or contractor captured

Customer Education

Best Practices

Irrigation

- Proper Irrigation Programming
- Plant Zones and Stress Levels
- Proper Irrigation Maintenance
- Drip Irrigation Retrofit
- Proper Usage of Soil Covers
- Evapotranspiration Controller Information
- Optional Workshops

Customer Education

Best Practices

Structure

- Modernize appliance assistance
- Install low flow amenities
- Water use awareness training
- Discuss Agency grant or rebate information
- Rate or main use variance referrals for Agency approved socio-economic circumstances

Customer Satisfaction

- Customers have been ecstatic to report how grateful they are to have participated in these programs
- Valley Soil continually receives thanks from customers with the new Agency sponsored systems and ongoing support
- Participation is 85% for contacted customers
- Call Backs are lower than 3%, including additional programming help
- Savings are generally greater than 14% (WBIC) & 17% (WBIC/Nozzles), some agencies say a 23% reduction
- Customer Feedback: Larry, Crystal Cove – “I give everything from appointment to installation to operation an A+”

Project Samples



From us at
Valley Soil, Inc
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Thank You for Your Time
Questions?

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