



**For Immediate Release**

**The Brickman Group Taps ET Water Systems to Deliver 20% Water Consumption Savings to Agilent Technologies**

*Smart Irrigation Controllers Decrease Water 'Use and Utility' by 20%, Payback Achieved in the First Year, with up to 50% Future Savings Projected*

**Novato, Calif., December XX, 2010** - The Brickman Group, Ltd., one of the nation's leading commercial landscape management companies, in partnership with ET Water Systems, Inc., the leader in smart irrigation control and water management and efficiency solutions, today announced that together they have delivered substantial landscape water use savings to Agilent Technologies Inc. (NYSE: A), the world's premier measurement company and a technology leader in chemical analysis, life sciences, electronics and communications, with the deployment of smart irrigation controllers at the Agilent Colorado Springs campus.

Serving the landscape management needs of the Agilent campus for over a decade, Brickman began partnering with ET Water Systems three years ago, to serve the water conservation and budgeting needs of a growing list of clients including Hunter Douglas, Burlington Northern, Teletech and other leading companies in the U.S. Brickman has installed ETwater™ smart controllers at commercial sites across key irrigation states including – Texas, Colorado, Oregon, and California, which have helped numerous clients reduce costs and conserve this valuable resource.

In May 2009, Brickman installed 12 ETwater™ smart controller systems at the Agilent Technologies campus in Colorado Springs. The site is comprised of nearly 20 acres of mixed landscape – including more than 16 acres of turf and approximately 4 acres of trees and mixed shrub beds. In 2009, landscape water consumption declined 8 million gallons from 2008 and by more than 10 million gallons compared to 2007. The savings achieved reflect the recovery of the initial capital investment in less than one year. The daily monitoring and management of Agilent's system is conducted with the ETwater Manager Web-based irrigation control interface. The interface allows Brickman to receive daily alerts and remotely manage the water scheduling to reduce water use from any Brickman branch office.

“Our goal is to do whatever it takes to serve our customer, including continuously searching for ways to help them conserve resources while maintaining or improving the health of their landscape,” said Reiss Wilburn, Branch Manager for Brickman's office in Colorado Springs. “With the cost of water rising 37 percent over the last four years, and another projected increase of 12 percent on the horizon, we knew there was tremendous potential for savings in upgrading Agilent's irrigation equipment.”

“We choose to install ETwater smart controllers primarily because of the ease of installation and management, plus the ability to remotely manage and monitor water use across multiple sites. That strategy paid off, as demonstrated by Agilent's substantial savings in the first year alone.”

ET Water provides customers with comprehensive water efficiency solutions that reduce landscape water consumption by up to half through use of smart irrigation control systems



and smart controller retrofits to upgrade legacy irrigation systems. ETwater™ smart controllers combine state-of-the-art horticulture science with proprietary web-based technology to automate the scheduling and management of irrigation systems for commercial, municipal and residential landscapes. Water is applied to landscapes based on current weather conditions and specific landscape factors, including plant type, soil type, slope and sun/shade conditions to reduce water consumption by up to 50 percent or more while improving landscape quality and reducing runoff pollution.

“Brickman’s commitment to water resource conservation has made it possible for us to collaborate on a number of projects to realize significant water savings while achieving environmental stewardship and strategic sustainability goals,” said Pat McIntyre, CEO, ET Water Systems. “Agilent Technologies represents yet another successful deployment together.”

“Our company-wide focus on sustainability is realized by implementing green initiatives literally at the ground level,” said Jason Cohen, Environmental Manager, Agilent Technologies. “Water efficiency and conservation is a growing concern, especially in the southwest U.S. The cost of water is the single most important line item budget we focus on and with the innovative technology from ET Water Systems and maintenance from Brickman we can lessen our waste and budget our use more conservatively.”

Key to Agilent Technologies’ Green Initiative is upgrading their conventional irrigation controllers to smart controllers in the U.S. to achieve up to a 50% savings in landscape water consumption, while drastically decreasing their water expense.

The ET Water smart irrigation product line is comprised of the award-winning SmartBox™ smart controllers, SmartWorks™ Replacement Panels to replace the electronic panel assemblies in many traditional Rain Bird®, RainMaster® and Irritrol® commercial controllers, and the ETwater™ Manager; an intuitive, easy-to-use web interface that provides quick set-up, automated scheduling, irrigation history and remote monitoring and adjustment.

### **About Brickman**

The Brickman Group, Ltd. is the largest commercial landscape maintenance firm in the United States. With over 160 company-owned branches serving 30 states, Brickman is uniquely positioned to serve national, regional and local clients. Services include landscape maintenance, landscape enhancements, design/build and installation, snow and ice management, irrigation, tree care, and sports turf. Brickman serves various regional and national property owners and managers of office parks, hotels, corporate facilities, retail centers, industrial sites, schools and universities, hospitals, professionally-managed residential properties, municipal facilities, cemeteries, and sports facilities. For more information on The Brickman Group please visit <http://www.brickmangroup.com/>.

### **About Agilent Technologies**

Agilent Technologies Inc. (NYSE: A) is the world's premier measurement company and a technology leader in chemical analysis, life sciences, electronics and communications. The company's 18,500 employees serve customers in more than 100 countries. Agilent had net



revenues of \$4.5 billion in fiscal 2009. Information about Agilent is available at [www.agilent.com](http://www.agilent.com).

**About ET Water Systems, Inc.**

Since 2002, ET Water has been at the forefront of green technology solving one of the world's most important environmental challenges through intelligent irrigation management. By integrating the power of the internet with state-of-the-art software, database technology, horticulture science and weather data, ET Water is perfecting the science of landscape irrigation with systems that reduce water consumption by 20 to 50-percent or more, simplify administration, improve landscape quality, and reduce runoff pollution. To discover why some of the largest commercial and municipal properties in the world entrust their landscapes to ET Water Systems please visit [www.etwater.com](http://www.etwater.com).

Additional links:

Twitter: <http://twitter.com/ETWaterSystems>

Product Demo: <http://www.etwater.com/public/support.html>

Company B-Roll: [http://www.youtube.com/watch?v=nt\\_bMMiYzjs](http://www.youtube.com/watch?v=nt_bMMiYzjs)

###

Media Contact:

Susan Donahue

[Skyya Communications](http://www.skyya.com)

(646) 454-9378

[susan.donahue@skyya.com](mailto:susan.donahue@skyya.com)