



PROTECT EMPLOYEES ROOF INCREASE PROFITS FROST IMPROVE SCHEDULING ADVISORIES REDUCE RISK WATCHES LOCAL WEATHER  
TEMPERATURES PRECIPITATION TIMING PAVE MAP LAYERING SNOW REAL-TIME LIGHTNING WIND SPEED ICE 10-DAY OUTLOOKS WARNINGS  
HOURLY FORECASTS RADAR MAXIMIZE RESOURCES  
HUMIDITY ONLINE CONSULTING PATENTED TOOLS RAIN SECURE JOB SITES

# MXVISION WEATHERSENTRY ONLINE®

CASE STUDY

## M.J. DALSIN COMPANY OF SOUTH DAKOTA, INC.

SIOUX FALLS, SOUTH DAKOTA

M.J. Dalsin Company of South Dakota, Inc. provides roofing and sheet metal services to commercial, industrial, and institutional customers. It is a three-generation, family-owned company founded in 1912.

The company has achieved certified installer status with Firestone, Carlisle, Johns Mansville, and Sarnafil. They are the preferred roofer for Home Depot and they serve Quest, Shopko, and local hospitals as well. Their work for Home Depot makes up 75 percent of their service work, and it constitutes 30 to 40 percent of their contract business. M.J. Dalsin also has its own in-house sheet metal service. With a high standard of service, they guarantee their work for customers.

### THE CHALLENGE

M.J. Dalsin needs to monitor weather by location. Heavy winds can keep them off the job. With clients across the country, it is important to know where they can work on any given day.

### THE DTN/METEORLOGIX SOLUTION

After using the satellite version of MxVision WeatherSentry® *Construction Edition* for three years, they switched to MxVision WeatherSentry Online® *Construction Edition* in late 2005 for greater speed, increased flexibility, and the ability to pinpoint each job site.

### RESULTS

"I really like how MxVision WeatherSentry Online *Construction Edition* enables you to select your job sites and program them into the system for quick reference," said Julie Cooper, office manager. "If we're doing a job in Jackson, Minnesota, we can set Jackson as one of our selected sites. We can click on it and we've got the information right there. We don't have to wait for it to load. It's very quick and accurate."

Now that they have the online version, office staff works in tandem with the superintendent, who works from his laptop in the field. They then work together to determine when and where to send their crews each day. Cooper also depends on the information to direct crews traveling to respond to Home Depot calls.

"When Home Depot calls, we have 48 hours to respond to that call," she said. They have worked on Home Depot roofs in Des Moines, Iowa; Albuquerque, New Mexico; Denver, Colorado, and as far west as Oregon. "If they've had high winds coming through, and the winds blew off the sheet metal flashing from the side of a Home Depot, and there is water coming in, we need to respond as soon as possible," said Cooper.



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Given how quickly they need to respond to these calls, travel weather is almost as important as the weather when they are actually doing the work. "We touch base with our guys every day and talk to them multiple times if we know of a storm that's coming through," she said. "If, for example, they're in Salt Lake and they need to get to Missoula, there might be a front moving through the Idaho area that our guys will hit once they're up in Montana," said Cooper. Given the weather information from MxVision WeatherSentry Online *Construction Edition*, the team can delay their travel or take a different route.

"It may take a little longer, but at least they wouldn't be driving in the middle of a snow storm," she said.

M.J. Dalsin also depends upon MxVision WeatherSentry Online *Construction Edition* for wind information because wind is

one of their biggest weather challenges. OSHA requirements prohibit workers from being on roofs when winds are greater than 30 miles per hour. "If an area is projecting high wind, we can't work," said Cooper. "The sun can be shining, and it can be 80 degrees out, but if the wind is blowing, that will keep us off the roof," she said.

MxVision WeatherSentry Online *Construction Edition* also provides the weather information they need to prioritize jobs on a particular day.

"If we have a job in Minnesota and a job in South Dakota, and MxVision WeatherSentry Online *Construction Edition* has projected rain in Minnesota, we'll send more of our guys to South Dakota," said Cooper.

## THE CLIENT'S VIEW

"MxVision WeatherSentry Online *Construction Edition* is very accurate and user friendly. The ability to pinpoint our job sites has saved a lot of time."

Julie Cooper, office manager, M.J. Dalsin

*DTN/Meteorlogix, DTN's brand of commercial weather services, delivers industry-specific weather management capabilities for its customers to manage business risks, maximize personal safety and minimize financial loss.*

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