



PROTECT EMPLOYEES ROOF INCREASE PROFITS PUMP 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 ONLINE CONSULTING RADAR MAXIMIZE RESOURCES LOCATION BASED
HUMIDITY PATENTED TOOLS RAIN SECURE JOB SITES
MXVISION WEATHERSENTRY ONLINE®

CASE STUDY

NEWCOMER CONCRETE SERVICES, INC.

NORWALK, OHIO

Newcomer Concrete Services, Inc. is a concrete construction company that serves the entire state of Ohio. They do everything from heavy highway to public works, municipalities to commercial. During their busy season, they have 90-100 full-time employees.

THE CHALLENGE

Concrete is a very weather-sensitive business — and for Newcomer, it is no exception.

Precipitation can impact Newcomer's pouring schedule. "It is very difficult to pour concrete when it's raining outside," said Wade Herring, director of safety for the company. "We continually watch the weather to see if, when, and how it may affect crews and jobs."

Concrete is also temperature sensitive. Newcomer may not be able to pour if heavy freezing is forecasted. "Based on the job, some inspectors will not allow us to pour when it is either raining or below a certain temperature," said Herring.

With such weather worries, Newcomer needed a reliable solution to keep them on top of changing conditions that could affect their operations.

THE DTN/METEORLOGIX SOLUTION

Newcomer chose DTN/Meteorlogix to help them meet their weather needs and manage risks. Specifically, they selected MxVision WeatherSentry Online® *Construction Edition*, an Internet-delivered solution designed to help construction professionals of all kinds stay on top of changing weather conditions that can impact operations, damage materials, and endanger employees.

The company chose to add several licenses to extend the capabilities to multiple users. They also upgraded most of the licenses to the professional package — which also includes MxVision Weather Information Notification System® (WINS), MxVision WeatherSentry Mobile®, Alert Manager®, Lightning Manager®, and access to a meteorological consulting forum.

MxVision WINS delivers instant, personalized weather alerts on any e-mail compatible cell phone, PDA, pager, or P.C. The solution constantly monitors user-specified weather parameters at the user's chosen location, 24 hours a day, allowing him or her to focus on other duties.

MxVision WeatherSentry Mobile is a "portable" weather system that provides on-the-go weather information delivered by cell phone, to help users stay on top of the weather anywhere they go.



meteorlogix

Alert Manager notifies Newcomer staff of significant weather changes within their chosen coverage area. This customizable tool can also sound alarms for changes to weather conditions like temperature, or when the National Weather Service issues a watch, warning, or advisory.

Lightning Manger gives reliable, advance warning to dangerous weather conditions by using real-time lightning data — not predictions that can lead to false alarms or delayed reporting after deadly lightning has already struck.

The online consulting forum allows users, like Newcomer, to receive the answers they need to keep their operations running smoothly. It lets them ask weather-related questions to one of DTN/Meteorlogix's professional meteorologists, any time of the day or night, and receive personalized answers. They can also see what others in their industry and area of the country are asking as well as the meteorologists' responses.

RESULTS

Newcomer looks at three features on the system simultaneously to determine if they should proceed with a job — PrecipTimer®, real-time local radar, and the system's detailed hourly forecasts.

The patented PrecipTimer, which Newcomer uses primarily as an alerting tool, lets them know when rain will start and how long it will last at their job sites. They can also set alarms for

light, moderate, or heavy precipitation for advance warning to approaching weather. This allows the Newcomer team to protect job sites, materials, and employees. It also prevents them from erroneously suspending work so they can generate revenue, and keep the project moving.

With the radar, Newcomer can see the actual movement of a storm, and its relationship to pours they have scheduled for that day. The hourly forecasts let them know up to three days out what time of day they can expect rain, or if the entire day looks to be a rain out.

Newcomer finds the extended forecast to be very a valuable tool for scheduling. "We use the extended forecast to determine which cities we'll work in, depending on where rain is predicted," said Herrig. All the Newcomer estimators use the extended forecast feature for scheduling jobs as well.

Having multiple user licenses allows the Newcomer team to look at and discuss the weather simultaneously. By having more than one subscription, they are able to form opinions and make decisions in regards to scheduling based on the same set of data.

While he is on the go, Herrig also uses MxVision WeatherSentry Mobile as a quick reference to see if the rain may potentially impact one of their jobs that day.

THE CLIENT'S VIEW

"There hasn't been a season where our DTN/Meteorlogix system hasn't paid for itself."

Wade Herrig, director of safety, Newcomer Concrete Services, Inc.

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.

DTN/Meteorlogix is the official forecaster for the PGA Tour, Champions Tour, PGA of America, LPGA, and other premiere golf events.

WWW.METEORLOGIX.COM/1.800.610.0777



meteorlogix