



## True Stories. Real Results.

### Two Railroads Receive Proactive WeatherData Flood Warning



#### We're the Best Because You Need Us to Be.

We do whatever it takes to deliver accuracy and speed every time because we know the stakes are high:

- Your employees' safety.
- Your bottom line.
- Your commitment to your customers.

#### Just ask some of our clients.

- DaimlerChrysler
- General Motors
- Burlington Northern Santa Fe
- Boeing
- Toyota

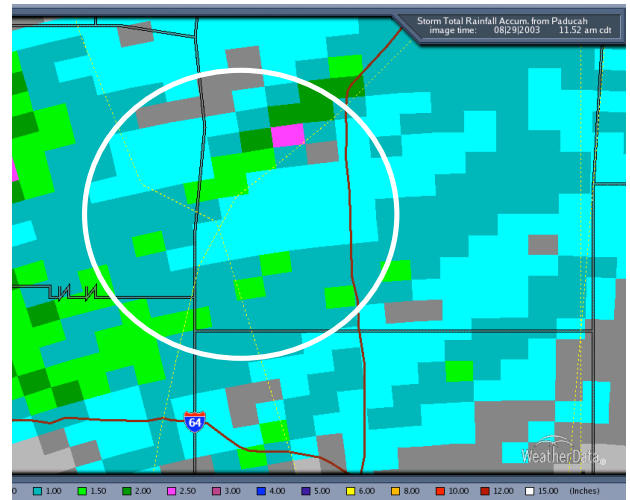
*"WeatherData issued an accurate tornado warning for one of our facilities when no one else had anything on it. We are very grateful to have that quality of service."*

*Bob Schmidt  
Manager of Building Services  
Wichita Clinic*

#### The Story

On August 29, 2003 heavy rain brought flash flooding to Clinton and Washington Counties in Illinois. Both WeatherData SkyGuard® clients Burlington Northern Santa Fe (BNSF) and Canadian National (CN) have track in those counties, and WeatherData warned both of them **before** flooding started. The National Weather Service (NWS) did not issue a warning until **after** flooding started.

- 9:12 am CDT: WeatherData issues flash flood warnings for BNSF and CN track passing through Clinton and Washington Counties.
- 10:57 am: NWS issues a flash flood warning for Clinton and Washington Counties after flooding is reported by the Clinton County Sheriff.
- The NWS was reactive after flooding was reported. WeatherData was proactive, warning before the flooding.



WeatherData's SmartRAD® Weather Information Display Radar estimated rainfall totals: Green indicates 1.5". Dark green is 2.0". BNSF and CN intersection affected is circled.

#### Results

- BNSF and CN had **proactive notification** of flooding. BNSF and CN would not have received early warning from the NWS or a competitive warning system based on NWS warnings. WeatherData gave over an **hour and a half lead time**.
- BNSF and CN could take necessary precautions to **protect lives and property** from the flooding. Also business continuity could be maximized.
- Property costs can reach \$1 million if a train derails due to flooding or any other reason. Due to weather-related savings, BNSF reports a 35:1 ROI on the WeatherData risk management solution.
- WeatherData meteorologists have the **experience** and **talent** to protect clients with accurate warnings based on proactive forecasts and with comfortable lead times.

#### The SkyGuard® Promise

We will provide our clients with **timely, site-specific warnings** based on their **unique business operational needs**. We are available to consult with our clients 24/7/365.

Our **Storm Intelligence Center**, comprised of the nation's top meteorologists, has **more than 123 years of combined experience** with severe weather. We are the leader in weather risk management because we believe in **blending human skill** and **state-of-the-art technology**.

Our team uses proven methods and techniques, strengthened by:

- Commitment to **understand business operations of our clients**.
- **22 years of saving lives** and millions of dollars for our clients.

**Put our Expertise to Work for You.** Don Coash, Senior Sales Consultant, [dcoash@weatherdata.com](mailto:dcoash@weatherdata.com)