



# CLC LODGING

## CASE STUDY

“ Our teams in the field are happier because they’re staying in nicer hotels for the same price, and our employee retention has improved. ”

Mark Long, Vice President



*Truesdell is a leading company in the concrete repair industry. With over 10,000 projects already successfully completed, the demand for Truesdell repairs, restorations, protections, and strengthening of all types of structures is rapidly growing. Truesdell Corporation’s hotel needs continue to increase, and in 2020, reached more than 1,000 nights per month.*

## THE CHALLENGE

### A lot of headaches

When we got started, we only worked in three states. It was difficult and time-consuming to book hotel rooms, negotiate rates, or modify reservations.

### Difficult to find quality lodging options

Before working with CLC, our employees often complained about the quality of motels we arranged with direct bill agreements. When they didn’t feel safe, they didn’t sleep well, which impacted the quality of their work. Additionally, employees couldn’t make last-minute bookings on their own, and were limited to a few lodging options while in the field.

### Unpredictable rates

Hotel rates are always changing, and we needed a solution to ensure that our rates would stay consistent. Before CLC, it was difficult to enforce travel policies and spending limits to keep projects on budget.

## THE CLC SOLUTION

### A scalable solution

Today, our work has expanded to 38 states. CLC has made it easy for us to grow because we don’t have to worry about securing hotels anymore. We can now focus on our business.

### Increased employee satisfaction

Our team members can book at more than 15,000 hotels across the country, and thousands of additional hotels through CLC’s Expanded Network. They simply open the mobile app, search by location and amenities, and pick a hotel. Our teams in the field are happier because they’re staying in nicer hotels for the same price, and our employee retention has improved.

### Consistent pricing

In the 10 years we’ve worked with CLC Lodging, we have never had to increase our budget for hotel stays. With CLC, we aren’t impacted by fluctuating rates. And we can set booking guidelines so employees always stay within our travel policies.



# CLC LODGING

1.866.369.4755 | clclodging.com

1.2 Million

Travelers Supported

\$420 Million

Savings for Our Members Annually

17 Million

Annual Nights Booked