

*"The partnership with CLC made tremendous improvements in productivity, safety and quality of life."*

**Chris Yancey**  
Contract Administration  
I-Supply Company



[www.isupplyco.com](http://www.isupplyco.com)



## I-Supply Personnel

- The I-Supply Company is the largest and most complete distributor in Ohio's Miami Valley for disposable paper and selected food products for the restaurant industry as well as maintenance and janitorial supplies for retailers and businesses.

## Challenges

I-Supply spends many hours on the road in order to distribute their products in a radius of roughly three hundred miles from their headquarters. Before joining CLC Lodging, I-Supply drivers slept in their cabs when traveling overnight. "At that point about half of the fleet in our line of work were sleepers", says Chris Yancey, Contracts Administrator for I-Supply. Sleepers created several problems for both the company and for the employees themselves.

The company had several issues with the sleepers. They were more expensive, carried less payload, required additional maintenance and were more difficult to maneuver. Sleeping in a public parking lot can present safety and health issues for the drivers. Sleeping in running truck next to numerous other running rigs causes noise pollution and makes it difficult to sleep. Lack of sleep affects productivity and morale and, most importantly, makes it unsafe for the driver to be on the road.

With "one stop shopping and a wide base of hotels," I-Supply was able to replace their refrigerated sleeper trucks with new non-sleeper rigs. The new trucks were easier to maneuver and increased the payload by over 1,000 pounds. "The increase in payload was a big deal for us," said Yancey. Not only were they able to deliver more merchandise in a single trip, they also saved money on maintenance and repairs. Fuel expenses were also substantially reduced as drivers no longer had to leave their trucks running all night. Instead, I-Supply drivers shut off their trucks, go inside their CLC-procured hotel, take a hot shower and get a good night's sleep. The subsequent raise in productivity and morale was immediately noticeable.

I-Supply realized additional cost -benefits for those drivers that stayed in hotels prior to the transition to CLC. With CLC's help, I-Supply was able to set reasonable limits on hotel type and price. "Before, you would send drivers out with credit cards and some of them would get choosey. This is something we were able to reel in," said Yancey. "The use of this service made it easy for the company to plan and even predict the cost of lodging."

### KEY VALUES PROVIDED:

- Consolidated purchasing power of 12 million room nights annually
- 24x7x365 Traveler Support Center providing check-in support, directory assistance and reservation services
- Accurate, timely billings which are easy to review
- Detailed, customized reports delivered on a timely basis
- Automated cost coding for easy tracking by region, division, employee and hotel



## Workforce Lodging Solution

When I-Supply joined CLC Lodging in 2006, they saw immediate benefits.