

"We are seeing good savings, and the crew doesn't have to take cash because they have a CLC card. Also, that card doesn't authorize charges above the price of the room and taxes, so that works great for us."

Russ Rosander
CFO
Intermountain Rigging
& HeavyHaul



Intermountain Rigging & HeavyHaul

- Based on 10 acres in Salt Lake City, Intermountain Rigging and HeavyHaul (IRH) has more than 75 years of experience providing rigging, millwright, heavy transportation, warehousing, packaging and shipping services to a variety of customers in the intermountain region and throughout the U.S.

Challenge

Before teaming up with CLC Lodging, IRH knew they were spending too much time and money on lodging management.

"We didn't have an agreement with any hotel chain to get a standard discount and our crews would have to search to get the best prices they could while trying to find a decent hotel to stay at."

Russ Rosander, CFO

Furthermore, IRH faced complications processing and auditing lodging activity for their employees. The IRH admin team wasted valuable time correcting hotel billing errors and chasing down employees' unapproved incidental charges like in-room movies or restaurant bills.

IRH knew they needed a streamlined, easy workforce lodging process, but weren't sure who to turn to. Traditional travel management companies focus on CEO and managerial-level travel. They needed someone who understood that workforce travel means boots – not suits.

Workforce Lodging Solution

Fortunately, CLC Lodging specializes in workforce lodging. CLC understood what IRH needed. With over 35 years of experience providing lodging solutions for companies with crew travel from construction, retail support, merchandising, tower services and more, CLC was uniquely prepared to deliver a comprehensive workforce travel management program to IRH.

With their extensive hotel network, CLC helped IRH create a network that made sense for their crews. CLC's 24x7x365 Travel Service Center provides support when IRH employees need it. CLC helped IRH control their reconciliation process by consolidating their lodging activity into one invoice.

CLC's 52-point auditing process helped cut down on the excessive billing errors. IRH also gained control of employee incidental charges as the CLC program permits only hotel room and taxes. With over 16,000 hotels and nearly half a billion in room nights a year, CLC has the ability to negotiate lower rates for their clients – typically 20-40% lower than the lowest published rate. In addition to simplifying IRH's tracking and auditing, CLC also provided meaningful savings on hotel rooms that helped improve IRH's bottom line.

KEY CLC STRENGTHS:

- Consolidated purchasing power of 12 million room nights annually
- 24 x 7 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