

"With CLC's reporting features, we are able to receive substantially more information on our lodging spends and patterns than we generated before."

Tammy Keating
Wick Buildings



Wick Building Systems

■ Headquartered in Mazomanie, Wisconsin, this company provides engineering, design and manufacturing services rendered by a network of experienced Wick Building builders. With more than 60,000 buildings and thousands of homes to its credit, Wicks' time-tested procedures and performance runs like clockwork. But in 1994, the company faced multiple inadequacies and headaches inherent in its employee lodging program – resulting in thousands of wasted dollars and hundreds of hours of employee resources. Today, these challenges are manageable thanks to Wicks' successful partnership with CLC Lodging.

Challenges

"I used to spend valuable time every day writing employee's expense checks to cover their lodging spends, or submitting payment to dozens of different hotels," says Tammy Keating, production assistant for Wick Buildings. Under its old "system," Wick Buildings would often establish a direct billing relationship with a hotel. That resulted in Keating often having to "stop what I was doing at work and set up another direct bill system with a new hotel", she says. With multiple revolving accounts open at a variety of properties across the Northeast and Midwest, Keating found herself spending countless hours covered in mounds of paperwork.

Sometimes, Wick foremen would pay for hotel rooms on their own credit cards and then submit receipts and detailed expense reports to Keating to sort out and pay. If they didn't have a personal credit card, they might call Keating at home from the hotel to obtain her credit card number to use at check-in.

Workforce Lodging Solution

Now, Wick foreman simply carry CLC cards to check their crews in each day. The hotel verifies that the card is active and processes the stay. Then, the hotel generates a bill to CLC, which is systematically checked for accuracy. CLC in turn bills Wick, receives payment from the

company and pays the hotel. It's a turnkey process which Keating says is invaluable.

Establishing a customized lodging program through CLC and its network of thousands of hotels in North America has paid off for Wick Buildings, LLC. Through the program, the company has annually saved more than 20 percent off of its previous lodging spend. Those savings total hundreds of thousands of dollars a year.

"Our management team has been impressed with, and excited about, the savings that CLC Lodging offers to our company," Keating says. "Now we know what it costs to house our staff. We know we'll be charged the right amount and that each hotel will be paid by CLC instead of us having to take on that responsibility. It's just a win-win situation." Working with CLC has also allowed Wick Building Systems access to thousands of hotels in CLC's network – a network that has been customized to meet Wick's requirements for location, price and amenities such as diesel-friendly parking lots and a guaranteed 24-hour length-of-stay.

CLC has also worked with Wick to identify areas where the company needs additional inventory. "Our CLC account manager is very experienced and is able to help us with any special needs we may have. If, for example, we are working in an isolated area or an area where it is difficult to find a hotel, she is nearly always successful in locating another hotel," Keating says. "That also saves me and my crews a lot of time."

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



CLC LODGING
WORKFORCE TRAVEL
SAVINGS & SOLUTIONS

1.866.362.0739
www.clclodging.com