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# CURBSTONE

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## Case Study: How an Independent Distributor Reduced Their Credit Card Processing Fees and Sped Up Their Settlements

### The Company: Bartlett Bearing

Founded in 1951, Bartlett Bearing Company is a bearing distributor specializing in the electro mechanical industry. Processing more than 6,000 transactions a year, they needed fast settlements - and a support team they could rely on.

### Goal #1: Better Support

"On the accounting and business end, there were definitely issues with customer service with the acquirer we were using," explained Sarah Musser, Operations Manager at Bartlett Bearing. "We needed better communication."

### Goal #2: Speed Up Settlements

"On the technology side, our settlements were routinely not settling until after 8 PM, so money was not being deposited into our bank until a day after the transactions actually occurred," Musser continued.

### The Solution: TSYS

Curbstone recommended that Bartlett start using TSYS as their acquirer. "We have worked with dozens of acquirers,"

commented Russell Gilmer, Director of Sales for Curbstone. "TSYS has proven to provide the highest level of support - as well as the lowest rates."

### The Results: Smoother Service, Faster Settlements, and Lower Fees

"Now that we're on TSYS, our settlements finish in minutes," shared Musser. "It drastically sped up our invoicing. We settle before 8 PM every single night."

"We are also much happier with the service," Musser continued. "Curbstone's relationship with TSYS means that they can run interference on our behalf."

Another advantage: lower credit card processing fees. "We saw a cost savings after switching as well," Musser explained. "The executive team was very happy to see that."

### Integrated Payments for Your Business

To learn more about reducing your processing fees and speeding up your settlements with TSYS, contact [sales@curbstone.com](mailto:sales@curbstone.com).