

## **84 LUMBER SELECTS BILLTRUST FOR OUTSOURCED BILLING SERVICES**

*-- Billtrust provides comprehensive billing solutions for nation's largest privately held building supply company --*

**WINDSOR, NJ, June 14, 2004** – Billtrust, a leading provider of outsourced billing solutions, today announced that it has been selected by Pennsylvania based 84 Lumber Company to support all of their billing needs. Billtrust's CompleteBilling™ solution enables 84 Lumber to automate customer billing, accelerate cash flow, enhance customer service, easily facilitate in-bill marketing campaigns, and save a substantial amount of time on the billing process.

84 Lumber had an aggressive time line and Billtrust was able to deliver the first successful processing run in just 45 days from contract signing. This timeline included a complete bill redesign, special billing rules and processing techniques as well as incorporating customer specific marketing insertions.

“We have numerous statement types and billing requirements for our contractor customers,” said Dan Wallach, CFO at 84 Lumber. “Billtrust offered more than competitive pricing. They taught us how to receive our money quicker using different envelopes, save money on statement stuffers using different paper, and create invoices that are so much easier to read. I was concerned about the cost of switching from our own employees doing the billing to using a company like Billtrust, but because Billtrust buys the paper, envelopes and toner cheaper than we can, and their machines are better than any we could afford to do our work, the cost was about the same as our employees doing it.”

CompleteBilling™ begins with the re-designing of invoices and monthly statements to enhance them for clarity and ease of comprehension. Billing data is then sent directly to Billtrust for processing, where it is parsed into a custom designed template. Specific billing rules are then incorporated and Billtrust's SmartRouting™ technology completes the cycle by facilitating the invoices to print, e-mail, fax or e-bill processing. Upon completion, Customer Service staff can then access PDF images of their customer's actual invoices at any time through Billtrust's online CustomerCare solution.

“We are excited to have been selected by 84 Lumber to provide them a solution for their billing needs,” said Billtrust President, Flint A. Lane. “We believe that companies are looking for much more than just a mailing service. This is further validation that our comprehensive outsourced billing solution is a great fit for this marketplace.”

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**About Billtrust**

Headquartered in Windsor, NJ, Billtrust ([www.billtrust.com](http://www.billtrust.com)) is a leading provider of outsourced billing solutions. The company's flagship product and service suite, CompleteBilling™, automates the entire billing process, enabling businesses save money, increase productivity, improve cash flow, and seamlessly migrate to electronic billing.

**About 84 Lumber Company**

Founded by Joe Hardy in 1956 in the town of Eighty-Four, Pennsylvania, where the original store continues to operate, 84 Lumber Company is the largest privately held building materials supplier in the country. Today 84 Lumber Company operates more than 500 stores and component manufacturing plants from coast to coast. With more than 7,500 associates nationwide 84 Lumber Company provides professional contractors, remodelers and serious do-it-yourselfers with quality building materials, supplies and expertise. For more information on 84 Lumber Company please visit our web site: [www.84lumber.com](http://www.84lumber.com).

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