

Case Study

Stile Brands





CASE STUDY



Stile Brands is an importer and marketer of premium wines, spirits and beers. For their ongoing business continuity, they must make payments quickly and efficiently to over 100 suppliers from 19 countries. Established in 1991, Stile Brands has grown into one of western Canada's top wine agencies. It is headquartered in Vancouver, British Columbia.

The Challenges

Because Stile Brands imports from all over the world, its payments to suppliers encompass virtually all currencies. While those currencies include the US, Australian and New Zealand dollars, and the British pound, the currency it deals in most frequently is the euro. Its expenses are concentrated in those currencies and its revenues are primarily in the Canadian dollar, so Stile Brands is particularly vulnerable to currency fluctuations, and needed protection against adverse movements in foreign exchange markets.

Why Corpay

The primary reason Stile Brands opted for Corpay Cross-Border Solutions was the latter's strong personal approach to business. The relationship began because Corpay was offering more competitive rates and better methods for

"Of particular note is our ability to pay our vendors directly from all the products we utilize. Whether it is from a spot trade, a forward contract or a more complex option, our customers receive their funds at high speed and in the same way. We also appreciate the time and consultation regarding the emerging market trends. More than once, this has really helped our family business in a material way"

Robert D'onofrio
General Manager | Stile Brands

foreign exchange than other sources, but was reinforced when Stile Brands discovered the high level of service Corpay delivered. Above all, Stile Brands appreciated Corpay's high touch and personal approach to their relationship and its emphasis on consistency and loyalty.

The Solution

Stile Brands had encountered problems with other providers in resolving issues associated with wire transfers, and found that Corpay initiated them in a more timely and effective way. More broadly, the efficiency of Corpay's payment methodology along with the ability to hedge the foreign exchange risk has proven an ideal solution for Stile Brands.

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