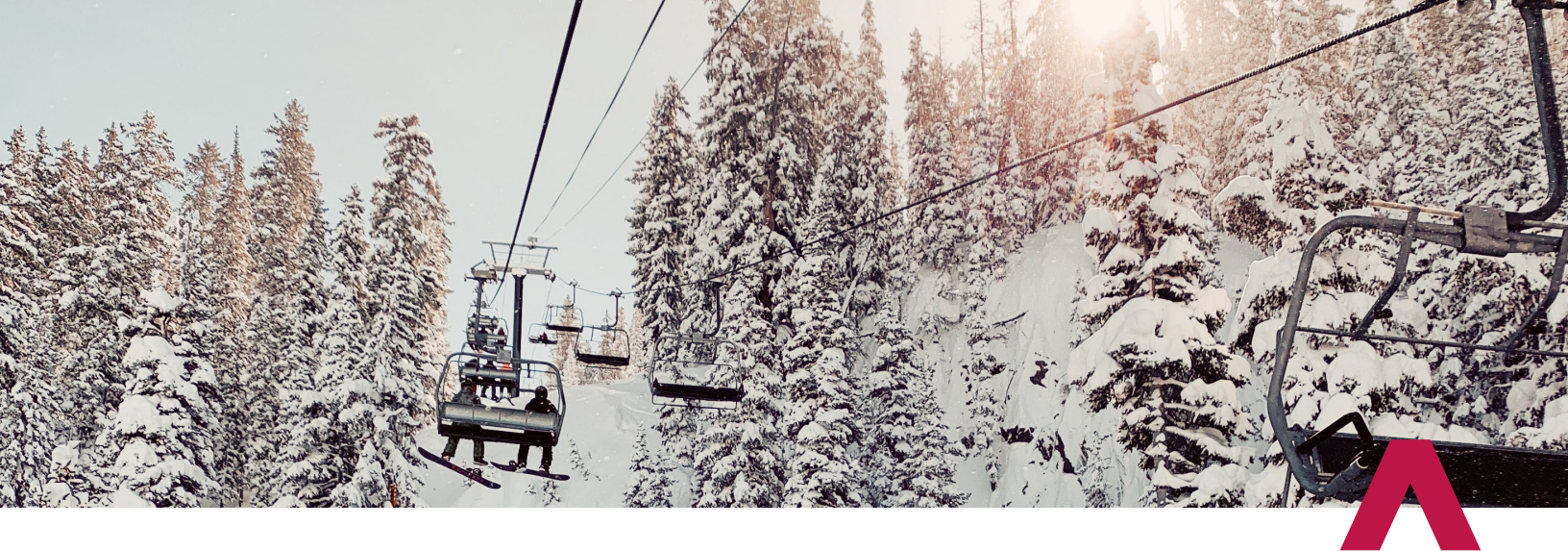


Case Study

# Mountain Sports





## CASE STUDY

# Mountain Sports

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### What does your company do?

Mountain Sports is a small family business based in Wodonga, Victoria, that imports ski equipment from Norway, Finland, Sweden, Slovenia, Italy and the US.

The products we import include skis, poles, sunglasses, goggles, cross country gloves, and even rescue sleds. We also supply all of Australia's ski resorts with some of their consumables such as ski and snowboard base preparation equipment.

We regularly head to Norway and Finland to trial and procure ski equipment.

### What currencies do you trade in?

US dollars (USD), Euros (EUR), Swedish Krona (SEK), Norwegian Krone (NOK).

### What are your typical currency volumes?

We trade around \$400,000.

### What is your business challenge when it comes to receiving international payments?

For us it was the high rates and charges levied by the banks as well as the inefficiency of having to go to a local branch of bank and deal with people who don't normally handle international currency transfers. We would waste days.

Also, our suppliers weren't receiving the full amount. Not only was the bank taking a cut, but it was doing the transaction via another bank in London, so there was another 1% being deducted. We didn't find out until one supplier asked why we weren't paying the full invoice value.



Making **40 - 60** international transfers per yer



Saving **\$2,000 - \$3,000** per year since working with Corpay

## What made you choose Corpay?

A representative from Corpay contacted me and offered me a service which would allow us to transfer funds without the excessive banking fees that we were getting charged. I started doing it and found the service fantastic.

## What products / solutions do you use?

I use Corpay's Cross-Border online trading platform or if I have a new supplier, I'll just send an email direct to our account executive at Corpay, and she will set up an account for that supplier, contact me to verify the transfer request and send me a trade confirmation that I can send to my supplier, and then I'll transfer the money into Corpay's account. I've found it so simple.

## How has Corpay helped you to address the challenges you face when trading internationally?

Now I make a payment in minutes and don't leave my office. It's the most convenient thing I've ever had.

When an invoice comes through, I just email Corpay and say this is what I want to transfer, or I go to their Cross-Border online trading platform

where I can check the exchange rates and make a booking.

Within an hour, I have received the transfer confirmation. Within another hour, I've transferred my money into Corpay's account, and it arrives in 1-2 days in the bank account of my supplier. I can't get that from a bank. What's more it arrives in full, down to the last cent.

We have been working with Corpay about 15 years now and I couldn't be happier with the service they have supplied me as a small business owner.

## What is the single biggest reason you would recommend our service offering?

When I meet other small businesses or ski shops that are importing, I tell them that they are better off going through Corpay than going through the banks. A lot of them are going through the banks and they are paying extra charges or having complaints about money not arriving, or the full amount not arriving. Or if they go through Paypal or use their credit card, they are being charged – whereas this system we've got now, I couldn't be happier with the rates or the service.

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