



## Case Study

# AJW Technique



### Company Overview

AJW Technique is the maintenance hub for the AJW Group's component maintenance, repair and overhaul service. It works directly with leading airline customers to improve component reliability and reduce direct maintenance costs. AJW Technique is headquartered in a 220,000 sq.ft. state-of-the-art facility located near Montreal's Pierre Elliott Trudeau International Airport. This facility is home to some of the most comprehensive component maintenance capabilities in the world with customizable equipment built for future technologies.

AJW Technique has the expertise in maintenance and repair to offer quality-focused services to the global aviation marketplace across a diverse range of commercial and business jet platform types.

### A Currency Risk Management Customer for Over 7 Years

### The Challenge

AJW's clients include airlines from all around the world. Therefore, almost all of AJW Technique's revenues are in US dollars, but (due its Montreal headquarters) its expenses are all in Canadian dollars. That is AJW's primarily foreign-exchange exposure. AJW, however, also needs to pay some of its expenses in GBP and some in EUR. And so AJW needed a forex company that could provide assistance in risk management as well as efficient, automated global payments.

## Why Corpay

AJW Technique has found that Corpay Cross-Border strikes the right approach with regard to helping AJW address its FX needs. AJW's top financial executives find that Corpay's representative reaches out with helpful information when it's warranted rather than as a mere reflexive routine. Corpay has also demonstrated more flexibility in response to AJW's various change requests. AJW has been approached many times by other companies interested in taking care of its foreign exchange business, but because of Corpay's great customer service AJW has stayed with Corpay for 7 years despite no contractual obligation to stay.

## The Solution

Corpay provides payments services and helps AJW Technique in AJW's efforts to devise and implement risk management strategies. Corpay's approach emphasizes quality service, flexibility and responsiveness to client needs. For instance, Corpay made it possible for AJW Technique to use currency options before their expiry date even when no other FX provider was prepared to offer that to AJW. That kind of responsiveness and flexibility makes it possible for Corpay to help AJW Technique manage its extensive foreign exchange needs effectively.

“We have a very good relationship with Corpay, based on both professionalism and trust. Our dedicated Trader, knows our company very well and is proactive in enabling us to execute hedging solutions and opportunities that fit our FX needs.”

Arnaud Cautru  
CFO | AJW Technique

\*Cambridge Global Payments\* and \*AFEX\* are trading names that may be used for the international payment solutions and risk management solutions provided by certain affiliated entities using the brand \*Corpay\*. International payment solutions are provided in Australia through Cambridge Mercantile (Australia) Pty. Ltd.; in Canada through Cambridge Mercantile Corp.; in Switzerland through Associated Foreign Exchange (Schweiz) AG; in the United Kingdom through Cambridge Mercantile Corp. (UK) Ltd.; in Ireland and the European Economic Area on a cross-border basis through Associated Foreign Exchange Ireland Ltd.; in Jersey and the Channel Islands through AFEX Offshore Ltd.; in Singapore through Associated Foreign Exchange (Singapore) Pte. Ltd. and in the United States through Cambridge Mercantile Corp. (U.S.A.). Risk management solutions are provided in Australia through Cambridge Mercantile (Australia) Pty. Ltd.; in Canada through Cambridge Mercantile Corp.; in the United Kingdom through Cambridge Mercantile Risk Management (UK) Ltd.; in Ireland and the European Economic Area on a cross-border basis through AFEX Markets Europe Ltd.; in Jersey and the Channel Islands through AFEX Offshore Ltd.; in Singapore through Associated Foreign Exchange (Singapore) Pte. Ltd. and in the United States through Cambridge Mercantile Corp. (U.S.A.). Please refer to <http://cross-border.corpay.com/brochure-disclaimers> for important terms and information regarding this brochure.

**Corpay**<sup>^</sup>