



Case Study

Legacy Bus Sales



A Currency Risk Management
Customer for Over 4 Years

Company Overview

Legacy Bus Sales is Saskatchewan's Blue Bird and Micro Bird official dealer, as well as an authorized Cummins Diesel Service Centre providing bus sales and service to all aspects of the transportation industry. In addition to new and used buses available for sale at their Saskatoon facility, they stock an extensive inventory of parts and have industry experienced licensed technicians available to insure the safe and efficient operation of its clients' fleets.

The Challenge

On November 1, 2015 Legacy Bus purchased the assets of Bus Sales of Saskatoon (est. 1962). In the process, Legacy Bus went through extensive corporate change and were restructured into a new employee-owned entity, and as a result of this change one of their challenges as a "new" business was getting credit. They needed to quickly to find a trusted partner that would have the ability to address their unique requirements for their foreign- exchange needs as they had recurring exposure due to their purchases of parts and vehicles from the US.

Why Corpay

Legacy Bus Sales believes in providing excellent service and found kinship with Corpay Cross-Border's own customer service practices. Furthermore, Legacy expressed that Corpay brought accountability and flexibility to the table, demonstrating the ability to troubleshoot and create the customized solution that was needed to resolve Legacy's challenges. During the exploratory process Corpay worked with Legacy's stakeholders, and Corpay's credit department and executive team to put together a solution that would address their business needs and provide Legacy with the credit and FX services they needed with a thoroughly customized solution.

The Solution

- **Excellent Service:** Exemplary around the clock service providing both troubleshooting and expert knowledge around their hedging needs.
- **Customized Solution:** Corpay created a unique offering to meet Legacy's unique needs in a way that many traditional banks were unable to provide, including providing extended payment terms to a newly restructured business.
- **Hedging Expertise:** A collaborative team of currency risk management experts that work with Legacy to inform them about market movements and work with them to create hedging strategies for their business needs through a proactive and analytical approach. provides 24/7 access*. Features that have been of particular helpful are the upload tools, which allow them to upload their payment files, allowing them to see past transactions and export summaries, as well as an easy way to place money purchase orders.

“The strength of every organization is deeply connected to the individuals that work within that organization, the foundation of every organization is rooted in the manner in which it equips and supports these individuals... initially what intrigued me as it relates to Corpay was that I was potentially going to be working with an individual who wanted to know and understand my business and my challenges vs. a large corporate entity that was trying to sell me money. The value came as that person learned about our business, solutions were presented that gave us options to manage our risk.”

Ward Hepting
President | Legacy Group of Companies

*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 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[^]