

## TNT KOREA

# APRILIA KOREA CO., LTD

## CUSTOMER STORY

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### SUPPORTING APRILIA'S RAPID REGIONAL EXPANSION

Aprilia Korea Co., Ltd is Aprilia's regional subsidiary. Originally specialising in parts and accessories, the company recently expanded its East and South East Asia operations to include the sale and delivery of full specification motorbikes. To complement this growth, and the change in the type of product shipped, Aprilia sought out a new specialist logistics partner capable of handling these finely tuned machines.

"Parts and accessories are obviously much smaller than fully sized motorbikes. But a few months ago we began importing and exporting our range of road and sports bikes. We had to find a company that could take on that kind of work with real care and attention to detail. TNT was recommended to us by other companies in the area, and when we switched supplier, we found they dealt with whatever size or weight of bike we gave them really well." Mr Joy Park, Manager, International Department at Aprilia Korea Co., Ltd

### IMPROVED CUSTOMS CLEARANCE AND DOCUMENT HANDLING

"In our line of work, there are a lot of urgent customer requirements, which means a lot of urgent paperwork taking up valuable management time." Park continues. "Despite this, TNT actually reduced our turnaround time with a quality of service I haven't seen before. They give us lightning-speed customs clearance compared to anyone else."

For Park, a major benefit of using TNT lies in their focus on clear processes that are much easier to follow and understand for new entrants. "One of the problems for a relatively new import/export business like ours is that if you are new to the market, you will be confused by the documentation and management requirements. TNT has really simplified the entire documentation process. I'd recommend them to anyone, from any size of business."

### ABOUT TNT EXPRESS

TNT Express, a FedEx company, is one of the world's largest express delivery companies. On a daily basis, TNT Express delivers close to one million consignments ranging from documents and parcels to palletised freight. The company offers road and air delivery services in Europe, the Middle East and Africa, Asia-Pacific and the Americas. TNT Express made €6.9 billion in revenue in 2015.

