

TINA'S HOME

Earning higher recovery than traditional liquidation.



AT A GLANCE

Return Challenges

- One Return Location
- Low Recovery
- High Storage and Receiving Cost

Returns By Rush Benefits

- 2.9X higher Recovery Compared To Liquidation
- No Overhead Costs
- 33% Wholesale Value
- 30-50% savings on return freight

“

“We have benefited greatly through our strategic partnership with Rush ReCommerce. Before Rush, we were handling all of our returns in-house and lost more revenue than we made. Since our partnership in 2021, we've sold over 4,500 items through their recommerce software and earned a much higher recovery.”

”

John Doe
Tina's Home

THE BRAND

Tina's Home is a premier furniture manufacturer that specializes in making high-quality, modern and timeless pieces. With a focus on employing premium materials and craftsmanship, their furniture is designed to stand the test of time while also incorporating on-trend style.

THE CHALLENGE

Tina's Home partners with Wal-Mart, Amazon, Home Depot, Overstock, and other retailers to sell their products. Before partnering with Rush, Tina's was sending returns, from all retailers to a single warehouse location. Therefore creating high shipping costs, high storage fees, and overall limited recovery for their returns.

THE SOLUTION

In 2021, Tina's Home partnered with Rush ReCommerce for an eco-friendly solution to handle all their ecommerce returns. Rush ReCommerce takes care of the entire return process, from the moment it leaves the customer's possession until it's successfully resold.

With our proprietary technology, and vast recommerce network, we are able to streamline the entire process, maximizing efficiency and minimizing any potential loss.

THE RESULT

33% Recovery to Wholesale

Over the past 12 months, Tina's has averaged 33% Recovery to Wholesale value.

57% Sell-Through

Between the on-hand inventory and new returns coming in, Tina's Home is still selling through 57% of their total inventory each month.

2.9X Liquidation

Compared to traditional liquidations, Tina's is 2.9 times more profitable.