




CASE STUDY

VIRTUAL CONSIGNMENT

A leading European **MRO** partnered with Planestocks to monetize their idle avionics inventory which fluctuates between 1,900 – 2,500 lines at any point of time. The MRO selected Planestocks for a consignment program because of our close MRO and airline relationships in the U.S., a previously untapped market for the company.

 This MRO relies on Planestocks to price their inventory based on market demand and ships next day for guaranteed delivery to Planestocks within 3-5 days, resulting in high quote/sales ratio.

INVENTORY SUMMARY

2.0K

LINES

5.0K

UNITS

4.2%

REDUNDANCY

\$1.8M

BOOK VALUE

SALES PERFORMANCE

7.1K

QUOTES

1.5K

INVOICES

21.0%

QUOTE-TO-SALES

\$1.1M

PURCHASES