

Case Study: A Major Gaming and Entertainment Property Moves Six Figures in Trade

Vertical: Hospitality / Gaming and Entertainment

Trade volume: Six figures (specific figure withheld at the property's request)

Cash spent: \$0 on the goods and services acquired through trade

THE SITUATION

Large gaming and entertainment properties run on volume: rooms, event space, food and beverage, and entertainment bookings, all with real cash costs behind them. Even properties operating at scale carry excess capacity in some corner of the business on any given night, whether that is unsold rooms, unbooked event space, or underused amenities.

THE TRADE

A major Atlantic City gaming property became an active member of a trade exchange network, converting its excess capacity into trade credit and using that credit to acquire goods and services it would otherwise have paid for in cash, including recurring supply purchases from other member businesses.

THE OUTCOME

Six figures in completed trade volume, with the property's own idle capacity funding purchases that would otherwise have drawn down cash. The relationship has continued over time, with the property returning to the exchange for recurring needs rather than treating it as a one-time transaction.

WHAT TIE MEMBERS CAN TAKE AWAY

Trade commerce is not limited to small businesses or single transactions. Large hospitality and entertainment operators use the same mechanism at scale, and once a business builds a trading relationship with the right vendors on the exchange, it tends to become a recurring part of how that business sources goods and services, not a one-off.

This is a real, completed trading relationship. The property's name and exact trade figures are withheld here at its request; details are locked to a qualitative description for public use. Barterfy is the AI-native trade exchange and cashless payment rail powering TiE Commerce (tiecommerce.org).