

VIB Market Basket for State Customers

December 2015

Product	VIB Price	Competitor Price	VIB Savings	Competition Notes
10 lb. ABC Fire Extinguisher	\$28.00	\$48.50	42%	<u>eVA</u> : \$48.50 w/o removal. <u>Walmart</u> : \$78.90 w/o removal. <u>Grainger</u> : \$133.85 w/o removal. VIB price includes removal and \$10 credit.
Twin Mattress - Higher Education	\$105.00	\$159.99	34%	<u>Sealy</u> : VIB can add SWaM installation for \$10/mattress.
Queen Mattress - Hospitality Industry	\$212.00	\$277.00	23%	<u>Sears</u>
#1 Selling Exam Glove	\$6.20	\$7.39	16%	5.2 mil nitrile, chemo-rated exam glove. Competitor is not chemo-rated glove.
#1 Selling Pen	\$5.95	\$7.99	26%	<u>Office Depot</u> : Dozen "Bic Clic Stic" pens.
#1 Selling Spice	\$155.38	\$257.50	40%	<u>My Spice</u> : 25 lb. of pepper.
#2 Selling Spice	\$4.53	\$9.99	55%	<u>The Spice House</u> : 16 oz. of garlic powder.
Cotton Mop	\$5.04	\$6.75	25%	<u>Uline</u>
Safety Vest - Universal	\$13.98	\$23.00	39%	<u>Uline</u>
LED 2'x4' Troffer Fixture	\$155.00	\$207.75	25%	<u>Grainger</u> : 44 watt 4,000 lumens fixture.
Pillow	\$4.10	\$4.25	4%	Commercial market.
Aggregate	\$343.98	\$517.23	33%	State Buyers cut their bill by a third while procuring through the most convenient process possible (e.g. mandatory source).

Based on purchases of these items from July 1, 2014 to June 30, 2015.

