

Virginia Industries for the Blind
Market Basket Report July 2018
Top Selling Products to State Agencies

		VIB		Market		Savings		
Item	Qty Sold	Price	Total	Avg Price	Total	\$	%	Competitor
ABC 10lb Fire Extinguisher w/ Trade-In	1,342	\$ 28.00	\$ 37,576	\$ 47.81	\$ 64,161	\$ 26,585	41%	Johnson Control Contract
ABC 10lb Fire Extinguisher	63	\$ 38.00	\$ 2,394	\$ 47.81	\$ 3,012	\$ 618	21%	Johnson Control Contract
Nitrile Gloves	140,423	\$ 6.13	\$ 860,793	\$ 8.19	\$ 1,150,064	\$ 289,271	25%	Office Depot
Vinyl Powder-Free	63,595	\$ 4.50	\$ 286,178	\$ 5.59	\$ 355,496	\$ 69,319	19%	Office Depot
Purell Hand Sanitizer Gel, 12oz, 12pk	1,165	\$ 33.00	\$ 38,445	\$ 86.00	\$ 100,190	\$ 61,745	62%	Grainger
EvoGrid 2x2 Troffer, 3800lu, 3500K	206	\$ 134.10	\$ 27,625	\$ 182.50	\$ 37,595	\$ 9,970	27%	Grainger
BestRest Nylon Dark Blue 36x80	3,439	\$ 108.27	\$ 372,341	\$ 144.50	\$ 496,936	\$ 124,595	25%	MedMattress.com
Fiberglass Gripper Type, 54in	252	\$ 153.64	\$ 38,717	\$ 216.00	\$ 54,432	\$ 15,715	29%	Home Depot
Looped End 24oz	540	\$ 85.08	\$ 45,943	\$ 119.52	\$ 64,541	\$ 18,598	29%	Lowe's
Gel Retractable Med Blk, 12pk	3,492	\$ 12.95	\$ 45,221	\$ 14.89	\$ 51,996	\$ 6,774	13%	Office Depot
Flex Security Pen, 100pk	691	\$ 45.00	\$ 31,095	\$ 68.00	\$ 46,988	\$ 15,893	34%	ASR Federal (via Amazon)
Felt Green Microvent	4,169	\$ 6.51	\$ 27,140	\$ 11.80	\$ 49,194	\$ 22,054	45%	Grainger
Short Sleeve Safety T-Shirt	15,892	\$ 21.17	\$ 336,434	\$ 39.80	\$ 632,502	\$ 296,068	47%	Grainger
Garlic Powder, 1lb, 12pk	414	\$ 48.85	\$ 20,224	\$ 138.60	\$ 57,380	\$ 37,157	65%	Spice Classics (via Amazon)
Ground Black Pepper, 25lb (Bulk)	326	\$ 155.38	\$ 50,654	\$ 228.95	\$ 74,638	\$ 23,984	32%	FoodServiceDirect.com
Mesh, Mixed Scent, 24/box	576	\$ 39.43	\$ 22,712	\$ 47.58	\$ 27,406	\$ 4,694	17%	PJP Marketplace
Based on purchases of these items from July 1, 2017 to June 30, 2018.						\$1,023,040	31%	Saved vs market in FY18