

Virginia Industries for the Blind
Market Basket Report December 2021
Top Selling Products to State Agencies

Item	Our price to state buyers	Competitor price for comparable item	VIB savings	Annual savings by using VIB
Writing Utensil				
GEL RETRAC MED BLACK RGM-2000	\$12.95	\$21.02	38%	\$30,117
Office Supplies				
WHISTLE KLEEN DRYBOARD ERASER	\$2.69	\$4.69	43%	\$4,788
Gloves				
4 MIL NITRILE GLOVE	\$13.50	\$32.29	58%	\$1,691,100
Fire Extinguishers				
FIRE EXTINGUISHER ABC 10LB	\$40.00	\$105.29	62%	\$169,754
Bedding				
VINYL CLEAR 30X80X4.5	\$78.00	\$123.45	37%	\$219,069
Mops				
LOOPED NAT TAILBD 24OZ MOPHEAD	\$81.03	\$97.53	17%	\$21,681
Reflective Garments				
LONG SLEEVE XL T-SHIRT	\$23.65	\$22.26	-6%	(\$1,344)
Sanitizer				
PURELL ADV HAND SAN 8 OZ BTL	\$42.00	\$53.98	22%	\$44,925
Seasoning				
CHILI POWDER 1LB	\$64.20	\$88.20	27%	\$5,640
ITALIAN SEASONING 1LB	\$4.84	\$7.20	33%	\$2,039
			33%	\$2,187,769

Notes
Compared price to Office Depot
Compared to Office Depot
Compared price to Office Depot
Compared price to Office Depot
Compared price to Vitality Medical
Compared price to Home Depot
Start Traffic + \$5 logo applied by VIB
Compared price to Amazon
Compared price Atlantic Spice
Compared price Altantic Spice
Saved vs market in FY21