

Virginia Industries for the Blind Market Basket Report July 2022 Top Selling Products to State Agencies					
Item	Our price to state buyers	Competitor price for comparable item	VIB savings	Annual savings by using VIB	Notes
Writing Utensil					
GEL RETRAC MED BLACK RGM-2000	\$12.95	\$18.29	29%	\$19,929	Compared price to Office Depot
SHARPIE PERM FINE BK	\$9.60	\$13.49	29%	\$13,642	Compared price to Office Depot
FREE INK ROLLERBALL .7MM BLK	\$16.95	\$20.29	16%	\$4,436	Compared price to Office Depot
Office Supplies					
WHISTLE KLEEN DRYBOARD ERASER	\$2.69	\$5.29	49%	\$6,224	Compared to Office Depot
WHISTLE KLEEN DRYBOARD CLEANER	\$4.49	\$7.03	36%	\$1,854	Compared price to Amazon
WHITE BOARD WIPES/50 TUB	\$5.95	\$9.99	40%	\$1,737	Compared price to Amazon
Gloves					
4 MIL NITRILE GLOVE	\$17.50	\$32.29	46%	\$1,331,100	Compared price to Office Depot
NITRILE GLOVE 3.5 MIL LARGE	\$16.00	\$32.29	50%	\$1,131,911	Compared price to Office Depot
VINYL POWDER FREE GLOVE	\$13.50	\$15.99	16%	\$10,652	Compared price to Amazon
Fire Extinguishers					
FIRE EXTINGUISHER ABC 10LB	\$40.00	\$83.00	52%	\$111,800	Compared price to Amazon
FE INSPECTION TAGS (10EA)	\$3.95	\$13.02	70%	\$4,236	Compared price to Amazon
Bedding					
VINYL CLEAR 30X80X4.5	\$78.00	\$159.00	51%	\$390,420	Compared price to Vitality Medical
NYLON DK. BLUE 36X80X00	\$125.00	\$150.95	17%	\$60,905	Compared price to Global Industrial
MICROVENT FELT GREEN PILLOW	\$7.00	\$10.00	30%	\$16,515	Target, Solid Polyester Pillow, closest match.
Mops					
LOOPED NAT TAILBD 24OZ MOPHEAD	\$81.03	\$87.28	7%	\$8,213	Compared price to Amazon
CUT END WHT. 20OZ MOPHEAD	\$9.04	\$14.54	38%	\$31,746	Compared price to Amazon
MOP HANDLE - FIBERGLASS FINISH	\$154.00	\$258.00	40%	\$40,144	Compared to Amazon
MOP HANDLE - WOODEN FINISH	\$78.00	\$161.88	52%	\$5,117	Compared to Amazon
Reflective Garments					
SHORT SLEEVE L T-SHIRT	\$20.75	\$20.46	-1%	(\$329)	Start Traffic - pricing does not include a logo, add cost for logo
LONG SLEEVE XL T-SHIRT	\$23.65	\$23.95	1%	\$290	Start Traffic - pricing does not include a logo, add cost for logo
HWY. L-XL CLASS 3 NO LOGO	\$7.74	\$9.00	14%	\$2,800	Start Traffic
Sanitizer					
PURELL GRN CERTIFIED INSTANT	\$42.60	\$52.70	19%	\$31,987	Compared price to Amazon
PURELL ADV HAND SAN 8 OZ BTL	\$52.50	\$57.53	9%	\$18,863	Compared price to Amazon
GOJO POMBERRY FOAM HANDWASH	\$49.99	\$59.94	17%	\$6,328	Compared price to Amazon
Seasoning					
GARLIC POWDER 1LB	\$4.85	\$9.55	49%	\$2,195	Compared price Atlantic Spice
CHILI POWDER 1LB	\$5.44	\$8.82	38%	\$795	Compared price Atlantic Spice
PEPPER BLACK GROUND 1LB	\$7.81	\$8.45	8%	\$553	Compared price Altantic Spice
Based on purchases of these items from July 1, 2021 to June 30, 2022.					
			30%	\$3,254,061	Saved vs market in SFY22