

| <b>Virginia Industries for the Blind</b><br><b>Market Basket Report July 2023</b><br><b>Top Selling Products to State Agencies</b> |                           |                                      |             |                             |                                                                                                               |
|------------------------------------------------------------------------------------------------------------------------------------|---------------------------|--------------------------------------|-------------|-----------------------------|---------------------------------------------------------------------------------------------------------------|
| Item                                                                                                                               | Our price to state buyers | Competitor price for comparable item | VIB savings | Annual savings by using VIB | Notes                                                                                                         |
| <b>Writing Utensil</b>                                                                                                             |                           |                                      |             |                             |                                                                                                               |
| GEL RETRAC MED BLACK RGM-2000                                                                                                      | \$12.95                   | \$19.89                              | 35%         | \$156,150                   | Compared price to Office Depot                                                                                |
| SHARPIE PERM FINE BK                                                                                                               | \$9.60                    | \$11.99                              | 20%         | \$41,983                    | Compared price to Office Depot                                                                                |
| Pencil 2 Sharpened                                                                                                                 | \$2.50                    | \$4.99                               | 50%         | \$133,536                   | Compared price to Office Depot                                                                                |
| Dry Erase Markers 4/pk                                                                                                             | \$5.00                    | \$4.99                               | 0%          | (\$291)                     | Compared price to Office Depot                                                                                |
| Highlighter Brd Tip Yellow                                                                                                         | \$6.55                    | \$7.99                               | 18%         | \$24,375                    | Compared price to Office Depot                                                                                |
| <b>Office Supplies</b>                                                                                                             |                           |                                      |             |                             |                                                                                                               |
| WHISTLE KLEEN DRYBOARD ERASER                                                                                                      | \$2.69                    | \$4.49                               | 40%         | \$40,513                    | Compared price to Office Depot                                                                                |
| WHISTLE KLEEN DRYBOARD CLEANER                                                                                                     | \$4.49                    | \$6.49                               | 31%         | \$10,222                    | Compared price to Office Depot                                                                                |
| WHITE BOARD WIPES/50 TUB                                                                                                           | \$5.95                    | \$17.29                              | 66%         | \$55,385                    | Compared price to Office Depot                                                                                |
| <b>Gloves</b>                                                                                                                      |                           |                                      |             |                             |                                                                                                               |
| Nitrile Glove-Med                                                                                                                  | \$13.10                   | \$13.29                              | 1%          | \$68,866                    | Compared price to Office Depot                                                                                |
| Latex Powder Free Medium                                                                                                           | \$9.15                    | \$14.56                              | 37%         | \$1,340,328                 | Compared price to Amazon                                                                                      |
| VINYL Powder Free x Large                                                                                                          | \$10.15                   | \$16.99                              | 40%         | \$855,862                   | Compared price to Amazon                                                                                      |
| <b>Fire Extinguishers</b>                                                                                                          |                           |                                      |             |                             |                                                                                                               |
| FIRE EXTINGUISHER ABC 10LB                                                                                                         | \$40.00                   | \$49.98                              | 20%         | \$87,235                    | Compared price to Amazon                                                                                      |
| FE INSPECTION TAGS (10EA)                                                                                                          | \$3.95                    | \$7.98                               | 51%         | \$9,930                     | Compared price to Amazon                                                                                      |
| <b>Bedding</b>                                                                                                                     |                           |                                      |             |                             |                                                                                                               |
| VINYL CLEAR 30X80X4.5                                                                                                              | \$80.00                   | \$138.23                             | 42%         | \$523,022                   | Compared price to Vitality Medical                                                                            |
| NYLON DK. BLUE 36X80X00                                                                                                            | \$128.00                  | \$166.95                             | 23%         | \$122,459                   | Compared price to Global Industrial                                                                           |
| MICROVENT FELT GREEN PILLOW                                                                                                        | \$7.50                    | \$9.36                               | 20%         | \$54,119                    | Target, Solid Polyester Pillow, closest match.                                                                |
| <b>Mops</b>                                                                                                                        |                           |                                      |             |                             |                                                                                                               |
| MOP HANDLE - FIBERGLASS FINISH                                                                                                     | \$154.00                  | \$227.88                             | 32%         | \$92,941                    | Compared price to Amazon                                                                                      |
| MOP HANDLE - WOODEN FINISH                                                                                                         | \$158.34                  | \$221.88                             | 29%         | \$37,362                    | Compared priced to Amazon                                                                                     |
| <b>Reflective Garments</b>                                                                                                         |                           |                                      |             |                             |                                                                                                               |
| SHORT SLEEVE L T-SHIRT                                                                                                             | \$23.60                   | \$22.72                              | -4%         | (\$5,713)                   | Start Traffic - VIB pricing includes the cost of a logo this price has been added to the competitors pricing. |
| LONG SLEEVE XL T-SHIRT                                                                                                             | \$34.20                   | \$26.93                              | -27%        | (\$23,758)                  | Start Traffic - VIB pricing includes the cost of a logo this price has been added to the competitors pricing. |
| HWY. L-XL CLASS 3 NO LOGO                                                                                                          | \$14.47                   | \$21.36                              | 32%         | \$102,723                   | Start Traffic                                                                                                 |
| <b>Sanitizer</b>                                                                                                                   |                           |                                      |             |                             |                                                                                                               |
| PURELL GRN CERTIFIED INSTANT                                                                                                       | \$55.08                   | \$73.52                              | 25%         | \$54,582                    | Compared price to Amazon                                                                                      |
| Purell Instant Hand Sanitizer                                                                                                      | \$37.44                   | \$42.45                              | 12%         | \$30,060                    | Compared price to Amazon                                                                                      |
| GOJO Citrus Ginger Foam Handwash                                                                                                   | \$40.55                   | \$55.24                              | 27%         | \$27,823                    | Compared price to Amazon                                                                                      |
|                                                                                                                                    |                           |                                      | <b>26%</b>  | <b>\$3,839,711</b>          | <b>Saved vs market savings*</b>                                                                               |

\* Note: Data is based on YTD sales July 1, 2022 - June 30, 2023