

**Virginia Industries for the Blind**  
**Market Basket Report July 2024**  
**Top Selling Products to State Agencies**

Item	Our Price to state buyers	Competitor Price for comparable item	VIB SAVING	Annual savings by using VIB	Notes
<b>BEDDING</b>					
Nylon Dk Blue 36x80x00	\$135.00	\$149.75	10%	\$254,998.00	Fabric Warehouse
Vinyl Clear 30x80x4.5	\$85.00	\$87.92	3%	\$26,227.44	Fabric Warehouse
Microvent Felt Green Pillow	\$8.50	\$9.36	9%	\$25,022.56	Global Industrial
<b>SEASONING</b>					
Cinnamon - Ground - 1LB	\$53.99	\$129.00	58%	\$58,357.78	My Spice Sage
Onion Salt L1B	\$38.35	\$98.00	61%	\$7,515.90	My Spice Sage
Garlic Powder 1LB	\$63.43	\$134.00	53%	\$187,927.91	My Spice Sage
Pepper - Black - Ground - 25LB	\$171.00	\$186.50	8%	\$29,977.00	My Spice Sage
<b>REFLECTIVE GARMENTS</b>					
Traffic Yel XL CL3 w/VDOT Logo	\$17.50	\$28.55	39%	\$164,744.45	Traffic Safety
HWY. L-XL Class 3 No Logo	\$9.00	\$14.58	38%	\$68,176.44	Start Safety
Short Sleeve XL T-Shirt	\$26.00	\$28.77	10%	\$17,982.84	Grainger
<b>WRITING INSTRUMENTS</b>					
Pencil #2 Sharpened	\$3.25	\$4.49	28%	\$66,499.96	Staples
Dry Erase Markers- 4/pk	\$5.50	\$4.99	-10%	(\$14,858.34)	Staples
Gel Retractable Med Blk	\$14.25	\$14.99	5%	\$16,650.00	Staples
Sharpie Perm Fine Black	\$10.56	\$11.69	10%	\$19,849.58	Staples
Highlighter Brd Tip Yellow	\$7.21	\$7.59	5%	\$6,432.26	Staples
<b>OFFICE SUPPLIES</b>					
Whistle Kleen Dryboard Eraser	\$3.50	\$6.09	43%	\$58,293.13	Staples
Whistle Kleen Dryboard Cleaner	\$4.94	\$5.00	1%	\$306.66	Staples
White board Wipes/ 50 tub	\$7.05	\$7.29	3%	\$1,172.16	Staples
<b>MOPS</b>					
Mop Handles - Fiberglass Finish	\$199.10	\$228.00	13%	\$36,356.20	Uline
Mop Handle - Wooden Finish	\$106.50	\$162.00	34%	\$32,634.00	Uline
<b>SANITIZER</b>					
GOJO® Green Certified Foam	\$96.17	\$105.95	9%	\$38,435.40	Global Industrial
GOJO® Citrus Ginger Foam Hand	\$52.81	\$62.98	16%	\$39,978.27	Global Industrial
Purell® Advanced Green Certified	\$76.70	\$113.00	32%	\$107,448.00	Webstaurantstore
Purell® Green Certified Instant	\$96.17	\$108.00	11%	\$23,861.11	Uline
<b>GLOVES</b>					
Nitrile Glove-Med	\$13.10	\$13.00	-1%	(\$36,245.20)	Uline
Vinyl Powder-Free Large	\$10.15	\$13.00	22%	\$706,087.50	Uline
Latex Powder Free Medium	\$12.00	\$16.00	25%	\$277,404.00	Uline
<b>FIRE EXTINGUISHERS</b>					
Fire Extinguisher Inspection Tags (10 ea.)	\$4.95	\$6.99	29%	\$5,026.56	Uline
Fire Extinguisher ABC-10-LB	\$85.00	\$113.00	25%	\$46,144.00	Uline
Fire Extinguisher ABC 5-LB	\$55.00	\$75.00	27%	\$13,200.00	Uline
			<b>21%</b>	<b>\$2,285,605.57</b>	<b>Saved vs market savings*</b>

\*Note: Data is based on YTD July 1, 2023 - June 30, 2024