

**Virginia Industries for the Blind
2023 Market Basket
Top Selling Products to State Agencies**

Item	VIB price to state buyers	Competitor price for similar item	VIB % savings	SFY 2023 savings using VIB*	Open market comparison
Writing Instruments					
Gel Retractable Med Black Pen	\$12.95	\$19.89	35%	\$156,150	Office Dept
Sharpie Perm Fine Black	\$9.60	\$11.99	20%	\$41,983	Office Dept
Pencil 2 Sharpened	\$2.50	\$4.99	50%	\$133,536	Office Dept
Dry Erase Markers 4/pk	\$5.00	\$4.99	0%	(\$291)	Office Dept
Highlighter Broad Tip Yellow	\$6.55	\$7.99	18%	\$24,375	Office Dept
Office Supplies					
Whistlekleen Dry board Eraser	\$2.69	\$4.49	40%	\$40,513	Office Dept
Whistlekleen Dry board Cleaner	\$4.49	\$6.49	31%	\$10,222	Office Dept
White Board Wipes (50 Count)	\$5.95	\$17.29	66%	\$55,385	Office Dept
Gloves					
Nitrile Glove (M)	\$13.10	\$13.29	1%	\$68,866	Office Dept
Latex Powder Free (M)	\$9.15	\$14.56	37%	\$1,340,328	Amazon
VINYL Powder Free (XL)	\$10.15	\$16.99	40%	\$855,862	Amazon
Fire Extinguishers					
Fire Extinguisher ABC 10LB	\$40.00	\$49.98	20%	\$87,235	Amazon
FE Inspection Tags (10 Count)	\$3.95	\$7.98	51%	\$9,930	Amazon
Bedding					
Mattress - Vinyl Clear 30"X80"X4.5"	\$80.00	\$138.23	42%	\$523,022	Vitality Medical
Mattress - Nylon 36"X80"	\$128.00	\$166.95	23%	\$122,459	Global Industrial
Pillow - Microvent Green	\$7.50	\$9.36	20%	\$54,119	Target (closest)
Mops					
Mop Handle - Fiberglass	\$154.00	\$227.88	32%	\$92,941	Amazon
Mop Handle - Wood	\$158.34	\$221.88	29%	\$37,362	Amazon
Reflective Garments					
Short Sleeve T-Shirt (L)	\$23.60	\$22.72	-4%	(\$5,713)	Start Traffic - cost of required logo added to comparison price
Long Sleeve T-Shirt (XL)	\$34.20	\$26.93	-27%	(\$23,758)	Start Traffic - cost of required logo added to comparison price
Reflective vest (Hwy Class 3)	\$14.47	\$21.36	32%	\$102,723	Start Traffic
Sanitizers					
Purell Green Certified Instant	\$55.08	\$73.52	25%	\$54,582	Amazon
Purell Instant Hand Sanitizer	\$37.44	\$42.45	12%	\$30,060	Amazon
GOJO Citrus Ginger Foam Handwash	\$40.55	\$55.24	27%	\$27,823	Amazon
			26%	\$3,839,711	

* Based on YTD sales volume; July 1, 2022 - June 30, 2023