

ORIGINAL

THIS IS A SEALED COST PROPOSAL
FOR COMMISSARY SERVICE MANAGEMENT
WEST VIRGINIA
DIVISION OF CORRECTIONS

DELIVER TO:

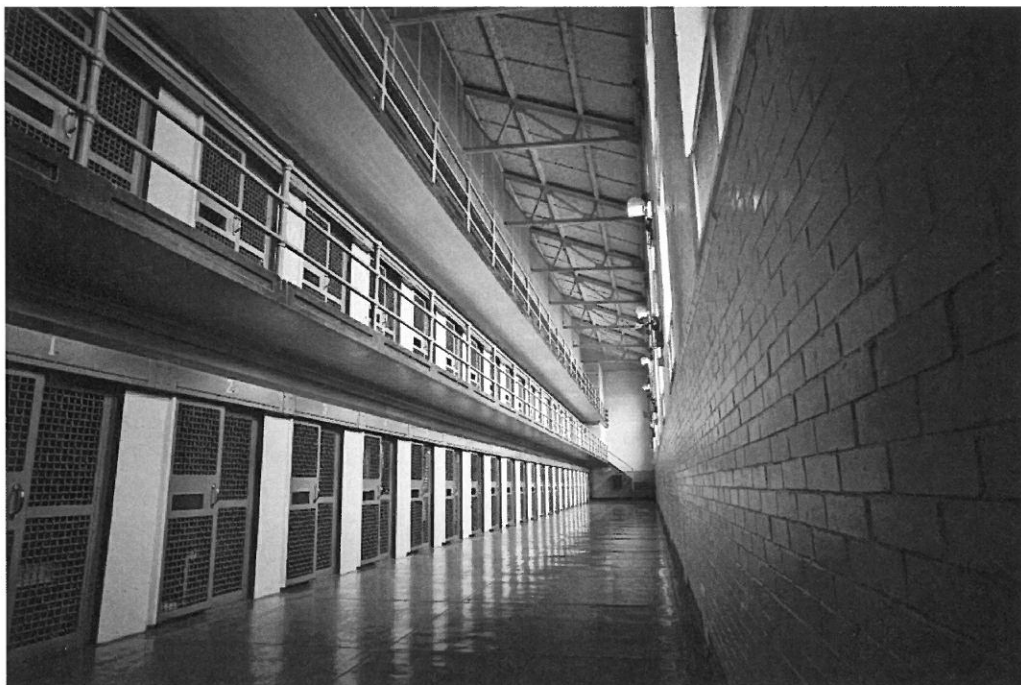
Department of Administration
Attn: Ms. Tara Lyle
Purchasing Division
2019 Washington Street East
Charleston, West Virginia 25305-0130

Due Date: Wednesday, April 2, 2014 at 1:30 PM
Solicitation Number: COR61549

CONTACT: TIM BARTTRUM



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FOR YOU. WITH YOU.

CELEBRATING OVER **35** YEARS
OF SERVICE TO PUBLIC SAFETY

ATTACHMENT C:

Complete Attachment C: Cost Sheet included in this RFP and submit in a separate sealed envelope. "Cost" should be clearly marked on the envelope.

Aramark's Cost proposal follows this page.



March 31, 2014

Ms. Tara Lyle
Department of Administration
Purchasing Division
2019 Washington Street, East
Charleston, West Virginia 25305

Dear Ms. Lyle,

AramarkTM Correctional Services is pleased to participate in your solicitation for commissary services within the West Virginia Division of Corrections. Our proposal has been carefully constructed with the objectives of increasing revenue for the Division and inmate satisfaction. As you will note, we have strategically reduced the current cost of products in some categories. We look at inmate commissary as a retail business and have used the philosophy in our cost proposal. We see value as a key to a successful business and commissary is no different. We understand this through our 35 years in corrections and more than 75-year history as a leader in the retail space. We believe that in order to be successful, you must have the products consumers want, at a price that is fair, when and where they want them with opportunities for something special. Creating value is something we are passionate about.

The menu provided addresses the products served in your commissary business today and uses our insights and analytics from our experience to help you improve the business and offenders you serve. Aramark looked at data in more than 100 commissaries we currently operate, combined with the more than \$1 billion in Aramark retail sales, paired with learnings from the overall retail convenience and grocery industry in order to create our cost proposal.

Lowering Core Products and Categories

We carefully examined your menu and identified more than 80 core items that have high acceptance in our commissary locations across the United States. In the West Virginia system, these items represent almost 20 percent of your entire menu and generated an estimated \$3,687,097.70 in annual sales. The following key categories will see a significant improvement in pricing:

1. Snack chips, assorted, family size, which represented estimated annual sales of \$823,000, will incur a 21 percent decrease in pricing.
2. Assorted cereal, representing \$838,000 in estimated annual sales, will incur a 7.7 percent decrease in the retail price.
3. All ramen noodles will decrease in price by 15 percent, offering offenders' savings on one of the top-selling products.

Overall, this proposed menu will lower the more than 80 core items an average of 17.5 percent and based on our assumptions on item sales will save an estimated \$461,000 annually. With the value added from lower prices, our newly designed stores, iCare, and other services, you will see inmates spend more and engage faster with the new commissary experience. The following bullets illustrate how Aramark differentiates itself from its competitors in the commissary market:

1. **Sales insights** – Aramark's point-of-sale technology is designed to efficiently categorize sales in different ways. We examine overall sales and rank each product as well as examine sales by facility and even by living unit, if needed. Since space is a premium in every facility, as it is in retail on the outside, you need to make the best use of space so we continually look at the performance to ensure high-moving items are given more space while lower-performing items are reduced or removed.
2. **Offender Insights** – Aramark is the only commissary provider in the corrections space that performs focus groups with the offenders. Our marketing organization is trained on Focus Group execution and performs them annually in facilities to understand what needs are top of mind, how we can improve the commissary, and specifically what products need to stay and go. As noted in the sales insights section, we do recommend regularly changing products, but what you add in is more important to know than what you take out. Our team provides a very detailed and comprehensive study that allows the facility to understand what we are suggesting.
3. **External Retail Research and Experience** – Aramark currently manages more than \$1 billion in retail sales, which includes more than \$120 million in convenience stores within colleges and universities, stadiums and arenas, and hospitals around the United States. Collectively, we all work on gathering insights from these channels and use our network of suppliers and manufacturers that service convenience and grocery stores to identify category trends, new products, and pricing strategies that are creating better participation and engagement.

If selected as the commissary provider for the West Virginia Division of Corrections, you will see an increase of sales by 38 percent, which means an increase of \$258,000 per year in revenues for the Division. In addition, the inmates will see a 17.5 percent reduction in the cost of commissary items.

We look forward to further discussions regarding how Aramark and the Division can work together to provide a state-of-the-art commissary program for the inmates in West Virginia.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Barttrum", with a stylized flourish at the end.

Tim Barttrum

Commissary Market Basket

Item	Brand	Container Size / Count	Unit	Estimated Annual Quantity	Unit Price	Item Total Cost
Food:						
Soda, 20 oz bottles	Pepsi / Coke	20oz	Ounce	7200000	\$ 0.0500	\$ 360,000.00
Instant Coffee, bag decaffeinated	Maxima / Boston Best	4oz / 4.5 OZ	Ounce	100000	\$ 0.6950	\$ 69,500.00
Instant Coffee bag regular	Columbia / Maxima	3 oz	Ounce	320000	\$ 1.0000	\$ 320,000.00
Snack Chips, assorted, family size and individual bags	Frito Lay	1	Ounce	1900000	\$ 0.3460	\$ 657,400.00
Microwave Popcorn	Act II	2.75 oz	Ounce	168000	\$ 0.1890	\$ 31,752.00
Ramen Noodles	Nissin	3oz	Ounce	1100000	\$ 0.1160	\$ 127,600.00
Peanut Butter, creamy / crunchy	Stratford Farms	1oz	Ounce	610000	\$ 0.1000	\$ 61,000.00
Pork and Beans can / pouch	Fishermans	11.25	Ounce	260000	\$ 0.1500	\$ 39,000.00
Tuna in a pouch	Geisha	4oz	Ounce	271000	\$ 0.3750	\$ 101,625.00
Candy bars assorted 1.4oz to 2.15 oz	Nestle, Hershey	1.4 to 2.15 oz	Each	205000	\$ 0.6900	\$ 141,450.00
Little Debbie Nutty Bar or Equal	Cloverhill/Little Debbie	3 oz	Each	200000	\$ 0.6500	\$ 130,000.00
Jolly Rancher or equal	Jolly Rancher	4 oz	Each	100000	\$ 0.6900	\$ 69,000.00
Beef and Cheese Sticks	O'Brien	1.12oz	Ounce	10000	\$ 0.6250	\$ 6,250.00
Cheeseburger, Microwavable	White Castle 2pk	3.66oz	Each	62000	\$ 1.4100	\$ 87,420.00
Assorted Cereal	Malt o Meal	17 oz	Each	215620	\$ 3.5900	\$ 774,075.80
Instant Oatmeal, packets	Malt o Meal	1 pk	Each	210000	\$ 0.2500	\$ 52,500.00
Beef Weiners, packages	Fresh Favorites	1	Count	189489	\$ 0.7000	\$ 132,642.30
Mac & Cheese, Microwaveable	Fast Mac	2.15 oz	Ounce	17000	\$ 0.2800	\$ 4,760.00
Trail Mix	Karrs	2 oz	Ounce	50000	\$ 0.4900	\$ 24,500.00
Steak Sandwich	Fresh Favorites	16.oz	Each	120	\$ 7.0000	\$ 840.00
Italian Sub - Microwaveable	RYE STREET	6.75 oz	Each	130	\$ 2.5000	\$ 325.00
Chef Salad w/dressing	Fresh Favorites	24 oz	Each	300	\$ 5.0000	\$ 1,500.00
Granola Bar, assorted, box	Nature Valley	1 - 2pk	Count	2000	\$ 0.8000	\$ 1,600.00
Crackers, sandwich type, peanut butter, cheese	Lays	1 - 6ct	Each	200000	\$ 0.4000	\$ 80,000.00

Magic Shave, or equal, Mild (Razorless)	Magic Shave	6 oz	Ounce	500	\$ 0.4400	\$ 220.00
Shaving Cream, Regular	Freshscent Brushless	11 oz	Ounce	25000	\$ 0.3500	\$ 8,750.00
Deodorant/Antiperspirant-male/femal, clear	Speed Stick	2 oz	Ounce	160000	\$ 1.0000	\$ 160,000.00
Cocoa Butter Lotion	Personal Care	20 oz	Ounce	45000	\$ 0.0530	\$ 2,385.00
Gel Toothpaste	Close up	4 oz	Ounce	5500	\$ 0.3450	\$ 1,897.50
Shampoo, various types	VO5	15 oz	Ounce	135000	\$ 0.0930	\$ 12,555.00
Blistex, or equal, Lip Balm	Maxima	1	Each	3500	\$ 1.5000	\$ 5,250.00
Chapstick, or equal, Lip Balm, Plain	Maxima	1	Each	1000	\$ 0.7000	\$ 700.00
Bar Soap, assorted, 5oz bars	Irish Spring	3.75 oz	Each	62000	\$ 0.7300	\$ 45,260.00
Fingernail Clippers, small, no file	Bob Barker	1	Each	5000	\$ 0.7200	\$ 3,600.00
Razors, disposable	Bob Barker	Bic	Each	15000	\$ 0.1000	\$ 1,500.00
Halls, or equal, Menthol Cough Drops	HALL's 9 ct	1	Package	10000	\$ 1.4000	\$ 14,000.00
Medicated Shampoo	Glovers	3 oz	Ounce	1500	\$ 0.8330	\$ 1,249.50
Multivitamin with and without iron	Multi -Vitamin	100 ct	Count	203000	\$ 0.0250	\$ 5,075.00
Aspirin/Acetaminophen/Ibuprofen - 2pk	Med First	2 pk	Each	3000	\$ 0.1500	\$ 450.00
Antacid Tablets	Tums	12 ct	Count	10000	\$ 0.8000	\$ 8,000.00
Denture Adhesive	Staydent	2.5 oz	Ounce	1500	\$ 2.0000	\$ 3,000.00
Feminine Hygiene Pads	Bob Barker	1 each	Count	500	\$ 0.2500	\$ 125.00
Tampon (no applicator)	Bob Barker	1 each	Count	5000	\$ 0.2000	\$ 1,000.00
Pink oil	Luster 8 oz	8 oz	Ounce	1300	\$ 0.7500	\$ 975.00

AA Batteries	Rayovac	1	Each	150000	\$ 0.250	\$ 37,500.00
AAA Battreies	Rayovac	1	Each	45000	\$ 0.250	\$ 11,250.00

Greeting Cards, Assorted	Maxima - Assorted	1	Each	100000	\$ 0.300	\$ 30,000.00
Photo Album, 20 pg, no metal rings 8 x 12	Maxima	1	Each	3000	\$ 2.000	\$ 6,000.00
Bic, oe equal, pen, black, no springs	Bic	1	Each	17000	\$ 0.170	\$ 2,890.00
Legal Pad, Letter size, white only	Maxima / Bob Barker	1	Each	15000	\$ 1.100	\$ 16,500.00
#2 Pencil	Maxima	1	Each	2000	\$ 0.300	\$ 600.00
Flex Security Pen	Bob Barker	1	Each	2100	\$ 0.170	\$ 357.00
Microwave Plastic Bowl w/lid, minimum 1.6qt	Level 10	1	Each	1500	\$ 5.130	\$ 7,695.00
Clear insulated microwave mug, minimum 22 oz	Level 10	1	Each	250	\$ 1.650	\$ 412.50

ZERO % Mark- up

Commission Percentage to be paid to WVDO	17%
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West Virginia DOC Commissary



Beverage

ITEM	PRICE
BOSTON'S BEST 4.5 OZ	\$4.50
CHERRY DRINK MIX - 6OZ	\$1.80
COFFEE COLUMBIAN 3 oz.	\$3.00
COFFEE - SINGLE	\$0.22
COFFEE MAXIMA FD 3 OZ	\$3.00
CREAMER - 10CT	\$0.87
DECAF COFFEE 3OZ	\$2.09
DT PEPSI 20 OZ	\$1.00
FR PNCH DRINK MIX - 6OZ	\$1.80
FR VAN CAPPUCINO	\$0.20
GATORADE FP 20 OZ	\$1.07
HOT CHOCOLATE	\$0.20
INSTANT TEA MIX 6 OZ	\$1.80
IRSH CRM CAPPUCINO	\$0.20
LEMONADE DRINK MIX - 6OZ	\$1.98
LIPTON TEA 20 oz.	\$1.00
MILK 2% 1/2 PT	\$0.50
MILK CHOCOLATE 2% 1/2 PT	\$0.50
MOCHA CAPPUCINO	\$0.20
MT DEW 20 OZ	\$1.00
ORANGE CRUSH 20 OZ	\$1.00
ORANGE DRINK MIX - 6OZ	\$1.80
ORANGE GATORADE 20 OZ	\$1.00
PEPSI 20 OZ	\$1.00
ROOT BEER 20 OZ	\$1.00
S/F HOT CHOCOLATE	\$0.44
S/F ICE TEA SS	\$0.20
S/F LEMONADE SS	\$0.20

Candy

ITEM	PRICE
3 MUSKETEERS	\$0.69
ATOMIC FIREBALLS - 4OZ	\$0.69
BABY RUTH	\$0.69
BUTTERFINGER	\$0.69
FIRE JOLLY RANCHERS	\$0.69
GUMMI BEARS - 5.5OZ	\$1.20
HERSHEY KISSES - 5.3OZ	\$2.20
HERSHEY W/ ALMONDS	\$0.69
JOLLY RNCHR - ASST 4OZ	\$0.69
KIT KAT	\$0.69
M&M PEANUTS	\$0.69
M&M PLAIN	\$0.69
MILKY WAY	\$0.69
NESTLE CRUNCH	\$0.69
NOW & LATER	\$0.69
REESES PB CUP	\$0.69
SKITTLES - ORIGINAL	\$0.69
SNICKERS	\$0.69
STARBURST	\$0.69
STARLIGHT MINTS - 4OZ	\$0.69
SUGAR FREE HARD CANDY 2 OZ	\$0.89
SUGAR FREE PEANUT BUTTER CUPS	\$1.30
TWIX	\$0.69

Food

ITEM	PRICE
BACON - READY TO EAT	\$2.71
BBQ CHICKEN 7.7 OZ	\$3.60

Chips & Salty Snacks

ITEM	PRICE
6OZ HOT POTATOE CHIP	\$2.08
6OZ SOUR CREAM POTATOE CHIP	\$2.08
ALMONDS 3 OZ	\$1.80
BAKED DORITOS 1.125 OZ	\$0.52
BAKED LAYS CHIPS 1.125 OZ	\$0.52
BBQ CHIP 5 OZ	\$1.73
CASHEWS 1 OZ	\$0.99
CHEETOS - CRUNCHY 1.5 OZ	\$0.52
CHEETOS - FLAMIN HOT 1.5 OZ	\$0.52
CHIPS - TORTILLA 8OZ	\$2.77
CORN CHIPS 8 OZ	\$2.77
CRACKERS - CHSE 6CT	\$0.49
CRACKERS - PB 6CT	\$0.40
DORITOS - NACHO 1.5 OZ	\$0.52
DORITOS - SWT CHILI 1.5 OZ	\$0.52
FRITO - REGULAR 1.5 OZ	\$0.52
GRHM CRACKERS - 16OZ	\$2.74
HOT FRIES 1.5 OZ	\$0.52
HOT PEANUTS 3.5 OZ	\$1.80
LAYS - BBQ 1.5 OZ	\$0.52
LAYS - CHDDR & SC 1.5 OZ	\$0.52
LAYS - REGULAR 1.5 OZ	\$0.52
LAYS CORN CHIPS - BBQ 1.5 OZ	\$0.52
NUT MIX - SWT & SPCY	\$0.98
PEANUTS - SALTED 1OZ	\$0.60
PORK SKINS - HOT 1.5 OZ	\$0.52
PRETZELS 1OZ	\$0.52
RIPPLE POTATO CHIPS 6 OZ	\$2.08

SIERRA MIST 20 OZ	\$1.00
SPLENDA - 10CT	\$0.98
SS DRINK MIX	\$0.22
SUGAR EACH	\$0.03
TEA BAG 100 CT	\$1.80

POSTAGE

ITEM	PRICE
STAMPED ENVELOPES	\$0.58
STAMP - SINGLE	\$0.50
BK OF STAMPS 20 CT	\$10.00

HEALTH & BEAUTY

ITEM	PRICE
2 IN 1 SHAM/COND	\$2.62
4OZ COCO BTTR	\$0.89
ACNE MEDICATION	\$1.97
AFTERSHAVE 4OZ	\$1.10
ANTACID - TUMS	\$0.80
ANTIFUNGL CRM - .5OZ	\$2.46
BABY OIL - 4OZ	\$0.99
BANDAGE 100 CT	\$3.20
BAR SOAP - .5OZ	\$0.40
BARRETTE 4 PK	\$1.89
BAYER - 2PK	\$0.20
BERGAMONT - 4OZ	\$3.28
BLISTEX	\$0.70
BODY WASH - 12OZ	\$2.00
BRN EYEBROW PNCL	\$0.90
BRSHLSS SHV CRM	\$3.34
CINN LIPSTK	\$0.90
CLOSE UP TOOTHPASTE 4 OZ	\$1.38
COLGATE - 4.2OZ	\$4.35

BBQ SAUCE PC	\$0.10
BEEF & CHSE STK	\$0.70
BEEF STK	\$0.70
BF SALAMI - 5 OZ	\$2.60
BOLOGNA	\$2.14
BUNS	\$2.23
CEREAL - CRN FLAKES 17 OZ	\$3.59
CEREAL - HONY NUT 12.3 OZ	\$2.59
CHDR CHSE DIP 8.75OZ	\$1.68
CHDR CHSE SQZR	\$0.50
CHEDDAR CHEESE BRICK 4 OZ	\$1.69
CHEESE DIP 8 OZ	\$1.89
CHEESY RICE 8 OZ	\$1.99
CHICKEN AND DUMPLINGS 7.7 OZ	\$3.60
CHILI - NO BEANS	\$1.79
CHILI POUCH MILD	\$1.79
CHKN BREAST - 7OZ	\$2.71
CHKN VIENNA SAUSAGES	\$1.53
CREAM CHEESE TUB 8 OZ	\$1.89
FAST MAC	\$0.70
FROZEN VEGGIES	\$2.14
HOT CHILI POUCH 8OZ	\$1.79
HOT DOGS	\$0.70
HOT PEPPER CHEESE BRICK 4 OZ	\$1.69
HOT SAUCE 6 OZ	\$1.00
HT & SPCY SMMR SAUSAGE - 5 OZ	\$2.60
HT PPR CHSE STK	\$1.68
ICE CREAM	\$1.07
INST CHILI - 4OZ	\$1.15
JAL CHSE SQZR	\$0.50
MAYONNAISE 12 OZ	\$2.50
MICROWAVE POPCORN	\$0.52
NACHO CHEESE DIP 8 OZ	\$1.89

SNACK CRACKERS - 12OZ	\$3.00
SPCY HOT CORN CHIPS 10 OZ	\$3.46
SUN CHIP ORG 1.5 OZ	\$0.40
TRAIL MIX 2 OZ	\$0.90

Cookies & Pastries

ITEM	PRICE
APPLE DANISH	\$0.67
APPLE PIE	\$0.67
BEAR CLAW	\$0.67
BOSTON CREME HONEY BUN	\$0.67
CHERRY PIE	\$0.67
CHOC CHIP - 6OZ	\$1.75
COOKIES - BTTRFINGR 6 OZ	\$1.75
COOKIES - CHOC CREAM	\$0.97
COOKIES - DUPLEX	\$0.97
COOKIES - OATMEAL 12OZ	\$1.58
COOKIES - PB CREAM	\$0.92
COOKIES - VANILLA CREAM	\$0.97
CUPCAKES - CHOC	\$0.70
DONUTS - PWDR SGR	\$0.67
GMA CHOC CHIP	\$0.67
GMA OATMEAL / RAISIN	\$0.67
GRANOLA BAR - OAT & HNY	\$0.80
HONEY BUN - 6OZ	\$0.75
OREO - 1.8OZ	\$0.48
PEANUT BUTTER BAR	\$0.65
POPTART - STRAWBERRY	\$0.77
SUGAR FREE COOKIE 1 OZ	\$0.67
TX CINN ROLL	\$0.67
VANILLA WAFERS - 10OZ	\$1.58

CLOTHING

COMB 5"	\$0.85
COND - 12OZ	\$2.62
COTTON SWAB 100CT	\$0.59
COUGH DROPS - MENTHOLYPTU	\$1.40
DARK & LOVELY SHAMPOO 13.5 OZ	\$5.50
DENTRE ADHESIVE	\$4.50
DEOD - BRUT 3OZ	\$3.00
DEOD - LADY STK 2 OZ	\$2.00
DEOD - ROLL ON 1.5OZ	\$1.50
DEOD SOAP - 4.4OZ	\$0.89
DNDRFF SHMPOO - 12OZ	\$2.62
DNTRE CLNR - 2PK	\$0.31
DOUCHE	\$2.41
EAR PLUGS	\$1.09
EMERY BOARD	\$0.54
EYE SHADOW 3 PAN	\$3.29
EYELINER	\$1.99
FEM PAD	\$0.25
FOOT POWDER 4OZ	\$2.98
FOOT PWDR	\$1.00
FOUNDATION LIQUID MAKEUP LIGHT	\$5.55
FOUNDATION LIQUID MAKEUP MEDIUM	\$5.55
HAIR DRESSING - 4OZ	\$2.29
HAIR ROLLR - JUMBO	\$2.18
HAIR ROLLR - MED	\$2.18
HAIR SPRAY 7 OZ	\$2.80
HAIR TIE - 20 PK	\$1.20
HEMORRHOID OINTMNT	\$2.46
HYDRCRTSNE CRM	\$2.00
IBUPROFEN	\$0.15
IRISH SPRING SOAP	\$0.73
LENS CASE	\$7.68
LIP BALM	\$0.60
LIPSTICK PINK ICE	\$1.59

OATMEAL	\$0.25
PASTA 1LB	\$0.99
PC - GRAPE JELLY	\$0.25
PC - MAYO	\$0.16
PC - PEANUT BTTR PC	\$0.10
PC - PICANTE SAUCE	\$0.16
PC - SOY SAUCE	\$0.80
PEPPER - 10 PK	\$0.30
PEPPER SHAKER 1.5 OZ	\$1.60
PEPPERONI 3.5OZ	\$2.50
PICKLE - HOT	\$0.69
PICKLE - KOSHER	\$0.69
RAMEN - BEEF	\$0.35
RAMEN - CHICKEN	\$0.36
RAMEN - CHILI	\$0.36
RAMEN - PIC BEEF	\$0.36
RANCH DRESSING 1.5 OZ	\$0.40
RICE & BEANS - 4OZ	\$1.15
RICE 7OZ	\$1.25
SALAMI MEAT STK	\$0.70
SALSA - 3OZ	\$0.90
SALT - 10 PK	\$0.87
SALT SHAKER 4 OZ	\$0.60
SALTINES 4 SLEEVES	\$2.49
SARDINES IN HT SAUCE - 3.	\$1.28
SEASONED SLT - 5.25OZ	\$0.90
SNACK CRACKERS 12 OZ	\$2.99
SOY SAUCE 6 OZ	\$1.30
SPAM POUCH - SNGL 3OZ	\$2.73
SPCY MEAT & CHS STK 1.125	\$0.70
STEW - POUCH 8OZ	\$1.79
STRAWBERRY JELLY 20 OZ	\$2.90
SUMMR SAUSAGE	\$2.50
SYRUP 2.85 OZ	\$0.99

ITEM	PRICE
BOXERS - 2XL	\$1.70
BOXERS - 3XL	\$1.80
BOXERS - 4XL	\$1.90
BOXERS - 5XL	\$2.00
BOXERS - LG	\$1.60
BOXERS - MED	\$1.60
BOXERS - SM	\$1.60
BOXERS - XL	\$1.60
BRA TRAD - L	\$8.00
BRA TRAD - M	\$8.00
BRA TRAD - XL	\$8.00
BRA TRDNL - 2XL	\$2.80
PANTIES - SZ10	\$1.80
PANTIES - SZ12	\$1.80
PANTIES - SZ12	\$2.00
PANTIES - SZ14	\$2.00
PANTIES - SZ16	\$2.50
PANTIES - SZ6	\$1.50
PANTIES - SZ8	\$1.50
SANDLS - SZ10	\$2.50
SANDLS - SZ12	\$2.50
SANDLS - SZ14	\$2.50
SANDLS - SZ16	\$2.50
SANDLS - SZ6	\$2.50
SANDLS - SZ8	\$2.50
SHORTS - 2XL	\$10.00
SHORTS - LG	\$8.00
SHORTS - MED	\$8.00
SHORTS - XL	\$10.00
SHOWER SHOE SZ L	\$1.10
SHOWER SHOE SZ XL	\$1.10
SHOWER SHOE SZ XXL	\$1.10
SOCKS	\$0.99

LOTION - ALOE 12OZ	\$3.54
LOTION - CBTR 20	\$1.06
LOTION - PKT	\$0.54
MAGIC SHAVE	\$2.64
MASCARA	\$2.99
MONISTAT	\$21.52
MOUTHWASH - 4OZ	\$1.00
NOXEMA MED CRM - 2.5OZ	\$4.39
ORAL PAIN MED	\$0.10
PALM BRUSH	\$1.12
PEPTO BISMOL 8 OZ	\$3.50
PINK OIL	\$6.00
PLASTIC TWEEZER	\$0.84
POMADE - 3OZ	\$3.62
RAZOR - MACH 3 GILLETTE	\$12.00
RAZOR - DISP.	\$0.10
RAZOR - MACK 3 REFILL 5PK CART.	\$21.00
SALINE SOLUTION	\$6.58
Shave Cream 11 Oz	\$3.85
SHMPOO - 12OZ	\$2.62
SHWR CAP	\$0.54
SINUS RELIEF - 2PK	\$0.15
SOAP DISH	\$0.74
STYLING GEL - 4OZ	\$1.10
SUNBLOCK BANANA BOAT 1 OZ	\$1.60
TAMPONS - EACH	\$0.20
TISSUE BOX	\$1.40
TOOTHBRUSH - SHRT	\$0.57
TOOTHBRUSH HOLDER	\$0.62
TOOTHPSTE - .6OZ	\$0.51
TOOTHPSTE - 1.5OZ	\$1.05
TOOTHPSTE - 6.4OZ	\$3.45
TRIPLE ANTIBIOTIC OINTMENT	\$1.99
TYLENOL - 2PK	\$0.15

TORTILLAS - 6CT	\$1.16
TUNA POUCH - 4OZ	\$1.50
UNSALTED SALTINES 4 SLEEVES	\$2.49
WHEAT BREAD LOAF	\$2.65
WHEAT CRACKERS 7 OZ	\$1.89
WHITE BREAD LOAF	\$2.12

Food -Frozen

ITEM	PRICE
BURRITO BEEF & CHEESE FZ	\$1.59
CHEESEBURGER 2 PK FZ	\$1.41
FROZEN VEGGIES	\$1.50
ICE CREAM ASSORTED	\$1.50
LASAGNA FZ	\$1.88
POPSICLE	\$0.35
STEAK SANDWICH FZ	\$1.59
SUGAR FREE ICE CREAM	\$2.00
SUGAR FREE POPSICLE	\$0.55

GENERAL MERCHANDISE

ITEM	PRICE
3 RING BINDER	\$4.88
9 X 12 ENVELOPE	\$0.26
ADDRESS BOOK	\$1.99
BALL CAP	\$3.79
BOOT STRINGS	\$0.72
BOWL W/ LID - 23OZ	\$1.40
CARD - BIRTHDAY	\$0.30
CARD - FRIENDSHIP	\$0.30
CARD - HOLIDAY	\$0.30
CARD - JUVENILE BDAY	\$0.30
CARD - SYMPATHY	\$0.30
CARD - THANK YOU	\$0.30
CHECKERS	\$4.99

SPRTS BRA - L	\$9.00
SPRTS BRA - XL	\$9.00
SWT PNTS - 2XL	\$12.00
SWT PNTS - 3XL	\$15.00
SWT PNTS - 4XL	\$17.00
SWT PNTS - LG	\$12.00
SWT PNTS - MED	\$12.00
SWT PNTS - SM	\$12.00
SWT PNTS - XL	\$13.00
SWT SHRT - 2XL	\$9.99
SWT SHRT - 3XL	\$16.36
SWT SHRT - 4XL	\$12.00
SWT SHRT - LG	\$13.61
SWT SHRT - MED	\$13.61
SWT SHRT - SM	\$9.00
SWT SHRT - XL	\$14.71
TSHIRT - 2XL	\$3.00
TSHIRT - 3XL	\$3.00
TSHIRT - 4XL	\$4.00
TSHIRT - 5XL	\$4.10
TSHIRT - 6XL	\$4.10
TSHIRT - LG	\$2.00
TSHIRT - MED	\$2.00
TSHIRT - SM	\$2.00
TSHIRT - XL	\$3.00
VLCRO - SZ10	\$9.00
VLCRO - SZ11	\$9.00
VLCRO - SZ12	\$9.00
VLCRO - SZ13	\$9.00
VLCRO - SZ14	\$9.00
VLCRO - SZ15	\$9.00
VLCRO - SZ6	\$9.00
VLCRO - SZ7	\$9.00
VLCRO - SZ8	\$9.00

VITAMINS 100 CT	\$2.50
VO5 CONDITIONER	\$1.40
VO5 SHAMPOO	\$1.40

ELECTRONICS

ITEM	PRICE
AA BATTERY	\$0.25
AAA BATTERY	\$0.25
ALARM CLOCK LCD DIGITAL	\$12.00
BOOM BOX	\$59.99
CURLING IRON	\$29.99
EARBUDS	\$9.32
EXTENSION CORD 6'	\$3.40
HAIR DRYER	\$25.99
HEAD PHONE ADAPTER	\$4.20
HEAD PHONES KOSS	\$9.00
OSCILLATING FAN 6"	\$21.99
RADIO - AM/FM - JENSEN	\$29.99
RF CABLE 3"	\$4.00
SIGNAL SPLITTER	\$3.50
SURGE PROTECTOR	\$12.00
TV 15" FLAT SCREEN	\$220.00
TYPEWRITER	\$289.00
WALKMAN - JENSEN	\$69.00
WATCH	\$14.99
WATCH BATTERY	\$4.99

COFFEE MUG -	\$1.65
COLORED PNCLS	\$2.94
CONTACT LENSE CASE	\$0.89
CONTACT LENSE SOLUTION	\$2.99
COOLER - 10 QT	\$22.99
CROSSWRD PUZZLES	\$3.00
CUP - 22OZ	\$1.91
DICTIONARY	\$3.00
DISHWASHING LIQUID AJAX 14 OZ	\$1.89
DOCUMENT FOLDER LEGAL SIZE	\$3.40
DOO RAG - BLACK	\$1.49
ENG/SPAN DICTNRY	\$4.00
ENVELOPE - LETTER	\$0.11
ENVELOPE - LEGAL	\$0.20
ERASER CAP	\$0.15
FABRIC SOFTENER 40 CT	\$0.81
HANDKERCHIEF	\$1.20
KORAN	\$27.45
LAUNDRY DETERGENT 16 LOADS	\$5.89
LGL PAD - WHITE	\$1.10
MANILA ENVELOPE	\$0.26
NOTEBOOK	\$1.79
PEN	\$0.17
PEN FLEX	\$0.17
PENCIL #2	\$0.30
PHOTO ALBUM	\$2.00
PINOCHLE	\$1.91
PLASTIC BOWL 1.6 QT - MICROWAVE	\$5.13
PLASTIC FORK - REUSEABLE	\$0.50
PLASTIC KNIFE - REUSUABLE	\$0.50
PLASTIC SPOON - REUSEABLE	\$0.50
PLATE - MICROWAVEABLE 10"	\$5.29
PLAYING CARDS	\$1.91
READING GLS 1.5	\$9.00

VLCRO - SZ9	\$9.00
WORK BOOT SZ 10	\$24.99
WORK BOOT SZ 11	\$24.99
WORK BOOT SZ 12	\$24.99
WORK BOOT SZ 13	\$24.99
WORK BOOT SZ 14	\$24.99
WORK BOOT SZ 6	\$24.99
WORK BOOT SZ 7	\$24.99
WORK BOOT SZ 8	\$24.99
WORK BOOT SZ 9	\$24.99

GENERAL MERCHANDISE - CONT.

ITEM	PRICE
READING GLS 2.0	\$9.00
READING GLS 2.5	\$9.00
SCRATCH PAD - 8.5X11	\$1.79
SHOE STRING	\$0.52
SPNSH CRD - BDAY	\$0.30
SPNSH CRD - LOVE	\$0.30
STORAGE BOX - 6.3 GAL	\$15.00
STORAGE BOX LID	\$10.00
SUNGLASSES	\$7.49
TOENAIL CLIPPER	\$0.72
TRASH BAGS	\$1.00
TYPEWRITER CORRECTION TAPE	\$14.99
TYPEWRITER RIBBON	\$13.99
TYPING PAPER 100 CT	\$2.99
WASH CLOTH	\$0.62
WASTE BASKET	\$6.29
WEIGHT LIFTING GLOVES	\$8.00
WORD SEARCH	\$3.27

West Virginia Commissary DOC

Window Locations Only



Alternative Menu Items

ITEM	PRICE
BAGELS	\$0.70
BIG BAKED POTATO	\$1.50
BRATWURST	\$1.50
BREAD STICKS W/CHEESE	\$1.50
CHEESE - STRING	\$1.00
CHEF SALADS - GRAB & GO	\$4.00
CHICKEN COBB SALADS - GRAB & GO	\$4.00
COLD SODAS 20 OZ	\$1.00
COLD SPORTS DRINKS	\$1.07
CREAM CHEESE CUP	\$0.50
DONUTS	\$0.70
EGG ROLLS	\$1.00
FRESH COFFEE	\$0.50
FRESH COOKIES	\$0.30
FRESH PASTRIES	\$0.70
FRESH POPCORN	\$0.50
FROZEN DRINKS - SLURPEE	\$1.00
FRUIT JUICES	\$2.00
HANDMADE PEPPERONI ROLLS	\$1.00
HARD COOKED EGG	\$0.50
HOT CHOCOLATE	\$0.50
ICE CREAM	\$1.30
MILK - VARIETY OF FLAVORS	\$0.50
NACHOS W/CHEESE	\$1.50
PARFAIT - FRUIT / GRANOLA / YOGURT	\$2.00
PEPPERONI & CHEESE CUP	\$2.00
PIZZA BY THE SLICE	\$1.50
READY TO EAT BREAKFAST SANDWICHES	\$1.50
READY TO EAT CHEESEBURGERS 6OZ	\$2.00
READY TO EAT CHICKEN SANDWICH	\$2.00
READY TO EAT CORN DOGS	\$0.70
READY TO EAT HOT DOGS W/SAUCE	\$0.70
READY TO EAT SANDWICHES - VARIETY	\$1.00
WALKING TACO	\$1.50
YOGURT - VARIETY	\$1.00
PANCAKE AND SAUSAGE WRAP	\$1.00

FINANCIAL/LEGAL PLAN

Aramark Correctional Services has developed the following financial plan that addresses, in detail, the needs of West Virginia Division of Corrections. The criteria used in the development of this plan are as follows:

NO JOINT VENTURE

It is agreed that nothing contained in this proposal or resulting contract will be deemed or construed as creating a partnership or joint venture between West Virginia Division of Corrections and any other party, or cause either party to be responsible in any way for the debts or obligations of the other party. Aramark will perform their services as an independent contractor, and nothing contained herein will be construed as placing Aramark in the category of merit employee, exempt employee, or other type of employee of West Virginia Division of Corrections.

TERMINATION

As the solicitation did not address termination language, Aramark would like to discuss with the Division of Corrections and for the Division of Corrections to consider the following termination language for possible inclusion in a final agreement with Aramark.

A. TERMINATION FOR CONVENIENCE: Either party may terminate this Agreement for convenience, at any time during the term or any renewal or extension, upon ninety (90) days notice to the other party.

B. TERMINATION FOR DEFAULT: Either party may terminate this Agreement upon a breach or default of this Agreement by the other party, which is not cured within thirty (30) days after receipt by the defaulting party of a notice from the non-defaulting party, specifying the nature of such breach or default.

C. CONSEQUENCES OF TERMINATION: If this Agreement is terminated under any circumstances, the West Virginia Division of Corrections shall pay Aramark for all services provided by Aramark up to and including the date of termination, at the rates and within the payment periods set forth in this Agreement. The West Virginia Division of Corrections's obligation to pay for services provided shall survive the termination or expiration of this Agreement.

Upon the expiration or any termination of this Agreement, the West Virginia Division of Corrections and Aramark agree to discuss the option for the Division to purchase Aramark's usable inventory of products and supplies. The purchase price for such inventory shall be Aramark's invoice cost.

MATERIAL ADVERSE CHANGE

The financial arrangements in this Agreement are based on conditions existing as of the Effective Date including any representations regarding existing and future conditions made by West Virginia Division of Corrections in connection with the negotiation and execution of this Agreement. If such conditions change due to causes beyond Aramark's control, including, but not limited to, a change in the scope of Aramark's services; a decrease in the Facility's offender population or the availability of offender labor; efforts to organize labor; increases in food, fuel, equipment, utilities and supply costs; Federal, State and local sales, and other taxes and other operation costs; a change in Federal, State and local standards, requirements recommendations, and regulations; or other unforeseen external market conditions outside Aramark's control, then Aramark shall give West Virginia Division of Corrections written notice of such increase or change, and within thirty (30) calendar days after such notice, Aramark and West Virginia Division of Corrections shall mutually agree upon modification(s) to offset the impact of the increase or change, which modifications may include any or a combination of the following: an adjustment to Aramark's price per meal or commission, modifications to the product offering or pricing, or modifications to Aramark's scope of services.

INDEMNIFICATION

Aramark understands the Indemnification language as written in the RFP/ITB and would like to discuss with the Division of Corrections and for the Division of Corrections to consider the following suggested indemnification language for possible inclusion in a final agreement with Aramark.

Aramark agrees to defend, indemnify and hold harmless the West Virginia Division of Corrections, its officers, employees, agents and servants for all third party personal injuries caused by the gross negligence of Aramark in its performance of the services defined in this Agreement, and to pay all claims, damages, judgments, legal costs, adjuster fees and attorney fees related thereto. However, it is expressly understood that Aramark shall not be responsible for damages, injuries, losses or claims caused by offenders or the West Virginia Division of Corrections, its officers, employees, agents, servants or other independent contractors. Neither any of the West Virginia Division of Corrections's officers, employees, agents, servants or contractors, nor any offenders, are or will be deemed to be agents or employees of Aramark and no liability is or will be incurred by Aramark to such persons, except for bodily injury to such persons caused by Aramark's gross negligence. The West Virginia Division of Corrections agrees to defend, indemnify and hold Aramark harmless from any liability claim by or through such persons against Aramark. Each party shall promptly notify the other of any claim for which indemnity is sought, and shall cooperate with the other party in the defense of such claim. The indemnifying party shall have the sole discretion to defend and settle such claim. In no event will either party be liable to the other party for any loss of business, business interruption, consequential, special, indirect or punitive damages.

FINANCIAL COMMITMENT

Aramark shall make a financial commitment to West Virginia Division of Corrections in an amount up to \$325,000.00 (the "Financial Commitment"). West Virginia Division of Corrections agrees to invest the Financial Commitment in cosmetic improvements for the prison store locations at each on-site location. Any equipment purchased by Aramark on West Virginia Division of Corrections's behalf shall be purchased as a "sale-for resale" to the West Virginia Division of Corrections. West Virginia Division of Corrections shall hold title to all such equipment (with the exception of those items which bear the name of Aramark, its logo, or any of its logo, service marks or trademarks or any logo, service marks or trademarks of a third party) upon such resale. West Virginia Division of Corrections acknowledges that it is a tax-exempt entity and will provide Aramark with a copy of the appropriate tax-exempt certificate. The Financial Commitment shall be amortized on a straight-line basis over a period of five years, commencing upon the effective date of this Agreement. Upon expiration or termination of this Agreement by either party for any reason whatsoever prior to the complete amortization of the Financial Commitment, West Virginia Division of Corrections shall reimburse Aramark for the unamortized balance of the Financial Commitment as of the date of expiration or termination plus all accrued but unbilled interest as of the date of expiration or termination. Such interest shall accrue from the effective date of this Agreement at the Prime Rate plus two percentage points per annum, computed each accounting period on the declining balance. In the event such amounts owing to Aramark are not paid to Aramark within 30 days of expiration or termination, West Virginia Division of Corrections agrees to pay interest on such amounts at the Prime Rate plus two percentage points per annum, compounded monthly from the date of expiration or termination, until the date paid. The right of Aramark to charge interest for late payment shall not be construed as a waiver of Aramark's right to receive payment of invoices within 30 days of the invoice date. Any portion of the Financial Commitment that is not expended prior to the expiration or earlier termination of the Agreement shall revert to Aramark.

CONFIDENTIAL INFORMATION

All financial, statistical, operating and personnel materials and information, including, but not limited to, the Aramark System, related to or utilized in Aramark's business (collectively, the "Aramark Proprietary Information") is and shall remain confidential and the sole property of Aramark and constitutes trade secrets of Aramark. The West Virginia Division of Corrections shall keep all Aramark Proprietary Information confidential and shall use the Aramark Proprietary Information only for the purpose of fulfilling the terms of this Agreement. The West Virginia Division of Corrections shall not photocopy or otherwise duplicate any materials containing any Aramark Proprietary Information without the prior written consent of Aramark. Upon the expiration or any termination of this Agreement, all manuals, software, computers, diskettes, disks and disk drives, and other materials or documents containing any Aramark Proprietary Information, shall be returned to Aramark.

DISCLAIMER OF INMATE LIABILITY

It is expressly understood that Aramark shall not be responsible for damages, injuries, losses or claims caused by offenders or the West Virginia Division of Corrections, its officers, employees, agents, servants or other independent contractors. Neither any of the West Virginia Division of Corrections's officers, employees, agents, servants or contractors, nor any offenders, are or will be deemed to be agents or employees of Aramark and no liability is or will be incurred by Aramark to such persons, except for bodily injury to such persons caused by Aramark's gross negligence.

BILLING AND INVOICING

Aramark Correctional Services will invoice West Virginia Division of Corrections at the end of each week/month. Invoiced commissary prices will be calculated on the prices included in this proposal.

INSURANCE

Aramark Correctional Services will provide the levels of insurance set forth in the specifications, except as provided in this Proposal. Aramark Correctional Services has provided a certificate(s) of insurance evidencing appropriate coverage.

REMITTANCE INFORMATION

West Virginia Division of Corrections will remit payment within 15 days of receipt of invoice to:

Aramark Correctional Services
P.O. Box 406019
Atlanta, Georgia 30384-6019

PRICE, PRODUCT LIST, AND COMMISSION PERCENTAGE

Aramark shall pay to the Division of Corrections a commission in an amount equal to 17 percent of Net Sales of all products, but shall exclude (a) all sales of tobacco products, stamps and pre-stamped envelopes, pre-paid telephone calling cards or any other telephone sales, debit cards, and Indigent Products and (b) any applicable sales or use tax.

Our product and price list follow. Prices do not include tax. Items that are taxable are marked with an asterisk on the list.

CREDIT INFORMATION

Aramark's principal banking relationships are maintained with:

JPMorgan Chase Bank

National Confirmations Department
PO Box 955200
Fort Worth, Texas 76155

Terrell Ricks

Telephone: 817-399-7227
FAX: 817-345-3795

Wachovia Bank

Corporate Customer Service
1525 West W.T. Harris Boulevard, NC-1171
Charlotte, North Carolina 28262

Anita Hilliard, Senior Corporate Account Manager

Telephone: 1-800-590-7868, Team #601
Direct Extension: #85758
FAX: 866-842-0585

PNC Bank

8800 Tincum Boulevard
Philadelphia, Pennsylvania 19153

No mail requests; only fax requests to:

Credit Reference Department
Telephone: 215-749-6199
FAX: 215-749-6191

Summary financial information on Aramark is available through Dun & Bradstreet. Our Dun's number is 00791-3098.

MAJOR SUPPLIERS

Several of our major suppliers are:

Sysco Corporation

1390 Enclave Parkway
Houston, Texas 77077

Gregory W. Neely

Telephone: 281-584-1306
Cell: 832-264-1573
FAX: 281-584-1744
Email: Neely.Greg@corp.sysco.com

The Coca-Cola Company

USA 1335, PO Box 1734
Atlanta, Georgia 30301

Ken Kratzenberg

Telephone: 404-676-3314
Michelle Brown
Telephone: 404-887-3835
FAX: 404-253-4382

PepsiCo

1548 Sequoia Road
Naperville, Illinois 60540

Rhonda Yedinak

Telephone: 630-464-1241
FAX: 312-592-7017
Email: rhonda.yedinak@pepsi.com

Ecolab Corporation

370 Wabasha Street N.
Highland Park, Illinois 60035

Michael Hickey

Telephone: 651-293-4150
FAX: 651-224-4587

Performance Food Group

12650 East Arapahoe Road, Building D
Centennial, Colorado 80112

Jean Brown, Senior Credit Analyst

Telephone: 303-662-7141
FAX: 303-662-7741