



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



**COST PROPOSAL**  
Response to RFP COR61549  
**Commissary Services**  
for the  
**West Virginia Division of Corrections**



RFP issued: September 20<sup>th</sup>, 2013  
Bid Opening: April 2<sup>nd</sup>, 2014 1:30 pm



2301 E. PACIFICA PLACE, PO BOX 7006, RANCHO DOMINGUEZ, CA 90220  
(310) 603-8899 FAX: (310) 603-8866

### 3. Cost Proposal

	<b>Basic Proposal</b>	<b>Alternate Proposal— WVCI Partnership</b>
<b>Operations</b>	<ul style="list-style-type: none"> <li>• Same store hours, same store staffing levels</li> <li>• Weekly or twice weekly delivery to every WVDOC facility</li> <li>• New automated Order by Phone</li> <li>• Improved Tech Friends integration- easier reporting for WVDOC</li> </ul>	<ul style="list-style-type: none"> <li>• Same store hours, same store staffing levels</li> <li>• Weekly or twice weekly delivery to every WVDOC facility</li> <li>• New automated Order by Phone</li> <li>• Improved Tech Friends integration—easier reporting for WVDOC</li> </ul>
<b>Staffing</b>	<ul style="list-style-type: none"> <li>• Union Supply will hire all current commissary staff that choose to remain</li> <li>• Add a full-time, in-state USG Manager and a dedicated Account Manager in Ohio</li> <li>• Complete, always on-call service team in Ohio</li> <li>• All onsite staff trained to ACA best practices</li> </ul>	<ul style="list-style-type: none"> <li>• WVCI will retain all current commissary staff that choose to remain. (Union Supply will reimburse for their salaries)</li> <li>• Add a full-time, in-state Union Supply Business Manager</li> <li>• Complete, always on-call service team in Ohio to support joint venture staff.</li> <li>• 2 WVCI Supervisors in Huttonsville</li> <li>• 30 fulltime inmate jobs in Huttonsville <b>with vocational training paid for by Union Supply</b></li> <li>• Support and training from our U-Ed team</li> <li>• All onsite staff trained to ACA best practices</li> <li>• Union Supply reimburses CI for all inmate labor used to unload orders, clean stores in facilities</li> </ul>



	Basic Proposal	Alternate Proposal— WVCI Partnership
Education	<ul style="list-style-type: none"> <li>Manual labor and performance reviews for inmate workers, but no inmate education</li> </ul>	<ul style="list-style-type: none"> <li>2 accredited vocational instructors</li> <li><b>At least</b> 15 inmates in accredited classes every quarter</li> <li><b>Patent-pending</b> electronics training and assembly program</li> <li>As many as 45 inmate per year earning vocational credits with OJT each year</li> <li>As many as 6 classes and 18 credits available to inmate employees, transferrable to outside community colleges available to inmate employees</li> <li>OSHA-certified forklift training for all inmates employed at WVCI warehouse</li> <li>No cost to WVCI or WVDOC</li> </ul>
Financial	<ul style="list-style-type: none"> <li><b>9% commission</b> on commissary sales to Inmate Welfare Fund</li> </ul>	<ul style="list-style-type: none"> <li><b>9% commission</b> to WVDOC on commissary sales</li> <li>5% commission to WVDOC on commissary sales</li> <li>Union Supply reimburses WVCI for 2 fulltime supervisors in Huttonsville</li> <li>Union Supply reimburses WVCI for cost of employing 2 inmate work crews of up to 15 inmates each</li> <li>Union Supply reimbursed for inmates working in onsite stores and in facilities</li> <li>Union Supply pays <b>3% of sales</b> to WVCI for all trucking to facilities</li> <li>Union Supply builds-out WVCI warehouse with cameras, racks and food storage at no cost to WVCI</li> <li>Union Supply provides all inventory and financing at no cost to CI or DOC</li> </ul>



	Basic Proposal	Alternate Proposal— WVCJ Partnership
Pricing	<ul style="list-style-type: none"> <li>Prices 10% lower for WVDOC Market Basket than inmates are currently charged</li> <li>Market Basket priced 12.5% lower than current prices if WVDOC accepts optional Quarterly Package Program</li> </ul>	<ul style="list-style-type: none"> <li>Prices 10% lower for WVDOC Market Basket than inmates are currently charged</li> </ul>

 **Union Supply Group Response:** Union Supply is offering the State of West Virginia two service models, each with a different set of financial reimbursements and benefits.

### **Option 1: Fulfillment of bulk and pre-bagged orders from Union Supply’s Ohio Distribution Center**

If the WVDOC chooses to receive bulk merchandise for the on-site stores and pre-bagged orders for their other facilities from our Midwest Distribution Center in Ohio, less than a day’s drive away from all WVDOC facilities; Union Supply proposes to pay:

1. A 9% commission on all non-exempt sales to inmates (no commission on stamps etc.). This commission will be paid monthly, directly to the WVDOC’s Inmate Welfare Fund so that the DOC can continue to support inmate recreation and programs that rely on commissary sales.

Union Supply has closely studied the State’s current sales, menu, and operations and presented an operational plan that includes deeper integration with Tech Friends’ software, convenient Order-by-Phone, lower prices for inmates, proven processes to reduce returns and credits and our 98.5% fill-rate with no SPOs and no out-of-stocks. Based on the sales figures reported we expect the WVDOC to receive more than \$420,000 per year from our commissary sales under this plan.



<b>Union Supply Pro Forma Financial Projections for WVDOC Commissary— Option 1</b>			
		<b>YEAR 1</b>	
Project Type		Commissary Bag/Drag	TOTAL
<b>Adjusted Product Sales</b>		\$ 4,690,590	\$ 4,690,590
<b>Revenue Share:</b>	% of Adj Sales		
Inmate Welfare Fund	9.00%	\$422,153	\$ 422,153
<b>Net Sales</b>		\$4,268,437	\$ 4,268,437
<b>USCS Employees</b>			
Onsite Delivery personal	15 + 2 Managers	\$574,397	\$ 574,397
Total Direct Labor - Ohio Picking operations	12 FTE	\$ 233,626	\$ 233,626
Total Ohio picking supervision	1 FTE	\$54,080	\$ 54,080
Indirect order entry labor-none (Order by Phone)	0		\$ 0
	30	\$862,103	\$ 862,103
<b>Total Labor Expense</b>		\$862,103	\$ 862,103
<b>Misc Expenses:</b>			
Warehouse Supplies		\$ 71,785	\$ 71,785
Software Expense		\$60,890	\$ 60,890
Printing & Related Expenses		\$ 39,185	\$ 39,185
Misc SG&A direct related expense		\$16,947	\$16,947
Depreciation Expense		\$ 9,333	\$ 9,333
<b>TOTAL Misc Expense</b>		\$198,141	\$ 198,141

In addition, our plan will enable the WVDOC to realize substantial savings and free up staff time no spent supporting the notionally private commissary operations.

- ❖ Union Supply will add all current commissary store and bagged-order delivery employees to our payroll **and** will add a new, full-time, in-state service manager to respond directly to an WVDOC inquiries or concerns. We will not require or request any WVDOC staff to clock out and help our staff in the stores or with delivery of bagged orders to inmates.



- ❖ Union Supply will **take over all payments to Tech Friends** for the inmate banking, trust fund management, commissary management and reporting and other tools that the State already uses.
- ❖ Union Supply will immediately implement Order-by-Phone which will eliminate the need for WVDOC staff to supervise the distribution and collection of paper order forms as well as reducing the need to issue credits, transfer orders or make returns.

## **Option 2: Fulfillment of bulk and pre-bagged orders from WVCI's warehouse**

If the WVDOC accepts our proposal to create a new fulfillment center at WVCI's Huttonsville warehouse and to combine our commissary and package program services with new inmate employment, training and vocational education, and to create a profitable new enterprise for WVCI; Union Supply proposes to pay:

1. A 9% commission on all non-exempt sales to inmates (no commission on stamps etc.). This commission will be paid monthly, directly to the WVDOC's Inmate Welfare Fund so that the DOC can continue to support inmate recreation and programs that rely on commissary sales.
2. A 5% commission on non-exempt gross commissary sales to WVCI. This commission will be paid monthly and will help WVCI support their other programs and invest in new resources. If WVCI earns more than \$2 million Union Supply and WVCI's joint venture will remit earnings to the DOC as per state law.
3. A 17% commission on all non-exempt gross sales to friends and family members through our new Quarterly Package Program. This commission will be paid quarterly to WVCI. This 17% will be WVCI's compensation for doing the work that Union Supply would normally pay to have done in our Ohio distribution center. If WVCI earns more than \$2 million Union Supply and WVCI's joint venture will remit earnings to the DOC as per state law.
4. 3% of sales as a reimbursement to WVCI for their trucking services from Huttonsville to all WVDOC facilities at least once a week (twice where requested by DOC). This blanket reimbursement for deliveries and returns will support substantial investment in WVCI's trucking fleet and enable CI to combine delivery trips with their other functions to run their operations more efficiently and



profitably. We will also pay 3% of all Quarterly Package Program sales to WVCI for trucking, although friends and family packages will be able to be delivered on the same truck(s) as commissary orders.

Union Supply proposes to pay one inclusive fee for trucking rather than reimbursing per driver, per mile, per hour, and/or per ton, which will greatly simplify the accounting for both WVCI and our joint venture. For instance, if a WVCI truck drives from Huttonsville to Pruneytown, the same truck simultaneously may carry other unrelated freight; then after dropping off half its load it might continue to a third facility where it delivers freight as part of an unrelated WVCI program before returning to Huttonsville. To reimburse pro rata for usage and labor, our partnership would have to track and separate out the number of hours in each driver's day spent directly serving our partnership as well as the precise miles driven on partnership business and the fraction of each load that consisted of commissary products – a laborious and time-consuming effort at best.

5. Union Supply will pay in-full for the cost of upgrading WVCI's Huttonsville warehouse to be suitable for our proposed operations. This includes building an inmate changing room, an office, adding CCTV cameras, inspecting and possibly upgrading perimeter security, passing a health department inspection for certification as a food storage facility, installing pallet racks, flow racks, designing picking lines, scanning stations and more. All this work will be done using inmate labor when possible (primarily for non-skilled work and never for electrical or security systems). Union Supply will reimburse WVCI for all inmate labor used. Similar projects have cost Union Supply **more than \$250,000** in addition to the commitment and expertise of our own staff during the project.
6. Union Supply will provide all inventory and inventory financing and insurance at no cost to WVCI or the WVDOC.
7. Union Supply will provide educational curricula, vocational trainer certification coaching for WVCI supervisors, interactive learning tools and software, corrections-safe tables for enrolled inmates and more, at no cost to WVCI or the WVDOC.
8. Union Supply will reimburse for 2 WVCI Supervisors in the WVCI warehouse. Our U-Ed team will help select and train them and get them certified in West Virginia as accredited vocational instructors for our Business, Marketing and Computer Science classes.



9. Union Supply will reimburse WVCI for employing 2 fulltime inmate work crews (up to 15 inmates each). If the WVCI agrees, Union Supply can simplify the accounting and administrative processes by paying a flat hourly rate of \$31.00/hour (approx. \$21/hr. for the supervisor and \$10/hr. for the up to 15 inmates in each crew) for 8 hours, five days a week for each of the two WVCI supervisor and work crews employed at our joint venture. This will save our local staff and WVCI the difficulty of having the supervisors clock in and out based on whether they are doing work for our joint venture and when they are doing tasks required by WVCI that are not specific to our joint venture.
10. Union Supply will reimburse for the labor of all inmates (up to 24 inmate employees) who help unload merchandise, clean commissary stores and refrigerators and anything else that needs to be done in the onsite stores. These inmates will be supervised by the in-store employees who will be on WVCI's payroll (reimbursed for by USCS). As WVCI employees our onsite team will be able not only to supervise, but to give regular job reviews and instruction to the inmates who work for them.
11. Union Supply will take over all payments to Tech Friends for software.

All of the services described in our alternate proposal are offered to the WVDOC and WVCI at no cost and will generate substantial revenues for both agencies. Our plan will **generate considerably more than \$1.6 Million in direct earnings and reimbursements for the WVDOC and WVCI in the first 12 months of operation** (see below) once all services have been implemented while growing our partnership into a successful enterprise that will compete for additional business at West Virginia's regional jails and that can earn WVCI **more than \$1.5 Million/year in total profit** over the course of a five year contract. All while saving the WVDOC money, improving service and training inmates.





<b>Union Supply Pro Forma Financial Projections for WVDOC Commissary &amp; Package Program— Option 2: WVCI Joint Venture</b>				
<b>YEAR 1</b>				
<b>Project Type</b>		<b>Commissary</b>	<b>Package Program</b>	<b>TOTAL</b>
<b>Adjusted Product Sales</b>		\$4,690,590	\$560,699	\$5,251,290
<b>Revenue Shares:</b>	% of Adj. Sales			
WVDOC Inmate Welfare Fund	9.00%	\$ 422,153		\$422,153
WVCI Package Program Commission	17.00%		\$95,319	\$95,319
WVCI Commissary Sales Commission	5.00%	\$234,530		\$234,530
<b>Total Commissions</b>		<b>\$656,683</b>	<b>\$95,319</b>	<b>\$752,002</b>
<b>Net Sales</b>		<b>\$4,033,908</b>	<b>\$465,380</b>	<b>\$4,499,288</b>
<b>Labor Related Expense:</b>				
<b>West Virginia Labor Reimbursement</b>	Qty. of Labor			
Inmate Labor ongoing program:				
Inmate Labor in facility	24	\$31,450		\$31,450
Inmate Labor in WVCI commissary line	15	\$18,720		\$18,720
Inmate Labor in WVCI package program line	15		\$18,720	\$18,720
<b>Total Inmate labor ongoing programs</b>	<b>54</b>	<b>\$50,170</b>	<b>\$18,720</b>	<b>\$68,890</b>
WVCI Staff (Onsite +2 work crew supervisors)	16	\$522,330	\$30,202	\$552,531
<b>Total WVCI payroll paid by USG</b>		<b>\$622,670</b>	<b>\$67,642</b>	<b>\$690,311</b>
<b>USCS Employees</b>				
In-State Managers	2	\$162,240		\$162,240
Indirect order entry labor			\$21,306	\$21,306
<b>Total Labor Expense</b>		<b>\$734,739</b>	<b>\$70,227</b>	<b>\$804,966</b>
<b>Misc. Expenses:</b>				
Warehouse Supplies		\$85,314	\$ 15,523	\$100,837
Software Expense		\$60,890	\$	\$ 60,890
Printing & Related Expenses		\$13,080	\$40,262	\$53,342
Misc. SG&A direct related expense		\$16,947	\$10,726	\$27,674



Depreciation Expense		\$83,315	\$13,534	\$96,849
<b>TOTAL Misc. Expense</b>		\$259,547	\$80,045	\$339,593
<b>TRANSPORTATION &amp; DISTRIBUTION</b>	3% of Sales			
WVCI Transportation payment	3.0%	\$140,718	\$44,856	\$185,574
<b>TOTAL TRANSPORTATION &amp; DISTRIBUTION:</b>		\$140,718	\$44,856	\$185,574

The projected revenues for WVDOC and WVCI are above and beyond the value of the more than \$250,000 that Union Supply will invest in WVCI's facilities, the certified forklift training, patent-pending vocational electronics classes, new investments in WVCI's trucking fleet and staff and other direct benefits the State will receive from our joint venture with WVCI.

The total value of our proposal to form a joint venture with WVCI and to employ and train inmates to perform the requested services goes far beyond the commission(s) and reimbursements outlined above.

Union Supply has designed our proposed services to help fulfill the mission of the WVDOC more fully than any other vendor possibly can. A Washington State Institute for Public Policy study\* found vocational education reduces recidivism by 9.8 percent and correctional industries programs further reduce recidivism by 6.4 percent.

**WVCI is a correctional program: industrial production teaches good work habits and skills to men and women who typically have no prior meaningful employment experience and who, once released, will need legitimate work. Correctional Industries contributes to higher post-release employment success and lowers recidivism (return to prison) rates.**

- WVCI Mission Statement-  
(emphasis added)

\*Elizabeth K. Drake, Steve Aos, and Marna G. Miller, Evidence-Based Public Policy Options to Reduce Crime and Criminal Justice Costs: Implications in Washington State, Victims and Offenders Apr. 200

Union Supply's proposed services will create employment opportunities for inmates in a professionally managed working environment that include real job training, learning and skill building. Ample academic and empirical evidence confirms the value of our plan. For instance:

Educational programs seem to be the most effective treatment program. The most common figure quoted on its success is that inmates who complete at least a GED or high school diploma are at least 10% less likely to reoffend after release. . . . Vocational training programs have mixed results, with some work programs (like



computer data entry) **producing trouble-free employment rates of 30% for ex-offenders** with other programs (like food service) only producing 1% success rates.

Palmer, Ted. (1991). "The Effectiveness of Intervention." *Crime & Delinquency* 37:34-49.

(See also Gendreau & Ross 1987 "Revivification of Rehabilitation: Evidence from the 1980s." *Justice Quarterly* 4(3):349-407)

Spooning out beans or pushing a broom do not fully develop skills or engage inmates and those jobs tend not to be part of professionally managed programs with quantifiable performance targets and job reviews etc. The inmate jobs that will be created by our proposed programs will be exactly the sort that got the very best results in Dr. Palmer's and other studies.

According to Dr. Palmer, vocational training programs deliver lower recidivism rates and better inmate re-integration into society, "If adequately funded and properly run. . . . A basic problem is that in most prisons, rehabilitative programs only reach about 5% of the inmate population."

WVCI by itself does not have the resources or experience to take over a statewide commissary program; but Union Supply has already done so and developed the tools, processes and expertise to ensure that this new program succeeds.

The WVDOC has worked hard to win Second Chance Act funding for programs like TechCareers which provides training to 25 inmates. Union Supply proposes to implement a pro to provide work and accredited vocational training opportunities to 30 inmates at a time while **earning money for both the DOC and CI**. These revenues will enable the WVDOC and WVCI to support new programs and to ensure that current programs like TechCareers aren't cancelled when the current grant runs out.

Above all, Union Supply's proposed partnership with WVCI will provide exactly the opportunities for training and employment that have been proven to **reduce recidivism and improve inmates' lives upon reentry** to the free world.



**Market Basket A- USG Ohio Commissary Fulfillment**

PRICING PROPOSAL: The following is a sample market basket listing of products for cost evaluation purposes only. No glass containers, alcohol based products, or aerosol items are allowed in the prison system. This price list will be used to evaluate the pricing structure proposed by the Vendor, but Vendor will sell other products, as approved by Agency, in the Commissary. The Agency may request product samples for evaluation of quality. Said samples shall be free of cost to the Agency.

Vendor shall provide prices for each item listed below. Unit price shall be "per unit of measure"

All prices quoted shall be exclusive of sales tax.

Item	Brand	Container Size/Count	Unit (For Calculation Purposes)	Estimated Annual Unit Quantity	Unit Price	Item Total Cost
<b>Food:</b>						
Soda, 20-oz bottles. Agency prefers brand name products	Pepsi	20.00	Ounce	7,200,000	0.95	\$342,000.00
Instant Coffee, bag-decaffeinated	Back Country	4.00	Ounce	100,000	1.95	\$48,750.00
Instant Coffee, bag-regular	Back Country	4.00	Ounce	320,000	1.95	\$156,000.00
Snack Chips, Assorted, Family Sized and Individual Packages	Coyote Valley	1.50	Ounce	1,900,000	0.40	\$506,666.67
Microwave Popcorn	Act II	2.75	Ounce	168,000	0.48	\$29,323.64
Ramen Noodle Soup Packet	Nissin Ramen Noodle Soup - clear	3.00	Ounce	1,100,000	0.36	\$132,000.00
Peanut Butter, creamy/crunchy	Food Express	18.00	Ounce	610,000	1.50	\$50,833.33
Pork & Beans can/pouch	Back Country	11.25	Ounce	260,000	1.50	\$34,666.67
Tuna in pouch	Fisherman's Paradise	4.23	Ounce	271,000	1.38	\$88,411.35
Candy bars, assorted, 1.4 oz to 2.15 oz	Nestle	2.10	Each	205,000	0.63	\$129,150.00
Little Debbie Nutty Bars or equal	Mrs. Freshley's	2.00	Each	200,000	0.23	\$46,000.00
Jolly Rancher or equal, assorted	Gracey's Goodies	4.50	Ounce	100,000	0.68	\$15,111.11
Beef & Cheese Sticks	O'Brien's	EA	Each	10,000	0.68	\$6,800.00
Cheeseburger, Microwaveable	Bar S	EA	Each	62,000	1.27	\$78,740.00
Assorted Cereal	Malt-o-Meal	15.00	Ounce	215,620	2.89	\$41,542.79
Instant Oatmeal, packet	MOM's Hearty Traditions	1.23	Each	210,000	0.29	\$60,900.00
Beef Weiners, package	Bar S	8.00	Count	189,480	1.32	\$31,264.20
Mac & Cheese, Microwaveable	Hospitality	7.25	Ounce	17,000	1.20	\$2,813.79
Trail Mix	Mr. Nature	3.00	Ounce	50,000	1.15	\$19,166.67
Steak Sandwich - Microwaveable	Wendling	EA	Each	120	2.35	\$282.00

Italian Sub - Microwaveable	Wendling	EA	Each	130	2.25	\$292.50
Chef Salad w/dressing	Wendling	EA	Each	300	1.93	\$579.00
Granola Bar, assorted, box	Quaker	8.00	Count	2,000	2.95	\$737.50
Crackers, sandwich type, peanut butter, cheese	Austin	1.38	Each	200,000	0.23	\$46,000.00

**Health/Hygiene:**

Magic Shave, or equal, Mild (Razorless)	Magic Shave	6.00	Ounce	500	2.49	\$207.50
Shaving Cream, Regular	Personal Care	5.90	Ounce	25,000	0.91	\$3,855.93
Deodorant/ Antiperspirant-male/female, Clear Container, Clear Stick	Personal Care	2.25	Ounce	160,000	2.5	\$177,777.78
Cocoa Butter Lotion	Personal Care	20.00	Ounce	45,000	0.61	\$1,372.50
Gel Toothpaste	Fresh Mint	4.60	Ounce	5,500	1.1	\$1,315.22
Shampoo, various types	Personal Care	12.00	Ounce	135,000	1.15	\$12,937.50
Blistex, or equal, Lip Balm	Chap-Et	EA	Each	3,500	1.43	\$5,005.00
Chapstick, or equal, Lip Balm, Plain	Lip-EX	EA	Each	1,000	1.30	\$1,300.00
Bar Soap, assorted, 5 oz bars	Level 10	EA	Each	62,000	0.94	\$58,280.00
Fingernail Clippers, small, no file	Quartet	EA	Each	5,000	0.20	\$1,000.00
Razors, disposable	New World	EA	Each	15,000	0.10	\$1,500.00
Hall's, or equal, Menthol Cough Drops	Good Sense	EA	Package	10,000	0.75	\$7,500.00
Medicated Shampoo	Sulfur 8	7.50	Ounce	1,500	4.31	\$862.00
Multivitamin with and without iron	21st Century	110	Count	203,000	2.70	\$4,982.73
Aspirin/Acetaminophen/Ibuprofen, 2-pack	MedCorp	EA	Each	3,000	1.75	\$5,250.00
Antacid Tablet	Tums	Roll	Count	10,000	0.69	\$6,900.00
Denture Adhesive	Fresh Mint	2	Ounce	1,500	5.12	\$3,840.00
Feminine Hygiene Pads	Good Sense	18	Count	500	3.24	\$90.00
Tampons (no applicator)	OB	40	Count	5,000	4.74	\$592.50
Pink Oil	Luster's	8	Ounce	1,300	6.36	\$1,033.50

**Electronics:**

AA Batteries	Powermax	EA	Each	150,000	0.23	\$34,500.00
AAA Batteries	Powermax	EA	Each	45,000	0.23	\$10,350.00

**Miscellaneous:**

Greeting Cards, Assorted	Freedom	EA	Each	100,000	0.31	\$31,000.00
Photo Album, 20 page, no metal rings, no larger than 8" x 12"	Quartet	EA	Each	3,000	0.92	\$2,760.00
Bic, or equal, pen, black, no spring	Bic	EA	Each	17,000	0.15	\$2,550.00

Legal pad, letter size, white only	Mead	EA	Each	15,000	0.42	\$6,300.00
#2 Pencil	Ticonderoga	EA	Each	2,000	0.21	\$420.00
Flex Security Pen	Simline	EA	Each	2,100	0.59	\$1,239.00
Microwave Plastic Bowl with lid, minimum 1.6 quart	Level 10	EA	Each	1,500	4.75	\$7,125.00
Clear insulated microwave mug, minimum 22 oz.	Whirley	EA	Each	250	1.86	\$465.00

<b>Grand Total</b>	<b>\$2,260,342.36</b>
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Average mark-up of 23% \_\_\_\_\_ % Mark-up

Vendor shall state the percentage mark-up included in the above cost:

Is this a retail mark-up? Yes \_\_\_\_\_

Commision Percentage to be paid to WVDOC: 9.00% \_\_\_\_\_

**COMMISSARY MARKET BASKET B- USG Ohio Fulfillment with new Quarterly Package Program**

PRICING PROPOSAL: The following is a sample market basket listing of products for cost evaluation purposes only. No glass containers, alcohol based products, or aerosol items are allowed in the prison system. This price list will be used to evaluate the pricing structure proposed by the Vendor, but Vendor will sell other products, as approved by Agency, in the Commissary. The Agency may request product samples for evaluation of quality. Said samples shall be free of cost to the Agency.

Vendor shall provide prices for each item listed below. Unit price shall be "per unit of measure"

All prices quoted shall be exclusive of sales tax.

Item	Brand	Container Size/Count	Unit (For Calculation Purposes)	Estimated Annual Unit Quantity	Unit Price	Item Total Cost
<b>Food:</b>						
Soda, 20-oz bottles. Agency prefers brand name products	Pepsi	20.00	Ounce	7,200,000	0.93	\$334,800.00
Instant Coffee, bag-decaffeinated	Back Country	4.00	Ounce	100,000	1.88	\$47,000.00
Instant Coffee, bag-regular	Back Country	4.00	Ounce	320,000	1.95	\$156,000.00
Snack Chips, Assorted, Family Sized and Individual Packages	Coyote Valley	1.50	Ounce	1,900,000	0.38	\$481,333.33
Microwave Popcorn	Act II	2.75	Ounce	168,000	0.46	\$28,101.82
Ramen Noodle Soup Packet	Nissin Ramen Noodle Soup - clear	3.00	Ounce	1,100,000	0.35	\$128,333.33
Peanut Butter, creamy/crunchy	Food Express	18.00	Ounce	610,000	1.40	\$47,444.44
Pork & Beans can/pouch	Back Country	11.25	Ounce	260,000	1.45	\$33,511.11
Tuna in pouch	Fisherman's Paradise	4.23	Ounce	271,000	1.32	\$84,567.38
Candy bars, assorted, 1.4 oz to 2.15 oz	Nestle	2.10	Each	205,000	0.60	\$123,000.00
Little Debbie Nutty Bars or equal	Mrs. Freshley's	2.00	Each	200,000	0.23	\$46,000.00
Jolly Rancher or equal, assorted	Gracey's Goodies	4.50	Ounce	100,000	0.68	\$15,111.11
Beef & Cheese Sticks	O'Brien's	EA	Each	10,000	0.66	\$6,600.00
Cheeseburger, Microwaveable	Bar S	EA	Each	62,000	1.23	\$76,260.00
Assorted Cereal	Malt-o-Meal	15.00	Ounce	215,620	2.89	\$41,542.79
Instant Oatmeal, packet	MOM's Hearty Traditions	1.23	Each	210,000	0.29	\$60,900.00
Beef Weiners, package	Bar S	8.00	Count	189,480	1.29	\$30,553.65
Mac & Cheese, Microwaveable	Hospitality	7.25	Ounce	17,000	1.16	\$2,720.00
Trail Mix	Mr. Nature	3.00	Ounce	50,000	1.09	\$18,166.67

Steak Sandwich - Microwaveable	Wendling	EA	Each	120	2.35	\$282.00
Italian Sub - Microwaveable	Wendling	EA	Each	130	2.25	\$292.50
Chef Salad w/dressing	Wendling	EA	Each	300	1.93	\$579.00
Granola Bar, assorted, box	Quaker	8.00	Count	2,000	2.76	\$690.00
Crackers, sandwich type, peanut butter, cheese	Austin	1.38	Each	200,000	0.23	\$46,000.00

#### Health/Hygiene:

Magic Shave, or equal, Mild (Razorless)	Magic Shave	6.00	Ounce	500	2.31	\$192.50
Shaving Cream, Regular	Personal Care	5.90	Ounce	25,000	0.84	\$3,559.32
Deodorant/ Antiperspirant-male/female, Clear Container, Clear Stick	Personal Care	2.25	Ounce	160,000	2.5	\$177,777.78
Cocoa Butter Lotion	Personal Care	20.00	Ounce	45,000	0.57	\$1,282.50
Gel Toothpaste	Fresh Mint	4.60	Ounce	5,500	1.05	\$1,255.43
Shampoo, various types	Personal Care	12.00	Ounce	135,000	1.15	\$12,937.50
Blistex, or equal, Lip Balm	Chap-Et	EA	Each	3,500	1.39	\$4,865.00
Chapstick, or equal, Lip Balm, Plain	Lip-EX	EA	Each	1,000	1.30	\$1,300.00
Bar Soap, assorted, 5 oz bars	Level 10	EA	Each	62,000	0.89	\$55,180.00
Fingernail Clippers, small, no file	Quartet	EA	Each	5,000	0.18	\$900.00
Razors, disposable	New World	EA	Each	15,000	0.09	\$1,350.00
Hall's, or equal, Menthol Cough Drops	Good Sense	EA	Package	10,000	0.55	\$5,500.00
Medicated Shampoo	Sulfur 8	7.50	Ounce	1,500	4.21	\$842.00
Multivitamin with and without iron	21st Century	110	Count	203,000	2.54	\$4,687.45
Aspirin/Acetaminophen/Ibuprofen, 2-pack	MedCorp	EA	Each	3,000	1.73	\$5,190.00
Antacid Tablet	Tums	Roll	Count	10,000	0.69	\$6,900.00
Denture Adhesive	Fresh Mint	2	Ounce	1,500	4.91	\$3,682.50
Feminine Hygiene Pads	Good Sense	18	Count	500	3.24	\$90.00
Tampons (no applicator)	OB	40	Count	5,000	4.74	\$592.50
Pink Oil	Luster's	8	Ounce	1,300	5.57	\$905.13

#### Electronics:

AA Batteries	Powermax	EA	Each	150,000	0.23	\$34,500.00
AAA Batteries	Powermax	EA	Each	45,000	0.23	\$10,350.00

#### Miscellaneous:

Greeting Cards, Assorted	Freedom	EA	Each	100,000	0.30	\$30,000.00
Photo Album, 20 page, no metal rings, no larger than 8" x 12"	Quartet	EA	Each	3,000	0.92	\$2,760.00



Bic, or equal, pen, black, no spring	Bic	EA	Each	17,000	0.15	\$2,550.00
Legal pad, letter size, white only	Mead	EA	Each	15,000	0.39	\$5,850.00
#2 Pencil	Ticonderoga	EA	Each	2,000	0.39	\$780.00
Flex Security Pen	Simline	EA	Each	2,100	0.59	\$1,239.00
Microwave Plastic Bowl with lid, minimum 1.6 quart	Level 10	EA	Each	1,500	4.49	\$6,735.00
Clear insulated microwave mug, minimum 22 oz.	Whirley	EA	Each	250	1.72	\$430.00

<b>Grand Total</b>	<b>\$2,193,972.74</b>
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20 % Mark-up

Vendor shall state the percentage mark-up included in the above cost:

Is this a retail mark-up? Yes

Commision Percentage to be paid to WVDOC: 9.00%

**WVCI Joint Venture Commissary & Package Program Fulfillment**

PRICING PROPOSAL: The following is a sample market basket listing of products for cost evaluation purposes only. No glass containers, alcohol based products, or aerosol items are allowed in the prison system. This price list will be used to evaluate the pricing structure proposed by the Vendor, but Vendor will sell other products, as approved by Agency, in the Commissary. The Agency may request product samples for evaluation of quality. Said samples shall be free of cost to the Agency.

Vendor shall provide prices for each item listed below. Unit price shall be "per unit of measure"

All prices quoted shall be exclusive of sales tax.

Item	Brand	Container Size/Count	Unit (For Calculation Purposes)	Estimated Annual Unit Quantity	Unit Price	Item Total Cost
<b>Food:</b>						
Soda, 20-oz bottles. Agency prefers brand name products	Pepsi	20.00	Ounce	7,200,000	0.95	\$342,000.00
Instant Coffee, bag-decaffeinated	Back Country	4.00	Ounce	100,000	1.95	\$48,750.00
Instant Coffee, bag-regular	Back Country	4.00	Ounce	320,000	1.95	\$156,000.00
Snack Chips, Assorted, Family Sized and Individual Packages	Coyote Valley	1.50	Ounce	1,900,000	0.40	\$506,666.67
Microwave Popcorn	Act II	2.75	Ounce	168,000	0.48	\$29,323.64
Ramen Noodle Soup Packet	Nissin Ramen Noodle Soup - clear	3.00	Ounce	1,100,000	0.36	\$132,000.00
Peanut Butter, creamy/crunchy	Food Express	18.00	Ounce	610,000	1.50	\$50,833.33
Pork & Beans can/pouch	Back Country	11.25	Ounce	260,000	1.50	\$34,666.67
Tuna in pouch	Fisherman's Paradise	4.23	Ounce	271,000	1.38	\$88,411.35
Candy bars, assorted, 1.4 oz to 2.15 oz	Nestle	2.10	Each	205,000	0.63	\$129,150.00
Little Debbie Nutty Bars or equal	Mrs. Freshley's	2.00	Each	200,000	0.23	\$46,000.00
Jolly Rancher or equal, assorted	Gracey's Goodies	4.50	Ounce	100,000	0.68	\$15,111.11
Beef & Cheese Sticks	O'Brien's	EA	Each	10,000	0.68	\$6,800.00
Cheeseburger, Microwaveable	Bar S	EA	Each	62,000	1.27	\$78,740.00
Assorted Cereal	Malt-o-Meal	15.00	Ounce	215,620	2.89	\$41,542.79
Instant Oatmeal, packet	MOM's Hearty Traditions	1.23	Each	210,000	0.29	\$60,900.00
Beef Weiners, package	Bar S	8.00	Count	189,480	1.32	\$31,264.20
Mac & Cheese, Microwaveable	Hospitality	7.25	Ounce	17,000	1.20	\$2,813.79
Trail Mix	Mr. Nature	3.00	Ounce	50,000	1.15	\$19,166.67
Steak Sandwich - Microwaveable	Wendling	EA	Each	120	2.35	\$282.00

Italian Sub - Microwaveable	Wendling	EA	Each	130	2.25	\$292.50
Chef Salad w/dressing	Wendling	EA	Each	300	1.93	\$579.00
Granola Bar, assorted, box	Quaker	8.00	Count	2,000	2.95	\$737.50
Crackers, sandwich type, peanut butter, cheese	Austin	1.38	Each	200,000	0.23	\$46,000.00

**Health/Hygiene:**

Magic Shave, or equal, Mild (Razorless)	Magic Shave	6.00	Ounce	500	2.49	\$207.50
Shaving Cream, Regular	Personal Care	5.90	Ounce	25,000	0.91	\$3,855.93
Deodorant/ Antiperspirant-male/female, Clear Container, Clear Stick	Personal Care	2.25	Ounce	160,000	2.5	\$177,777.78
Cocoa Butter Lotion	Personal Care	20.00	Ounce	45,000	0.61	\$1,372.50
Gel Toothpaste	Fresh Mint	4.60	Ounce	5,500	1.1	\$1,315.22
Shampoo, various types	Personal Care	12.00	Ounce	135,000	1.15	\$12,937.50
Blistex, or equal, Lip Balm	Chap-Et	EA	Each	3,500	1.43	\$5,005.00
Chapstick, or equal, Lip Balm, Plain	Lip-EX	EA	Each	1,000	1.30	\$1,300.00
Bar Soap, assorted, 5 oz bars	Level 10	EA	Each	62,000	0.94	\$58,280.00
Fingernail Clippers, small, no file	Quartet	EA	Each	5,000	0.20	\$1,000.00
Razors, disposable	New World	EA	Each	15,000	0.10	\$1,500.00
Hall's, or equal, Menthol Cough Drops	Good Sense	EA	Package	10,000	0.75	\$7,500.00
Medicated Shampoo	Sulfur 8	7.50	Ounce	1,500	4.31	\$862.00
Multivitamin with and without iron	21st Century	110	Count	203,000	2.70	\$4,982.73
Aspirin/Acetaminophen/Ibuprofen, 2-pack	MedCorp	EA	Each	3,000	1.75	\$5,250.00
Antacid Tablet	Tums	Roll	Count	10,000	0.69	\$6,900.00
Denture Adhesive	Fresh Mint	2	Ounce	1,500	5.12	\$3,840.00
Feminine Hygiene Pads	Good Sense	18	Count	500	3.24	\$90.00
Tampons (no applicator)	OB	40	Count	5,000	4.74	\$592.50
Pink Oil	Luster's	8	Ounce	1,300	6.36	\$1,033.50

**Electronics:**

AA Batteries	Powermax	EA	Each	150,000	0.23	\$34,500.00
AAA Batteries	Powermax	EA	Each	45,000	0.23	\$10,350.00

**Miscellaneous:**

Greeting Cards, Assorted	Freedom	EA	Each	100,000	0.31	\$31,000.00
Photo Album, 20 page, no metal rings, no larger than 8" x 12"	Quartet	EA	Each	3,000	0.92	\$2,760.00
Bic, or equal, pen, black, no spring	Bic	EA	Each	17,000	0.15	\$2,550.00

Legal pad, letter size, white only	Mead	EA	Each	15,000	0.42	\$6,300.00
#2 Pencil	Ticonderoga	EA	Each	2,000	0.21	\$420.00
Flex Security Pen	Simline	EA	Each	2,100	0.59	\$1,239.00
Microwave Plastic Bowl with lid, minimum 1.6 quart	Level 10	EA	Each	1,500	4.75	\$7,125.00
Clear insulated microwave mug, minimum 22 oz.	Whirley	EA	Each	250	1.86	\$465.00

<b>Grand Total</b>	<b>\$2,260,342.36</b>
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Average mark-up of 23% \_\_\_\_\_ % Mark-up

Vendor shall state the percentage mark-up included in the above cost:

Is this a retail mark-up? Yes

Commision Percentage to be paid to WVDOC: 9.00%