## Competitive Pricing Review



INSTRUCTIONS:

1. List the ten products that you spend the most money on annually (Example: milk, ground beef, cheese, bread, peanut butter...) - PRODUCTS
2. Estimate the amount you purchase for one month by reviewing receipts/invoices (Example: 100 lbs of ground beef and 52 gallons of milk) - ESTIMATED USAGE

Column A)
. Gather price information from three or more vendors - Fax, phone or in person. UNIT COST (Column B)
4. Make sure that when comparing prices for a particular product that you are comparing products of like sizes and/or portion sizes.

Example - Milk $=$ gallon to gallon, Ground Beef $=$ pound to pound, hot dogs $=8$ pack to 8 pack or $20 z$ frank to $20 z$ frank
5. Multiply ESTIMATED USAGE by the UNIT COST to get the EXTENDED COST. (Column A x Column B = Column C)
. Total the EXTENDED COST for each vendor.
7. Use the responsible vendor with the lowest total cost.

## Competitive Pricing Review

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Institution: Little Tots
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Date: 1/15/2005

|  |  |  | Vendor \#1 |  | Vendor \#2 |  | Vendor \#3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Name: <br> Address: | Walmart 123 Sam's Way Elkins, WV |  | 2452 Main Street <br> Elkins, WV |  |  |  |
|  |  | Phone \#: | 304-555-1234 |  | 304-555-2452 |  |  |  |
|  |  | A | B | C |  |  |  |  |
|  | Products | Est. Usage | Unit Cost | Extended Cost | Unit Cost | $\begin{gathered} \text { Extended } \\ \text { Cost } \\ \hline \end{gathered}$ | Unit Cost | $\begin{aligned} & \text { Extended } \\ & \text { Cost } \\ & \hline \end{aligned}$ |
| 1 | Milk, 1\%, Gallon | 30 gal . | 2.39 |  | 2.59 |  |  |  |
| 2 | Ground Beef, pound | 15\# | 2.08/lb. |  | $2.99 / \mathrm{lb}$. |  |  |  |
| 3 | Hot Dog, All Beef, 2 oz. | 5 Packs | 2.99/ Pack |  | 2.25/Pack |  |  |  |
| 4 | Chicken Nuggets, pound | 15\# | $5.99 / \mathrm{lb}$ |  | $3.99 / \mathrm{lb}$. |  |  |  |
| 5 | Pizza, Little Charlie, 4x6 | 1 Case | 26.99 |  | 27.25 |  |  |  |
| 6 | Green Beans, \#10 can | 2 Cans | 3.96 |  | 3.99 |  |  |  |
| 7 | Bread, Whole Wheat, 24 Slice | 10 Loafs | 1.49 |  | 1.59 |  |  |  |
| 8 | Honey Nut Cherrios, 16 oz . | 10 Boxes | 2.96 |  | 3.25 |  |  |  |
| 9 | Pudding Chocolate, Snack Pack | 40 Portions | 0.49 |  | 0.52 |  |  |  |
| 10 | Cheese, American, 24 Slice | 10 Packs | 2.46 |  | 2.51 |  |  |  |
| Total |  |  |  |  |  |  |  |  |
| INST  <br> 1. Li <br> 2. E <br> 3. E <br> 4. M <br> 5. E <br> 5. M <br> 6. T <br> 7. U | RUCTIONS: <br> st the ten products that you spend timate the amount you purchase f TIMATED USAGE (Column A) ather price information from three ake sure that when comparing pric xample - Milk = gallon to gallon, Grou ultiply ESTIMATED USAGE by the tal the EXTENDED COST for eac se the responsible vendor with the | most money on e month by re <br> ore vendors - F or a particular Beef = pound T COST to ge dor. <br> st total cost. | n annually (Exam viewing receipts/ <br> Fax, phone or in product that you d to pound, hot do the EXTENDED | milk, grou ices (Exam <br> on. UNIT comparing $=8$ pack t ST. (Colu | beef, cheese, bre e: 100 lbs of grou <br> ST (Column B) ducts of like size pack or $2 o z$ frank A $\times$ Column B = | peanut bu beef and 5 <br> d/or portio 2oz frank umn C) | - PRODU <br> ns of milk) |  |

## Competitive Pricing Review

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|  |  |  | Vend |  | Vend |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Name: | Walmart |  | Kroger |  |  |  |
|  |  | Address: | 123 Sam's Way Elkins, WV |  | 2452 Main Street Elkins, WV |  |  |  |
|  |  | Phone \#: | 304-555-1234 |  | 304-555-2452 |  |  |  |
|  |  | A | B | C |  |  |  |  |
|  | Products | Est. Usage | Unit Cost | Extended Cost | Unit Cost | Extended Cost | Unit Cost | Extended Cost |
| 1 | Milk, 1\%, Gallon | 30 gal . | 2.39 | 71.7 | 2.59 | 77.7 |  |  |
| 2 | Ground Beef, pound | 15\# | 2.08/lb. | 31.2 | 2.99/lb. | 44.85 |  |  |
| 3 | Hot Dog, All Beef, 2 oz. | 5 Packs | 2.99/ Pack | 14.95 | 2.25/Pack | 11.25 |  |  |
| 4 | Chicken Nuggets, pound | 15\# | $5.99 / \mathrm{lb}$ | 89.85 | 3.99 lb. | 59.85 |  |  |
| 5 | Pizza, Little Charlie, 4x6 | 1 Case | 26.99 | 26.99 | 27.25 | 27.25 |  |  |
| 6 | Green Beans, \#10 can | 2 Cans | 3.96 | 7.92 | 3.99 | 7.98 |  |  |
| 7 | Bread, Whole Wheat, 24 Slice | 10 Loafs | 1.49 | 14.9 | 1.59 | 15.9 |  |  |
| 8 | Honey Nut Cherrios, 16 oz. | 10 Boxes | 2.96 | 29.6 | 3.25 | 32.5 |  |  |
| 9 | Pudding Chocolate, Snack Pack | 40 Portions | 0.49 | 19.6 | 0.52 | 20.8 |  |  |
| 10 | Cheese, American, 24 Slice | 10 Packs | 2.46 | 24.6 | 2.51 | 25.1 |  |  |
| Total |  |  |  | 331.31 |  | 323.18 |  |  |

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