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Mr. Jaime Ayala  
Management Analyst, County of Monterey  
Contracts & Purchasing Division  
1488 Schilling Place, Salinas, CA 93901

March 7, 2023

Re: Best and Final Offer for RFP #10788 – Commissary Food Services

Dear Jaime;

Thank you for the opportunity to provide a Best and Final Offer (BAFO) regarding our response to the above-mentioned RFP.

The County's request for proposal was made public on December 15, 2021, and a tentative award was provided to Aramark on September 27, 2022. We were able to start negotiations in October 2022, and much has changed since the RFP start date, 14 months ago.

Aramark is focused on providing the most competitive pricing possible, which takes into consideration the unprecedented market changes that have occurred over those past 14 months and still continues today. In the following pages, we have provided information and documentation to support the parameters behind our current pricing levels.

We are confident that, along with yourself, everyone at the Sheriff's Department and the County has been impacted by the unprecedented market conditions through the last year and a half. Extraordinary inflation rates, labor market challenges, and downstream impact of other industries, such as energy and transportation, play a tremendous role in shaping our financial cost structure and prices.

Another factor that has had a significant negative impact on our financial performance is the cancellation of iCare commissary gift package sales as of July 1, 2022; nearly seven months after the release of the RFP. iCare sales were originally more than 50% of our total commissary sales and majority of our profit margin.

Please find detailed operational and marketplace information on the following pages.

We look forward to an opportunity to get together and walk through this information in detail. In the meantime, please do not hesitate to reach out to our Team at any time for additional information and/or clarification.

Best Regards;

A handwritten signature in blue ink, appearing to read "Michael Elchenko".

Michael Elchenko  
Vice President



As part of this Best and Final Offer, the County has requested to understand the cost expenditure plan for food operation services and/or commissary system, goods and services including, but not limited to, documenting in detail the use and amount of all overhead/indirect/administrative costs specified, as well as an explanation of all uses and cost, including personnel, program, equipment, and any indirect costs, in as much detail as practical.

For the purpose of providing the County clarity around costs, we will focus on calling out specifics relating to those key financial and/or operating model changes that have occurred since our original bid submission on January 20 of 2022 until now:

#### **Food Service Program:**

- There have been no specific operating model changes since the original January 2022 RFP response submission
- Food cost has experienced an aggregate inflationary increase of 53.5%
- Labor cost has increased by 11.5% due to the impacts of wage inflation
- Annual food cost inflation taken into consideration for the first 12 months of operation under a new agreement is 9% based on supply chain expert forecasting. Comparatively, inflation was historically targeted at 2-3% annually prior to the past unprecedented year.
- The County required an annual repair and replacement fund of \$150,000 that must be spent or paid to the County as part of the original RFP requirements. We have removed this from our Best and Final pricing proposal with the assumption that the County may not want to move forward with this requirement in favor of ensuring the lowest meal pricing possible. We are still committing up to \$15,000 for repair and maintenance expenses annually within the pricing structure we are submitting. If the County would prefer to include the \$150,000 fund, the impact would be an increase of fifteen cents (\$0.15) per inmate meal at every population level of our pricing scale.

#### **Commissary Service Program:**

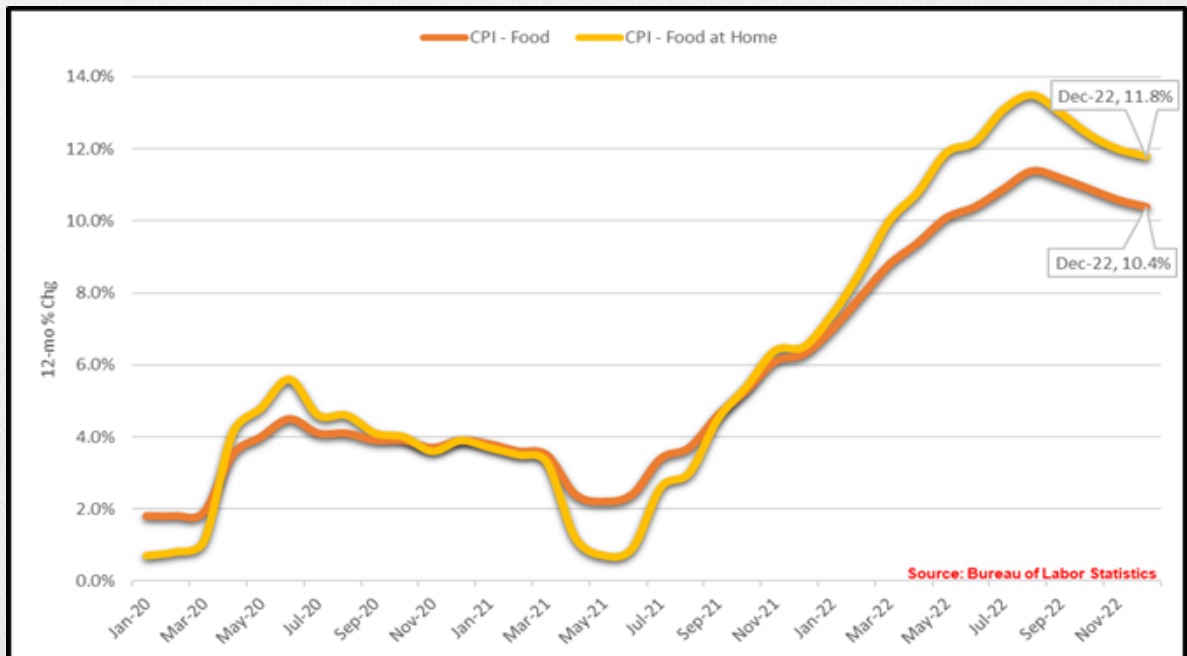
- Aramark's iCare friends and family e-commerce program was eliminated by the County in the months following the original January 2022 RFP response submission. This program accounted for approximately 50% of total commissary revenues and a majority of profits. Upon removal, however we have seen some improvement in base commissary program revenues with the help of the spending limit increase. This best and final offer assumes the spending limit to stay at a minimum of \$150 per week.
- Retail product costs have risen 32% since January 2022
- Labor cost increases add up to 10.8% due to market conditions within the past 14 months
- Annual product cost inflation taken into consideration for the first 12 months of operation under a new agreement is 9% based on supply chain expert forecasting. Comparatively, inflation was historically targeted at 2-3% annually prior to the past unprecedented year.

Please reference the following pages for detail that provides inflationary impact data relating to both food and commissary services over the past year, as well as what is projected through 2023. Required Attachments A & B may also be found at the end of this file.

# INFLATION INSIGHTS

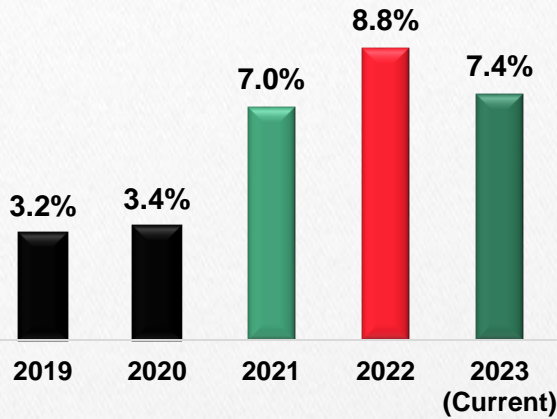
## RETAIL PRICE INFLATION ON CONSUMER PACKAGE GOODS (CPG) IN CONVENIENCE CHANNEL

RETAIL CATEGORY	CPG INFLATION
Coffee & Tea	115
Carbonated Beverages	117
Snacks	116
Cookies & Crackers	119
Candy	117
Office Supplies	111
Oral Care	109
Personal Cleansing	122

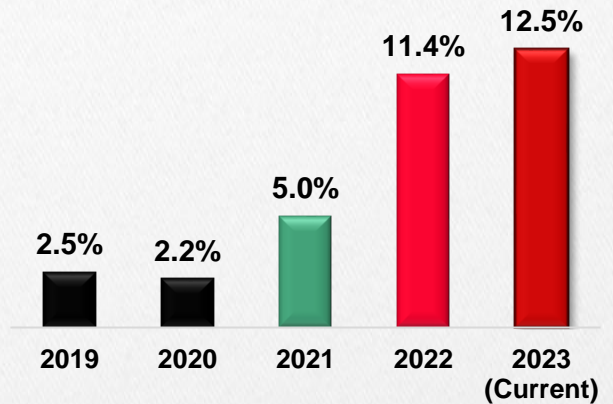


# INFLATION INSIGHTS

The cost of labor in the U.S continues to rise through 2022



Product cost of goods has increased 2-3x more than in past years



Pricing is one of multiple factors that determine value

Hire & retain the right talent



Fill open positions



Maintain food quality



Reduce menu substitutions



# DRIVERS

Category	Commentary	F22 Proj	F23 Proj
Meats	Robust demand in domestic and international channels, capacity constraints, and rising costs across labor, energy, feed and transportation will support higher price inflation costs across all protein markets. Government regulations and animal welfare initiatives will also drive additional impacts.	14-16%	8-10%
Produce	Demand for fruits and vegetables has rebounded and is expected to remain elevated. Packaging freight and labor costs are much higher.	10-12%	10-12%
Groceries	Demand for dry groceries and canned goods remains will above pre-pandemic levels. Labor shortages and rising costs in transportation and packaging are expected to add to impacts. Price inflation expectations continue to trend higher.	14-16%	14-16%
Dairy	Milk production is trending behind prior year totals. Fluid milk and butter prices have risen to multi-year highs. Cheese is also trending higher. Higher feed costs and the spread of highly pathogenic avian influenza (HPAI) could bring more increases for eggs.	10-12%	6-8%
Baked Goods	Ingredient costs are sharply higher, especially flour, sugar, vegetable oil and butter. Packaging, freight, and labor costs have also risen at a rapid pace. Expect an extended period of high inflation in the bakery category.	12-14%	8-10%
Beverages	Beverage price inflation is expected to trend above historical averages. A sharp reduction in Brazil's crop yield due to drought and frost has driven the coffee market towards a 10-year high. Logistical and manufacturing challenges are driving additional costs. Incremental impacts from sustainability initiatives are also being monitored.	4-5%	6-8%
Kitchen Supplies	Strong global demand for disposable products and consumer preferences for eco-friendly materials will remain important drivers for inflation. Production capacity remains constrained throughout North America. Inflation is expected to remain above historical averages in the near term.	16-18%	14-16%
Clean & Warewash	High demand will remain for cleaning/sanitizing agents through 2022. Capacity expansion may limit price increases.	4-5%	8-10%
<b>Total Food</b>		<b>13-14%</b>	<b>11-12%</b>

**\* Two year compounded inflation indicates a 26.5% increase**



# IMPACT OF FOOD COST INCREASES ON ARAMARK'S **LOCAL** PURCHASES

❖ **EVEN WITH ARAMARK'S VAST NATIONAL PURCHASING POWER, THE COST IMPACT HAS BEEN IN MULTIPLES OF THE CPI RATES**

<b>MCSO - INMATE FOOD SUPPLIES (SINGLE SOURCE LLC)</b>				
<b>PRICE COMPARISON</b>				
<b>ITEM</b>	<b>10/2021 CS PRICE</b>	<b>1/2023 CS PRICE</b>	<b>\$\$ VRNCE</b>	<b>% VRNCE</b>
Cooked, Turkey Salami, Smoked	26.80	35.10	8.30	31%
Beef & Poultry Patty, 3 oz. (Burgers)	58.16	70.36	12.20	21%
Turkey Bologna	24.60	33.70	9.10	37%
Turkey Franks, 10/1	16.95	19.30	2.35	14%
Chicken Patty Spicy, FC 4 oz.	55.70	67.90	12.20	22%
Rice, Par Boiled Bag	28.23	36.58	8.35	30%
Broccoli Cuts	21.71	29.64	7.93	37%
Carrots	17.58	24.82	7.24	41%
Green Beans	20.30	22.47	2.17	11%
Potatoes, Sliced Dehydrated	24.40	37.60	13.20	54%
Tomato Paste	35.00	60.47	25.47	73%
Jelly, Grape Pouch	16.21	21.34	5.13	32%
Mustard Pouch	26.74	32.87	6.13	23%
Peanut Butter, No Salt-	40.14	47.20	7.06	18%
Peanut Butter, Pouch	57.66	65.84	8.18	14%
Cookies, Duplex Creme 1140 Ct	32.27	43.83	11.56	36%
Mix, Dairy Blend (Recipe Supplement)	78.98	102.57	23.59	30%
Cereal, Corn Flakes	17.29	25.34	8.05	47%
Cereal, Toasted Oats	22.59	38.04	15.45	68%
Scramble Mix, CF (Liquid Eggs)	49.39	59.79	10.40	21%
Margarine Solid, Unsalted	28.98	39.98	11.00	38%
Cake Mix, Chocolate Cinch (Brownie)	34.63	42.65	8.02	23%
Biscuit Mix, Buttermilk Cinch	24.63	28.32	3.69	15%
Bread Wheat Mix, Complete	31.58	33.63	2.05	6%

❖ **SOURCE DOCUMENTS FOR THE ABOVE COMPARISON ARE AVAILABLE IF NEEDED**



# IMPACT OF FOOD COST INCREASES ON ARAMARK'S NATIONAL PURCHASES

- Inflationary impact lists are prepared by Aramark's Supply Chain and Operational Departments with actual cost data being recorded monthly

## DAIRY

Major Name	Product Group	Major Rank	Inter Rank	Dec-22	Year Prior	+/- vs. Prior Year
				National Avg Cost/Lb	National Avg Cost/Lb	
EGGS	SHELL EGGS	2	2	\$2.72	\$0.90	202.5%
EGGS	LIQ EGGS FRESH	2	4	\$2.27	\$1.38	64.9%
CHEESE	CRM CHS REG	1	5	\$4.74	\$2.99	58.4%
DAIRY SPECILTIES	DAIRY BLND DRNK	5	8	\$1.79	\$1.15	56.4%
EGGS	SHELL EGGS- CAGE FREE	2	3	\$2.29	\$1.50	52.7%
CREAM	HEAVY CREAM	4	1	\$2.54	\$1.69	50.2%
MILK	WHL UHT/ESL MLK	6	10	\$1.49	\$0.99	49.7%
BUTTER	BLENDED	7	7	\$2.23	\$1.51	48.3%
BUTTER	BUTTER MISC.	7	6	\$5.38	\$3.65	47.3%
EGGS	EGGS FROZEN- CAGE FREE	2	9	\$3.03	\$2.09	44.9%
MILK	SKIM UHT/ESL ML	6	9	\$1.01	\$0.70	44.9%
BUTTER	SOLIDS/PRINTS	7	1	\$3.47	\$2.41	44.3%
EGGS	LIQ EGGS FRESH CAGE FREE	2	1	\$2.58	\$1.84	40.2%
BUTTER	TUBS	7	5	\$3.76	\$2.73	37.9%
BUTTER	CHIPS	7	3	\$3.93	\$2.89	35.8%
EGGS	EGGS MISC	2	11	\$2.96	\$2.20	34.7%
MILK	REG/WHL MLK FR5	6	2	\$0.80	\$0.60	34.3%
BUTTER	CUPS	7	2	\$4.20	\$3.13	34.0%
BUTTER	FOIL WRAPPED	7	9	\$4.30	\$3.23	33.2%
CREAM	SOUR CREAM	4	2	\$2.06	\$1.55	33.1%
BUTTER	REDDIES/PATS	7	10	\$7.03	\$5.28	33.0%
MILK	FLVR UHT/ESL ML	6	5	\$1.44	\$1.08	32.9%
EGGS	HARD COOKED EGG	2	6	\$2.92	\$2.21	32.2%
EGGS	HARD COOKED EGG CAGE FREE	2	5	\$3.45	\$2.61	32.0%
BUTTER	SPEC SHAP/DESIGN	7	4	\$5.55	\$4.21	31.6%
CHEESE	CRM CHSE FLVRD	1	10	\$4.52	\$3.55	27.2%
CREAM	WHIPPED CREAM	4	5	\$3.66	\$2.89	26.7%
YOGURT	BULK FROZEN	3	3	\$1.97	\$1.59	23.8%
BUTTER	BUTTER ALTERATV	7	8	\$4.22	\$3.41	23.6%
CHEESE	PROC AMER CHSE	1	3	\$3.01	\$2.44	23.3%
DAIRY SPECILTIES	ICE CRM/SHERBET	5	1	\$2.42	\$1.96	23.1%
YOGURT	MISC.	3	4	\$2.76	\$2.26	22.4%
EGGS	EGGS ENTRÉE- CAGE FREE	2	10	\$3.83	\$3.14	22.1%
EGGS	EGGS FROZEN	2	8	\$1.73	\$1.43	21.0%
EGGS	EGGS ENTREE	2	7	\$3.59	\$2.97	20.8%
DAIRY SPECILTIES	WHIP TOPP DAIRY	5	7	\$3.62	\$2.99	20.8%
MARGARINE	MARGARINE MISC	9	1	\$3.48	\$2.90	20.0%
PLANTBASED DARY	PLANTBASED DARY	8	1	\$1.33	\$1.11	19.6%
DAIRY SPECILTIES	PREPARED FOODS	5	4	\$1.57	\$1.33	18.4%
CHEESE	CRM CHS RED FAT	1	11	\$4.34	\$3.68	17.9%
CHEESE	NATURAL BULK	1	1	\$3.51	\$2.98	17.8%
CREAM	NON DAIRY CRM	4	4	\$2.62	\$2.23	17.5%
CHEESE	CHEESE SPREAD	1	12	\$7.51	\$6.44	16.6%
MARGARINE	LIQUID	9	4	\$1.63	\$1.40	16.1%
MILK	LFAT UHT/ESL ML	6	7	\$1.57	\$1.36	15.6%
MILK	FLAVOR MLK FRSH	6	3	\$0.88	\$0.77	14.8%
CHEESE	SHRD/DICED CHSE	1	2	\$2.91	\$2.53	14.8%



# IMPACT OF FOOD COST INCREASES ON ARAMARK'S NATIONAL PURCHASES

## PROTEIN

Major Name	Product Group	Major Rank	Inter Rank	National Avg		+/- vs. Prior Year
				Cost/Lb	Cost/Lb	
FROZEN FINFISH	GLAZD/MARINATD	7	12	\$9.21	\$3.86	138.9%
FROZEN FINFISH	FINFISH OTHER	7	14	\$7.14	\$3.57	99.9%
FRZN SHELLFISH	CRAB DUNGENESS	8	13	\$38.96	\$19.77	97.0%
FRSH SHELLFISH	SHRIMP	11	4	\$11.64	\$5.94	95.9%
FRSH SHELLFISH	OYSTERS	11	5	\$8.59	\$4.89	75.6%
FROZEN FINFISH	NATL LOIN WHOLE	7	15	\$12.69	\$7.68	65.1%
FRZN SHELLFISH	CONCH SPECIALTY	8	16	\$13.61	\$8.39	62.3%
FRZN PREPRD SFD	SALADS	18	2	\$7.74	\$4.86	59.2%
FRZN SHELLFISH	OYSTERS	8	15	\$8.11	\$5.43	49.3%
POULTRY FROZEN	Turkey Whole	1	13	\$2.10	\$1.41	48.6%
POULTRY FROZEN	Turkey Bacon	1	24	\$5.53	\$3.82	44.8%
BEEF FROZEN	BEEF MISC FZ	4	9	\$7.69	\$5.40	42.5%
PORK FRESH	BACON PRECOOKED	6	6	\$18.47	\$13.10	41.0%
POULTRY FROZEN	Turkey Ground	1	17	\$2.24	\$1.65	35.8%
POULTRY FRESH	Turkey Breast Deli	2	2	\$6.14	\$4.54	35.3%
POULTRY FRESH	Chicken Whole CVP	2	9	\$1.95	\$1.45	34.3%
LAMB FROZEN	NEW ZEALAND	14	1	\$13.84	\$10.42	32.8%
POULTRY FROZEN	Chicken Breast Filet Breaded	1	7	\$4.58	\$3.45	32.8%
FROZEN SURIMI	IMIT CRAB MEAT	16	1	\$3.62	\$2.76	31.4%
POULTRY FROZEN	Chicken Drumstick	1	20	\$2.13	\$1.63	30.7%
MEAT PREFAB FR	WEINER/FRKS FR	17	1	\$5.74	\$4.43	29.6%
POULTRY FROZEN	Chicken Fajita Strip	1	14	\$5.19	\$4.01	29.5%
POULTRY FROZEN	Turkey Breast Raw	1	3	\$4.82	\$3.73	29.3%
POULTRY FRESH	Chicken 8Pc CVP	2	5	\$1.88	\$1.46	29.2%
FRZN SHELLFISH	CLAMS	8	10	\$6.30	\$4.89	28.7%
POULTRY FROZEN	Chicken Patty	1	9	\$2.80	\$2.19	27.5%
POULTRY FROZEN	Turkey Frank	1	22	\$2.42	\$1.90	27.3%
POULTRY FROZEN	Chicken Diced	1	4	\$5.09	\$4.01	27.1%
FROZEN FINFISH	PRTNS BRD PRCKD	7	4	\$4.63	\$3.69	25.5%
BEEF FROZEN	CORND BEEF CKD	4	12	\$11.88	\$9.48	25.2%
POULTRY FROZEN	Turkey Sausage	1	5	\$4.02	\$3.22	24.8%
POULTRY FROZEN	Chicken Boneless Wings	1	8	\$4.29	\$3.44	24.8%
FROZEN FINFISH	PRTNS BATTERED	7	3	\$7.54	\$6.08	24.2%
POULTRY FRESH	Turkey Bacon	2	6	\$3.79	\$3.07	23.7%
PORK FRESH	BACON	6	8	\$5.90	\$4.79	23.3%
FRZN PREPRD SFD	STUFFING MIX	18	3	\$4.38	\$3.55	23.1%
FRZN PREPRD SFD	SPREADS/PATE	18	4	\$8.45	\$6.86	23.1%
FROZEN FINFISH	BAKE & BROIL	7	8	\$8.32	\$6.77	22.9%
FRZN SHELLFISH	CRAB BLUE	8	6	\$15.24	\$12.54	21.5%
FRZN SHELLFISH	SHRIMP PROCESSD	8	2	\$6.69	\$5.52	21.1%
POULTRY FROZEN	Turkey Wings	1	25	\$1.54	\$1.27	21.0%
FRZN SHELLFISH	SHRIMP HDLS IQF	8	14	\$7.97	\$6.65	19.9%
MEAT SPCLTY FR	MEATS SPCLTY FR	12	1	\$5.88	\$4.95	18.7%
PORK FROZEN	BACON BIT	3	7	\$8.03	\$6.77	18.6%
BEEF FROZEN	BREADED BEEF	4	5	\$5.27	\$4.45	18.4%
POULTRY FROZEN	Chicken Nugget	1	10	\$3.00	\$2.55	17.8%
MEAT SPCLTY FR	MEATS GAME FR	12	2	\$9.36	\$7.99	17.1%



## ATTACHMENT A PRICING FOR MEALS

**As full and complete compensation to CONTRACTOR for all food, labor and material furnished and all services performed pursuant to the AGREEMENT Scope of Services, County shall pay CONTRACTOR in an amount based solely on the cost per meal served.**

- 1) Proposers are required to complete the table below and submit with their proposal. Proposals submitted without this sheet shall be considered non-responsive.

<b>Inmate Count:</b>	<b>1-499</b>	<b>500-600</b>	<b>601-650</b>	<b>651-700</b>	<b>701-750</b>	<b>751-800</b>	<b>801-850</b>	<b>851-899</b>
<b>COST PER EACH MEAL:</b>	<u>\$ 1.869</u>	<u>\$ 1.765</u>	<u>\$ 1.695</u>	<u>\$ 1.669</u>	<u>\$ 1.646</u>	<u>\$ 1.626</u>	<u>\$ 1.608</u>	<u>\$ 1.593</u>
<b>Inmate Count:</b>	<b>900-950</b>	<b>951-1000</b>	<b>1001-1050</b>	<b>1051-1100</b>	<b>1101-1150</b>	<b>1151-1200</b>	<b>1201-1250</b>	<b>1251-1300</b>
<b>COST PER EACH MEAL:</b>	<u>\$ 1.580</u>	<u>\$ 1.567</u>	<u>\$ 1.556</u>	<u>\$ 1.546</u>	<u>\$ 1.537</u>	<u>\$ 1.529</u>	<u>\$ 1.469</u>	<u>\$ 1.412</u>

County may negotiate additional pricing scales depending on inmate count.

- 2) Meals for visitors and special functions: CONTRACTOR shall include in its proposal the proposed percentage (%) of markup on costs to supply meals in these circumstances:

10 % markup on visitor meals or meals for special functions.

Prices quoted above are all-inclusive of all goods and services, plus any and all applicable taxes, fees, surcharges, etc.

County and CONTRACTOR acknowledge and agree that pricing will adjust at the beginning of each fiscal year (July 1<sup>st</sup>) per the Consumer Price Index, All Urban Consumers, U.S. City Average (CPI-U), after the initial term of the AGREEMENT. Any changes other than the CPI-U adjustment changes shall require a written amendment to the AGREEMENT.

## **ATTACHMENT B COMMISSARY MENU PRICING SHEET**

All proposers are required to complete this form as indicated without alterations.

**Include commissary menu pricing as a submitted separately attachment.**

It is desirable to the County to acquire a Commissary System that is hosted by CONTRACTOR and offers internet functionality for broader and easier accessibility. Ideally the cost to the County would be minimal or nonexistent as CONTRACTOR would make their profit off the commissary transactions minus the mutually agreed upon percentage for commission which goes to County as per the rate herein.

**Any and all costs to County for the proposed Commissary System are to be itemized and submitted separately.**

MONTEREY BAFO TIER MENU		Commission Options		
CATEGORY	ITEM NAME	15%	25%	35%
Bakery	BUDDY BAR	\$1.16	\$1.29	\$1.43
Bakery	CARROT CAKE FRESHLEYS	\$1.79	\$1.99	\$2.21
Bakery	CHOCOLATE CUPCAKES	\$1.79	\$1.99	\$2.21
Bakery	FRESHLEYS HONEY BUN ICED 6Z	\$1.79	\$1.99	\$2.21
Bakery	FRESHLEYS STRAWBERRY DANISH 4 OZ	\$1.79	\$1.99	\$2.21
Bakery	LD PECAN SPINWHEELS	\$1.52	\$1.69	\$1.88
Bakery	LD STAR CRUNCH	\$1.35	\$1.49	\$1.65
Bakery	NATURE VALLEY GRANOLA OAT&HNY 2PK 1.5Z	\$1.16	\$1.29	\$1.43
Bakery	NATURE VALLEY PEANUT BUTTER GRANOLA BAR 2 PACK	\$1.16	\$1.29	\$1.43
Bakery	RICE KRISPIE TREAT 2.13Z	\$1.79	\$1.99	\$2.21
Bakery	TOAST'EM POP-UPS FROSTED STRAWBERRY 6 PK	\$4.23	\$4.69	\$5.21
Beverages	10 PK SUGAR SUBSTITUTE	\$0.83	\$0.92	\$1.02
Beverages	SWISS MISS COCOA	\$0.50	\$0.55	\$0.61
Beverages	WHITE MILK 8Z	\$0.68	\$0.75	\$0.83
Beverages	TASTER'S CHOICE HAZELNUT COFFEE SINGLES	\$0.80	\$0.89	\$0.99
Beverages	CAPPUCCINO FRENCH VANILLA	\$0.80	\$0.89	\$0.99
Beverages	CAPPUCCINO MOCHA	\$0.80	\$0.89	\$0.99
Beverages	COFFEE CREAMER PACKETS - comes as ea, sell as 10 pk	\$0.98	\$1.09	\$1.21
Beverages	COOL OFF SUGAR FREE ORANGE POWDER DRINK MIX	\$2.03	\$2.25	\$2.50
Beverages	COOL OFF SUGAR FREE FRUIT PUNCH POWDER DRINK MIX	\$2.03	\$2.25	\$2.50
Beverages	COOL OFF SUGAR FREE ICE TEA POWDER DRINK MIX	\$2.03	\$2.25	\$2.50
Beverages	FOOD EXPRESS TEA BAGS 100 CT	\$3.14	\$3.49	\$3.87
Beverages	KLASS ORANGE BREAKFAST DRINK MIX	\$3.14	\$3.49	\$3.87
Beverages	KLASS PEACH DRINK MIX	\$3.14	\$3.49	\$3.87
Beverages	TASTER'S CHOICE FREEZE DRIED COFFEE SINGLES	\$0.80	\$0.89	\$0.99
Beverages	WYLER'S LIGHT SF ISLAND PUNCH FRUITY RED PUNCH 10 CT	\$2.84	\$3.15	\$3.50
Beverages	FOOD EXPRESS COLOMBIAN BLEND COFFEE	\$7.20	\$7.99	\$8.87
Beverages	BACK COUNTRY DECAF COFFEE	\$6.84	\$7.59	\$8.42
Candy	BUTTERFINGER	\$1.44	\$1.59	\$1.76
Candy	M&MS PEANUT	\$1.52	\$1.69	\$1.88
Candy	TAJIN PEACH RINGS	\$5.40	\$5.99	\$6.65
Candy	CHICK-O-STICK	\$0.71	\$0.79	\$0.88
Candy	COLOMBINA BUTTERSCOTCH	\$1.49	\$1.65	\$1.83
Candy	GRACEY'S GOODIES ATOMIC FIREBALLS 3.25 OZ	\$2.06	\$2.29	\$2.54
Candy	GRACEY'S GOODIES CHERRY SOUR BALLS	\$1.49	\$1.65	\$1.83
Candy	GRACEY'S GOODIES CINNAMON DISCS	\$1.49	\$1.65	\$1.83
Candy	GRACEY'S GOODIES GUMMI BEARS	\$1.79	\$1.99	\$2.21
Candy	GRACEY'S GOODIES JELLY BEANS	\$1.79	\$1.99	\$2.21
Candy	GRACEY'S GOODIES RAINBOW MIX HARD CANDY	\$1.49	\$1.65	\$1.83
Candy	GRACEY'S GOODIES ROOT BEER BARRELS 3.25 OZ	\$1.49	\$1.65	\$1.83
Merchandise	WASH CLOTH	\$0.83	\$0.92	\$1.02
Merchandise	ERASER CAP 144/CT	\$0.16	\$0.18	\$0.20
Merchandise	BLANK WRITING CARD	\$2.30	\$2.55	\$2.83
Merchandise	FRIENDSHIP GREETING CARD	\$2.30	\$2.55	\$2.83
Merchandise	HAPPY BIRTHDAY CARD GENERAL CARD	\$2.30	\$2.55	\$2.83
Merchandise	I MISS YOU GREETING CARD	\$2.30	\$2.55	\$2.83
Merchandise	LOVE GREETING CARD	\$2.30	\$2.55	\$2.83
Merchandise	THANK YOU CARD	\$2.30	\$2.55	\$2.83
Merchandise	GOLF PENCIL BOX 144/CT	\$0.21	\$0.23	\$0.26
Merchandise	LIQUIMARK MINI COLOR PENCILS 12 CT	\$3.60	\$3.99	\$4.43
Merchandise	MAVERICK PINOCHLE CARDS	\$2.67	\$2.96	\$3.29
Merchandise	MAVERICK POKER CARDS	\$2.67	\$2.96	\$3.29
Merchandise	READING GLASSES 1.5	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 2	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 1.25	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 1.75	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 1	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 3	\$5.78	\$6.41	\$7.12
Merchandise	READING GLASSES 2.5	\$5.78	\$6.41	\$7.12
Merchandise	DISPOSABLE EAR PLUGS	\$2.12	\$2.35	\$2.61
Merchandise	UNIVERSAL 9x12 NO CLASP GUMMED ENVELOPE	\$0.54	\$0.60	\$0.67
Merchandise	WHITE 8.5" X 11" GUMMED TOP RULED WRITING PAPER	\$1.78	\$1.98	\$2.20
Merchandise	SKETCH PAD 8.5 X 11 WHITE GUMMED - 50/CT SHEET	\$1.78	\$1.98	\$2.20
Merchandise	ULTIMATE CROSSWORDS	\$2.00	\$2.22	\$2.46
Merchandise	SUDOKU 6 ASSTD NUMBER PUZZLES	\$2.00	\$2.22	\$2.46
Grocery	RAMEN CHICKEN	\$1.14	\$1.26	\$1.40

Grocery	RAMEN CHILI	\$1.14	\$1.26	\$1.40
Grocery	RAMEN CRMY CHICKEN	\$1.14	\$1.26	\$1.40
Grocery	RAMEN PICANTE BEEF	\$1.14	\$1.26	\$1.40
Grocery	RAMEN PICANTE CHICKEN	\$1.14	\$1.26	\$1.40
Grocery	RAMEN SHRIMP	\$1.14	\$1.26	\$1.40
Grocery	BACK COUNTRY SPICY CHEESY RICE	\$2.69	\$2.99	\$3.32
Grocery	COMAL PORK SKIN WITH GREEN SAUCE (CHICHARRON)	\$5.40	\$5.99	\$6.65
Grocery	EASTVIEW FARMS CHEDDAR CHEESE POUCH	\$1.07	\$1.19	\$1.32
Grocery	EASTVIEW FARMS JALAPENO CHEDDAR CHEESE POUCH	\$1.07	\$1.19	\$1.32
Grocery	FISHERMAN'S PARADISE FISH STEAKS IN LOUISIANA HOT SAUCE	\$2.16	\$2.39	\$2.65
Grocery	FOOD EXPRESS PRE-COOKED LONG GRAIN WHITE RICE POUCH	\$2.96	\$3.29	\$3.65
Grocery	LEGENDARY MEAT SNACKS SPICY JALAPENO BEEF SAUSAGE	\$4.50	\$4.99	\$5.54
Grocery	LIL' DUTCH MAID SALTINES 16 OZ (4 CT)	\$3.78	\$4.20	\$4.66
Grocery	MALT-O-MEAL REGLUAR INSTANT OATMEAL	\$0.71	\$0.79	\$0.88
Grocery	OLD FASHIONED GRAPE JELLY PACKET	\$0.80	\$0.89	\$0.99
Grocery	OLD FASHIONED PEANUT BUTTER PACKET	\$0.80	\$0.89	\$0.99
Grocery	OLD FASHIONED PICANTE SAUCE PACKET	\$0.53	\$0.59	\$0.65
Grocery	OLD FASHIONED RANCH SQUEEZER PACKET	\$0.89	\$0.99	\$1.10
Grocery	PPI MAYONNAISE	\$0.23	\$0.25	\$0.28
Grocery	SAN MIGUEL REFRIED BEANS	\$3.23	\$3.59	\$3.98
Grocery	SAN MIGUEL REFRIED BEANS WITH JALAPENOS	\$4.05	\$4.49	\$4.98
Grocery	SAN MIGUEL SPICY CHEESY REFRIED BEANS AND RICE 8 OZ	\$5.40	\$5.99	\$6.65
Grocery	SAYULITA 8" FLOUR TORTILLA 10 CT	\$3.60	\$3.99	\$4.43
Grocery	TAPATIO HOT SAUCE SINGLE SERVE	\$0.36	\$0.40	\$0.44
Grocery	TEXAS TITO'S SLICED JALAPENOS	\$0.80	\$0.89	\$0.99
Grocery	TEXAS TITO'S SPICY PICKLE	\$1.61	\$1.79	\$1.99
Grocery	TRAIL'S BEST BEEF & CHEDDAR STICKS	\$1.25	\$1.39	\$1.54
Grocery	TRAIL'S BEST DOUBLE SALAMI STICKS	\$1.25	\$1.39	\$1.54
Grocery	TRAIL'S BEST TWIN BEEF STICKS	\$1.25	\$1.39	\$1.54
Grocery	EASTVIEW FARMS MOZZARELLA CHEESE STICK	\$4.50	\$4.99	\$5.54
H & B	FOOT POWDER 4Z	\$2.47	\$2.74	\$3.04
H & B	FRESHMINT TOOTHPASTE 1.5Z	\$1.23	\$1.37	\$1.52
H & B	HALLS MENTHOL 9CT	\$1.77	\$1.97	\$2.19
H & B	IBUPROFEN 2PK	\$0.82	\$0.91	\$1.01
H & B	NON ASPIRIN 2PK	\$0.82	\$0.91	\$1.01
H & B	SOAP DISH	\$1.00	\$1.11	\$1.23
H & B	THUMB TOOTHBRUSH	\$0.87	\$0.96	\$1.07
H & B	TRIPLE ANTIBIOTIC .9G	\$0.99	\$1.10	\$1.22
H & B	TUMS 12CT	\$3.30	\$3.66	\$4.06
H & B	BODY GUARD PUSH UP ANTI-PERSPIRANT DEODORANT	\$2.96	\$3.29	\$3.65
H & B	COLGATE REGULAR CAVITY PROTECTION TOOTHPASTE	\$2.96	\$3.29	\$3.65
H & B	FREE STYLE OUCHLESS PONYTAIL HOLDERS	\$2.52	\$2.80	\$3.11
H & B	FRESH SCENT HAND & BODY LOTION	\$1.36	\$1.51	\$1.68
H & B	FRESH SCENT MOUTHWASH ALCOHOL FREE	\$1.74	\$1.93	\$2.14
H & B	FRESHMINT CLEAR GEL TOOTHPASTE	\$2.69	\$2.99	\$3.32
H & B	HYDROCORTISONE 1% CREAM	\$3.26	\$3.62	\$4.02
H & B	LEVEL 10 CLEAR LIP BALM	\$1.61	\$1.79	\$1.99
H & B	LEVEL 10 COCOA BUTTER BAR SOAP	\$1.88	\$2.09	\$2.32
H & B	PALM HAIR BRUSH	\$0.87	\$0.97	\$1.08
H & B	OCEAN CLEAR NO FLAKES DANDRUFF SHAMPOO	\$3.03	\$3.36	\$3.73
H & B	ROSA VENUS BATH BAR SOAP WHITE	\$1.88	\$2.09	\$2.32
H & B	LUSTI POMADE	\$2.97	\$3.29	\$3.65
H & B	LA LOOKS EXTREME SPORT STYLING GEL	\$3.51	\$3.89	\$4.32
H & B	URBAN STREET CLEAR WOMEN'S GEL PUSH UP DEO	\$2.96	\$3.29	\$3.65
H & B	VO5 2N1 MOISTURIZING SHAMPOO + CONDITIONER	\$4.12	\$4.57	\$5.07
H & B	VO5 SHAMPOO NORMAL	\$4.12	\$4.57	\$5.07
H & B	VO5 MENS 3N1 SHAMP/COND/BODY WASH OCEAN SURGE	\$4.12	\$4.57	\$5.07
H & B	FAMILY CARE TOLNAFTATE CREAM 1%	\$2.66	\$2.95	\$3.27
H & B	FRESH SCENT HAIR CONDITIONER	\$1.36	\$1.51	\$1.68
H & B	FRESH SCENT 3 n1 SHAMPOO/SHAVE GEL/BODY WASH	\$1.36	\$1.51	\$1.68
H & B	FRESH SCENT COCOA BUTTER LOTION	\$1.36	\$1.51	\$1.68
H & B	DIAL GOLD ANTIBACTERIAL BAR SOAP SINGLE BAR	\$2.38	\$2.64	\$2.93
H & B	FRESHMINT 40CT DENTURE TABLETS (NBE EFFERDENT)	\$1.17	\$1.30	\$1.44
H & B	HAIR PICK BLACK 5"	\$0.83	\$0.92	\$1.02
H & B	MAGIC SHAVE RAZOR LESS SHAVE CREAM REGULAR	\$7.09	\$7.87	\$8.74
H & B	LUCKY PETROLEUM JELLY	\$3.51	\$3.89	\$4.32
H & B	NOXZEMA ORIGINAL DEEP CLEANSING CREAM	\$3.09	\$3.43	\$3.81

MISC	LAUNDRY BAG	\$5.89	\$6.54	\$7.26
MISC	SENTRY EARBUD #HPS-HO230BK	\$5.01	\$5.56	\$6.17
Postage	STAMP BOOK OF 10	\$6.30	\$6.30	\$6.30
Postage	STAMPED ENVELOPE	\$0.75	\$0.75	\$0.75
Salty Snacks	CHEETOS CRUNCHY	\$1.07	\$1.19	\$1.32
Salty Snacks	CHEETOS FH LIMON	\$1.07	\$1.19	\$1.32
Salty Snacks	CHEETOS FLAMIN HOT	\$1.07	\$1.19	\$1.32
Salty Snacks	CHEETOS JALAPENO	\$1.07	\$1.19	\$1.32
Salty Snacks	DORITOS COOL RANCH	\$1.07	\$1.19	\$1.32
Salty Snacks	DORITOS NACHO 1.75Z	\$1.07	\$1.19	\$1.32
Salty Snacks	DORITOS SPICY SWEET CHILI	\$1.07	\$1.19	\$1.32
Salty Snacks	FRITOS CHILI CHEESE	\$1.07	\$1.19	\$1.32
Salty Snacks	FRITOS REGULAR	\$1.07	\$1.19	\$1.32
Salty Snacks	FRITOS TWIST HONEY BBQ	\$1.07	\$1.19	\$1.32
Salty Snacks	HOT PORK RINDS	\$1.07	\$1.19	\$1.32
Salty Snacks	KARS SALTED PEANUTS 1Z	\$1.07	\$1.19	\$1.32
Salty Snacks	LAYS BBQ CHIPS	\$1.07	\$1.19	\$1.32
Salty Snacks	LAYS REGULAR	\$1.07	\$1.19	\$1.32
Salty Snacks	LAYS SC & ONION	\$1.07	\$1.19	\$1.32
Salty Snacks	MISS VICKIES JALA CHIPS	\$1.07	\$1.19	\$1.32
Salty Snacks	ROLD GOLD TINY TWIST PRETZELS	\$1.07	\$1.19	\$1.32
Salty Snacks	RUFFLES SC & CHEDDAR	\$1.07	\$1.19	\$1.32
Salty Snacks	SMARTFOOD WHITE CHED POPCORN	\$1.07	\$1.19	\$1.32
Salty Snacks	SNYDERS JALA PRETZEL BITS	\$1.07	\$1.19	\$1.32
Salty Snacks	TGIF POTATO CHD & BACON	\$1.07	\$1.19	\$1.32