

## NEW Products

<b>New Products Competitive Pricing</b>					
<b>CRP</b>	<b>Product</b>	<b>Price</b>	<b>Comp Price</b>	<b># of Employees</b>	<b>% of Work on Product</b>
Beacon Lighthouse for the Blind	1. Control box for legacy light	\$ 113.55	\$ 149.51 \$ 306.99	4	100
	<b>SPD Remarks: Price is competitive</b>				
Beacon Lighthouse for the Blind	2. Light bar, Legacy 48" GB8TXDOT	\$ 1,686.56	\$ 2,199.99 \$ 2,199.00	4	100
	<b>SPD Remarks: Price is competitive</b>				
<b>New Products Competitive Pricing</b>					
<b>CRP</b>	<b>Product</b>	<b>Price</b>	<b>Comp Price</b>	<b># of Employees</b>	<b>% of Work on Product</b>
Camino Real Community Services	3. OM High-Back Executive Task Chair	\$ 443.31	\$ 654.25 \$ 595.97	30	100
	<b>SPD Remarks: Price is competitive</b>				
Camino Real Community Services	4. OM Guest - Sled-Based Side Chair	\$ 231.36	\$ 252.30 \$ 329.12	30	100
	<b>SPD Remarks: Price is competitive</b>				

**NEW Products**

<b>New Products Competitive Pricing</b>					
<b>CRP</b>	<b>Product</b>	<b>Price</b>	<b>Comp Price</b>	<b># of Employees</b>	<b>% of Work on Product</b>
South Texas Lighthouse for the Blind	5. Salted Cashews 2.25 oz	\$ 50.36	\$ 72.00 \$ 107.64	3	100
	<b>SPD Remarks: Price is competitive</b>				
<b>New Products Competitive Pricing</b>					
<b>CRP</b>	<b>Product</b>	<b>Price</b>	<b>Comp Price</b>	<b># of Employees</b>	<b>% of Work on Product</b>
Travis Association for the Blind	6. P/N 3141-0139 Purell, Security Enclosure Disp Kit, ADX	\$ 51.22	\$ 117.47 \$ 99.66	3	100
	<b>SPD Remarks: Price is competitive</b>				
Travis Association for the Blind	7. P/N 3141-0140 Purell, Security Enclosure Disp Kit, ADX (Case of 4)	\$ 195.97	\$ 435.83 \$ 398.64	3	100
	<b>SPD Remarks: Price is competitive</b>				
Travis Association for the Blind	8. P/N 3141-0141 GOJO, Security Enclosure Disp Kit, ADX	\$ 51.22	\$ 117.47 \$ 99.66	3	100
	<b>SPD Remarks: Price is competitive</b>				

**NEW Products**

<b>Travis Association for the Blind</b>	<b>9. P/N 3141-0142 GOJO, Security Enclosure Disp Kit, ADX (Case of 4)</b>		<b>\$ 435.83</b>		
	<b>SPD Remarks: Price is competitive</b>	<b>\$ 195.97</b>	<b>\$ 398.64</b>	<b>3</b>	<b>100</b>