

Web Sites

When developing sales and marketing plans for BJ's, Cost-U-Less, Costco, PriceSmart and Sam's Club, club vendors should consider not only each company's physical locations but also each company's web site. For example, in fiscal 2016, Costco's national and international web sites generated annual sales of approximately \$3.90 billion which represented approximately 23 club locations.

Although BJ's, Cost-U-Less, Sam's Club and PriceSmart do not publicly share specific web site sales data, online growth is evident from public statements, continued development of each site, their ever changing product assortment and the fact that the clubs separate their online and physical location buyers. When combining the growth of each club's web site with an atypical online assortment, club internet sites offer vendors a potentially "fruitful" additional distribution channel.

This chapter includes seven sections: BJs.com overview, Costco.com overview, Costules.com overview, PriceSmart.com overview, Samsclub.com overview, web site observations in 2016 and web site observations in 2017.

BJs.com

In October, 2006, BJ's began selling merchandise on its web site. In January, 2007, BJ's announced that the company would close its in-club pharmacy operation and the ongoing capital used to fund the pharmacy business would be redirected to develop and grow BJ's web site business.

In October, 2010, BJ's redesigned its web site, making product searches and selection easier. The new site included an improved product search feature, a side-by-side product comparison tool, the ability to read and write product reviews and product sharing capabilities using Facebook, Twitter, Pinterest, Google and LinkedIn.

The September/October, 2015 issue of *The Hub Magazine* featured an interview with five executives who are responsible for the online presence of their respective companies. Bari Harlan, executive vice president of marketing and analytics at BJ's, was part of that roundtable. One of the questions was, "Is the digital or in-store experience more likely to keep the brand promise?" Harlan commented that BJ's focus will continue to be on its physical locations. She said, "The danger that brick-and-mortar retailers face is cutting investment in their stores to fund the new, shiny penny of digital. That would be a mistake and a place where our brand promise would become a disappointment for our members."

In September, 2016, BJ's announced further improvements to its web site: a streamlined membership site, enhanced search and navigation features and an improved online assortment that includes in-club products. Harlan said, "By investing in our omnichannel offerings, we're making it easier than ever for members to join our club, research products and shop at BJ's."

Costco.com

Costco introduced its web site in 1998 with a 12-person staff. Costco's web site has been profitable since 2001. In its 2016 fiscal year, Costco's web sites in the United States, Canada, Mexico and the United Kingdom generated approximately \$3.90 billion in sales, a 15% increase compared to fiscal 2015.

Distribution – In 2013, Costco added an online distribution center in Texas enabling it to deliver orders within two days to 80% of the country.

Limited Assortment – One of the first things Costco did when it introduced its web site in 1998 was to limit the assortment of items. Instead of offering thousands or tens of thousands of items like many Internet retailers, Costco kept its selection to 400 SKUs. A Costco vice president at the time, said, "We want fewer items. Six people touch every item between item selection and shipping, so there's a tremendous amount of work per item."

A non-food supplier commented on Costco.com. He said, "Costco completely separates online vs offline. The Costco.com buyers are very strict in what they bring in. Similar to the physical locations, they limit SKUs in a category and still push value compared to the marketplace. Treasure hunt philosophy stays true online for them. All three major clubs now have separate buying teams for online."

Multiple Listing – Many items on Costco's web site are listed multiple times in different categories. This provides added product visibility and the appearance of a larger merchandise selection.

Alibaba.com – Alibaba.com, a Chinese-based online ecommerce company, is described as the largest online marketplace in the world. Its operations included consumer-to-consumer, business-to-consumer and business-to-business. Its online transactions last year at \$248 billion eclipsed the total combined sales for eBay.com and Amazon.com.

Costco opened an online store on Alibaba.com's marketplace site, Tmall.com. Costco is selling branded and Kirkland Signature private label food and healthcare products on the site, costco.tmall.hk. The advantage of selling its products through Alibaba.com is logistically, a distribution infrastructure is already in place, operationally, a payment infrastructure is already in place, and in terms of merchandising, Costco can learn about the Chinese marketplace and determine in an inexpensive way, whether opening club locations in the country makes sense.

Jim Murphy, an executive vice president at Costco, said, "Costco sees tremendous growth opportunities in China, especially in light of Chinese consumers' increasing appetite for imported products. We have chosen a great partner, Alibaba, for the official launch of Costco's flagship store. Our Tmall Global flagship store will give Chinese online shoppers a channel to purchase directly from Costco."

Amazon and Kirkland Signature – According to a September 13, 2016 report from *Business Insider* and research by 101data.com, Amazon.com is responsible for approximately 70% of online sales for Costco's Kirkland Signature private label brand. A research note by 101data.com said, "I have always associated the Kirkland Signature brand with Costco, which is why I was so surprised to learn Costco.com is not the [number one] seller of Kirkland items online."

2016 Improvements – Costco has a number of initiatives to improve its online business. For merchandise, Costco is adding more high end items on an everyday basis and improving inventory levels on higher velocity items. For functionality, Costco is improving its search feature, reducing the number of checkout clicks to two, automating its return process and enabling members to more easily track orders. For distribution, Costco has increased the number of online depots to 11 to increase delivery speed and reduce delivery expenses.

Costco and Amazon – Morgan Stanley recently released a report that researched whether Costco could be threatened by the rapid growth of Amazon.com (Amazon) and its premium membership/perk program called Prime. Morgan Stanley surveyed 2,700 people and found that Amazon's growth would not take sales from Costco. The report found that 45% of Costco members already have a Prime membership. The report said, "Costco and Amazon can coexist ... Members of both Costco and Prime have not and generally do not intend to spend more with one retailer/e-tailer at the expense of the other."

The key competitive advantage that both Costco and Amazon offer, according to the report is the membership fee. That membership fee reinforces and heightens customer loyalty and as long as members receive value for that fee, they will continue to purchase products from both companies. The report said, "Our key take-away from the survey is both Costco and Amazon have very loyal customer bases, and this loyalty should serve as protective moats around their businesses."

Costco as Distributor – Costco is expanding its role as a distributor and using third party providers to deliver merchandise to consumers which is helping Costco grow its business nationally. Costco has partnered with Google Express, Instacart and Shipt enabling members and non-members to purchase products from Costco online and have them delivered.

From Costco's perspective, working with these third party delivery companies offers five key benefits: volume, value reinforcement, membership protection, membership growth and limited downside. First, the sales volume in the locations that are acting as distribution points for these third party delivery companies is progressively increased.

Two, Costco is not damaging its value proposition by partnering with these companies. Users of these services are paying a cost to the third party (either in the form of higher prices or an up-front delivery fee) and, in return for that expense, they don't have to drive to Costco to shop. If they want to eliminate those costs and pay the in-club retail price, those users can always purchase merchandise at their local Costco location.

Third, the monetary relationship between Costco and its paid members is not affected. Since there is a cost to use the third party delivery company, the expense of a Costco membership is not questioned by existing members.

Fourth, these third party delivery companies offer their service to non-Costco members. Costco is getting free advertising/promotion for its merchandise and its company. The possibility exists that these customers like what they are purchasing from Costco and may decide to purchase a membership at Costco and avoid those third party delivery costs by shopping at a club location.

Lastly, if a third party delivery company stops using a Costco location as a distribution point or stops operating as a business entity, the only significant downside to Costco is a loss of volume. However, that potential volume loss may be partially offset by larger than normal membership growth for those locations that acted as distribution points because customers may still want to purchase Costco products but would need a membership to do so.

Cost-U-Less

Cost-U-Less began selling merchandise online in 2010 at all its locations. Customers can pick up their order in their local Cost-U-Less location or have it delivered.

Pricesmart.com

PriceSmart offers online sales in every location. The major difference in how PriceSmart operates its online business is on the fulfillment side. Tom Martin, PriceSmart's executive vice president of merchandising said, "We fulfill through our DC direct to the clubs and the member picks up their order at our location. We do not fulfill to the member's home." Online product pricing includes standard shipping, handling and all duties and taxes. Members, however, can choose an express delivery option.

In terms of its buying and merchandising strategy, PriceSmart's online business expands its assortment. Martin said, "For the most part, our web sites offer only unique items not found in our club locations. Now, we may find a successful online item that could become a traditional club item and the online guys might lose that SKU. We have had some real good success in most of the markets in higher end institutional products like deep fat fryers, ice machines, and other higher ticket restaurant equipment."

El Salvador – PriceSmart.com offers United States members, who have family in El Salvador, the opportunity to purchase merchandise for those family members online and have those family members pick it up at one of the two PriceSmart locations in the country. Those family members do not even have to be a PriceSmart member to pick up the merchandise. The service is only available to members shopping online from the United States. Once an order is placed and paid for, the merchandise will be available to be picked up within three days.

SKUs – According to previous company reports, PriceSmart lists approximately 2,000 items on its web site.

Samsclub.com

Sam's web site strategy is similar to its club competitors in that it offers a unique assortment of merchandise that is not found in its club locations. However, Samsclub.com differentiates itself from BJ's, Costco, Cost-U-Less and PriceSmart through its wholesale focus, its click and pull service and its online auction program.

Wholesale Focus – Sam's groups products by key business member types. For these wholesale members, finding items that they need for their business is much simpler. There are specific areas and links for businesses such as convenience stores, vending operators, foodservice businesses, child care facilities, construction companies, hotel operators, janitorial and cleaning businesses, religious organizations and salons.

Auctions – Sam's Club's auction site is run in partnership with B-Stock Solutions (www.bstockolutions.com). On its web site, Sam's states that it is company policy to sell items that are new and in their original packaging. The auction system uses "proxy bidding" that allows the member to enter a maximum bid on an item and the system will manage the auction. If your "proxy" bid is higher than other bidders, you will win the auction without having to be at your computer and will pay \$1 more than the second highest bidder.

Subscription Service – Sam's Club introduced a subscription service for members who shop at Samsclub.com. The service will enable members to have products they purchase regularly delivered automatically. Members can select eligible items, select the quantity that will be delivered, select how often that item quantity will be delivered and enter payment information for each delivery. Sam's Club will notify the member prior to each order being shipped and will ask the member to verify the order. Subscription orders can be changed at any time.

The products include baby products (diapers and wipes), beauty products and office supplies. Once logged into Samsclub.com, items that are eligible will have the word "subscribe" under the retail price. Members will not have to pay a delivery fee for subscription items.

Club Pickup – Using the web site, members can purchase merchandise from their home or office and pick it up at their local club. Club pickup has no minimum order and orders placed before 5pm can be picked up the next day at a specific time designated by that member.

In 2014/2015, Sam's introduced a new online club pickup ordering tool. Members place their club pickup order online and either pay for it at that time or when they receive the product. The member receives a text or Email when the order is ready. When they arrive at the club, the member goes to a special drive up area in front where they "check in" and a Sam's employee brings the order to their car.

Shocking Values – In 2015, Sam's Club introduced an online daily deal program called Shocking Values with savings up to 60% off the regular club prices. Each day's daily deals will be posted by 9am CT at www.samsclub.com/shockingvalues. Members can also learn about each day's deals by visiting the Sam's Club mobile app or via daily Email notifications.

Jamie Iannone, president and chief executive officer of Samsclub.com, said, "Our members consider each visit to their neighborhood club and Samsclub.com a treasure hunt for unexpected savings, and Shocking Values is a new extension of that experience. These daily deals increase the value of a Sam's Club membership and provide savings that members won't find anywhere else."

Online Sample Bag – From April 10 to April 30, 2017, Sam's Club was going to include a complimentary "Tastes & Tips Sampler Bag" with any online purchase. The sample bag included: an Easter-themed tote bag, a coupon for a free hot dog at Sam's Club, a package of Road Crew Crunch, an Honest Kids fruit drink, a bottle of Perrier sparkling water, a Santa Barbara bar, a bag of Pretzel Crisps and Goodnessknows snack squares.

The program was available while supplies lasted and Sam's Club actually sold out of the sampler bags within two days (the bag was available to be purchased for \$14.53). Tara Raddohl, senior director of corporate communications at Sam's Club, said, "This spring sampler is the latest example of how we are always looking to increase the value of membership at Sam's Club. We're looking forward to hearing feedback from our members on this exciting new program and will confirm its continuation based on that response."

Web Site Observations – April, 2016

Please note, the retail prices mentioned in this article include shipping and handling unless otherwise noted and do not include any discounts or instant savings. To view items at PriceSmart.com, one of the countries in which the company operates must be selected. For this article, Costa Rica was selected and the exchange rate at the time was 1 USD (US Dollar) for every 536 CRC (Costco Rica Colons).

The PriceSmart retail prices listed in this article are converted to US Dollars (rounded to the nearest dollar). Additionally, items ordered at PriceSmart.com are delivered to a member's local club where he would pick it up. PriceSmart does not deliver online orders to a residence or business.

Gift Cards, Tickets, Memberships – Costco continues to expand its assortment of gift card and ticket SKUs. For example, Costco stocked four \$25 gift cards for MovieTickets.com for \$79.99, two \$100 gift cards to the Portola Hotel & Spa in Monterey, California for \$149.99, two \$50 gift cards to P.F. Chang's restaurant for \$79.99, an electronic ticket from Air Serenity for a helicopter tour of the Grand Canyon for \$359.99 (including pickup and drop-off from all Las Vegas hotels), an annual pass to Universal Studios Hollywood in California for \$109.99, and a Wheels Up year-long aviation membership for \$17,499.99 that includes a \$3,500 Costco cash card and access to Wheels Up's fleet of Beechcraft King Air 350i and Citation Excel/XLS aircraft (members pre-purchase flight hours or credits in advance or members can pay-as-they-fly).

Dry Grocery, Snacks, Candy – Costco's dry grocery, snack and candy assortment included: a 58-ounce box of Pepperidge Farm whole grain goldfish crackers for \$10.49, a 144-count case of 1-ounce spicy pepper, cranberry and buffalo meat Tanka Bars (12 cartons each containing 12 bars) for \$269.99, a package of two 40-ounce jars of Hoody's organic whole cashews for \$42.99, a case of twenty-four 1-ounce packages of Planters nuts (12 salted peanuts, six honey roasted peanuts and six salted cashews) for \$12.99, a case of thirty-six 2-ounce packages of Austin zoo animal crackers for \$10.49 (see picture on the right), a 48-ounce box of Sunshine cheez-it cheddar crackers for \$9.39, a case of eighty 0.9-ounce packages of Welch's fruit snacks for \$15.99, a case of one-thousand 1-gram Splenda sweetener packets for \$23.49 and a 56-ounce can of Nestle Coffee-mate original creamer for \$7.49.



Costco—Austin Zoo Animal Crackers

BJ's dry grocery, snack and candy selection included: a package of two 2.75-pound containers of Lyndon Reede private label milk chocolate covered cashews for \$39.99, a package of three 8-ounce jars of Kilchurn Estate English breakfast preserves (strawberry, apricot and black currant) for \$39.99 and a case of eight 16-ounce bags of Jansal Valley ancient grains (two freekah cracked wheat, two black barley, two kamut and two tricolor quinoa) for \$59.99.

Sam's foodservice grocery, snack and candy assortment included: an 80-count pallet of 25-pound bags of Prairie Mills self-rising yellow corn meal for \$1,379.00, a five-pound case of Hammons fancy large black walnuts for \$62.98, a case of two-hundred 0.75-ounce single serve packs of Smucker's peanut butter for \$76.78, a 42-pound bucket of Augason Farms long grain brown rice for \$53.98, a case of six 5-pound bags of Gold Medal old fashioned Belgian waffle mix for \$48.93 (plus shipping), a 60-count case of General Mills cereal cups (12 cheerios, 18 honey nut cheerios, eight granola, eight cinnamon toast crunch, eight cinnamon chex and six rice chex) for \$56.98 and a 46-pound bucket of Augason Farms iodized salt for \$42.98.

Automotive – PriceSmart stocked a variety of automotive products: an Absolute USA seven-inch in-dash Bluetooth touch screen system with a detachable face, a DVD player and a USB connection for \$242.53 (CRC 129,995), a Pro Lift 7,000-pound capacity “speedy lift” garage jack for \$276.11 (CRC 147,995), a 440-pound capacity single line and a 880-pound capacity double line electric engine hoist from Champion for \$182.83 (CRC 97,995), a Torin four position shop creeper with a headrest for \$91.41 (CRC 48,995), a Rightline Gear 15-cubic foot capacity mesh and nylon enforced weatherproof carrier designed for the roof (with or without a roof rack) of SUVs, crossovers and minivans for \$126.86 (CRC 67,995) and a Pro Lift multi-function power bank that can jump start a car and includes jump start cables for \$98.87 (CRC 52,995).

Perishable Food – Costco stocked: a package of twelve fully cooked Cuisine Solutions lamb shanks with rosemary and mint sauce for \$84.99, a five-pound average fruitwood smoked uncured sliced bacon from Jansal Valley for \$64.99, a ten-pound minimum weight case of Trident Seafoods skin-on wild sockeye salmon from Alaska (five to seven ounce portions) for \$139.99, a case of two 3-pound bags of Trident Seafoods Alaskan pollock burgers (a total of twenty-four 4-ounce burgers) for \$64.99, an 8.8-ounce tin of Plaza Osetra farmed Bulgarian sturgeon caviar for \$559.99, an eight-pound minimum weight D’Artagnan Spanish mangalica dry cured boneless ham for \$389.99, a ten-pound case of fresh heirloom tomatoes from Sid Wainer & Son for \$69.99 and a five-pound case of fresh peeled rainbow carrots from Sid Wainer & Son for \$59.99.

BJ’s perishable food selection included: a case of four 24-ounce Boston Coffee Cake original cinnamon walnut coffee cakes for \$99.99, a package of eight 6-ounce Rastelli Market black angus beef filet mignon steaks for \$149.99, a Meadow Organic 12-pound to 14-pound organic whole young turkey for \$109.99, a package of twelve 6-ounce wild caught ahi tuna steaks from Rastelli Market for \$89.99, a three-pound crate of Cape Cod fresh cranberries in a decorative wooden box for \$35.99, a case of six 1-pound packages of fully cooked heat-and-serve baked ziti with ricotta, mozzarella and marinara sauce for \$59.99 and a case of six 1-pound packages of fully cooked heat-and-serve eggplant parmigiano with mozzarella and marinara sauce for \$64.99.

Sam’s perishable food selection included: a ten-pound stone crab dinner party kit that included stone crabs, crab chowder, lobster cakes and key lime pie for \$372.88, a ten-pound case of fresh skin-on swordfish loins for \$118.88, a case of twelve 1.5-pound (approximately) Ready Seafood live Maine lobsters for \$289.98, a one-kilogram tin of Northern Divine organic sturgeon caviar for \$1,800.00, a case of four 3.125-pound Kentucky Woods brown sugar and chocolate bourbon barrel cake for \$71.98 and a case of seven organic vegetables from Pero Family Farms (green beans, bean medley, butternut squash, a fajita mix, a zucchini tray, a cucumber tray and a pepper tray) for \$54.97.

Kitchen and Appliances – Costco stocked a set of four 20-ounce pilsner glasses from Susquehanna that can be monogrammed with a single letter for \$36.99, a set of eight 12-ounce double wall glass set from Bodum Pavina for \$59.99, a set of four stemless wine glasses from Luigi Bormioli that can be monogrammed with a single letter for \$44.99, a Master Grade commercial electric knife sharpener with a seven-inch Japanese santoku knife and a seven-inch Japanese usuba knife for \$299.99, a Ryuu VG10 Damascus steel eight-piece Japanese knife set for \$349.99, a Kamenstein criss cross bamboo spice rack with 18 jars of organic spices for \$44.99 and a set of two Duralux OvenChef tempered glass bakeware (a 2.6-quart and a five-quart) for \$29.99.

BJ’s kitchen and appliance assortment included: a BUNN my café commercial-grade single serve cartridge brewer with a touch screen interface and a 25-cartridge capacity internal water storage tank for \$959.99, a BUNN 64-ounce decaffeinated coffee decanter with an orange handle for \$29.99, a Kalorik stainless steel rotisserie that can accommodate up to 10-pounds of meat for \$139.99, a Total Chef double tower chocolate fountain for \$99.99 and a Primo stainless steel commercial bottom loading hot and cold water dispenser with a 10-cup coffee maker on top for \$349.99.

Sam’s kitchen and appliance products included: a 10.5-quart capacity stainless steel soup warmer for \$113.42 (plus shipping), a Chef’s Supreme single bulb heat lamp for \$43.78, a 24-inch by 24-inch insulated pizza bag for \$22.48 (plus shipping), an 18-inch by 26-inch Excellante full size aluminum sheet pan for \$8.37 (plus shipping), a 20-quart aluminum pasta cooker for \$62.62 (plus shipping), a BUNN commercial coffee brewer with three coffee decanters warmers (the decanters are sold separately) for \$287.98, a Rosito Bisani commercial espresso machine for \$5,699.00, a BUNN low profile coffee grinder with a six-pound capacity hopper for \$563.00, a Bunn three-gallon ice tea brewer for \$533.00 and a Willtec four flavor refrigerated stainless steel soda dispenser for \$2,084.00 (plus shipping).

PriceSmart’s kitchen and appliance assortment included: a Cuisinart 5.5-quart stand mixer for \$466.41 (CRC 249,995), a Kalorik 200-watt electric meat slicer with a 7.5-inch blade for \$130.59 (CRC 69,995), a Kalorik panini maker for \$89.54 (CRC 47,995), a Hamilton Beach three-cup capacity glass bowl chopper for \$61.56 (CRC 32,995), an Imperial elite stainless steel gas fryer with two frying baskets and the capacity for 40-pounds of oil for \$1,054.10 (CRC 564,995), a Thunder Group stainless steel eight-quart stackable chafing dish with a 2.5-inch deep food pan for \$124.99 (CRC 66,995), a set of twelve 7.5-inch narrow rim round restaurant-grade and dishwasher safe white plates for \$61.56 (CRC 32,995), a case of seventy-two 12-ounce clear tumblers from Thunder Group for \$95.14 (CRC 50,995) and a set of ten 8.5-inch by 11-inch maroon three-page (six views) laminated menu folders with gold corners from Thunder Group for \$78.35 (CRC 41,995).

Gardening – Costco stocked a variety of indoor and outdoor garden products that included: a Miracle-Gro AeroGarden gourmet herb and cherry tomato seed pod kit with six pod sites and LED lighting for \$139.99 (see picture on the right), a Keyhole four-foot wide by four-foot high by 22-inches high composting garden bed for \$129.99, a Lifetime 80-gallon compost tumbler for \$139.99, a VINO 112-gallon rain barrel with a heavy duty spigot, a universal downspout kit and a protected water supply for \$429.99, a 14-inch to 18-inch Arbequina olive tree in a decorative pot for \$57.99 and a 60-count assorted fruit and vegetable root and bulb set (strawberries, raspberries, blueberries, rhubarb, asparagus and garlic) for \$37.99.



Costco—Miracle-Gro Garden

BJ's gardening selection included: a Fiskars three-piece floral pruning set for \$24.99 (plus shipping), a WORX 13-amp electric leaf mulcher that can mulch up to 53-gallons of leaves a minute for \$129.99, a Flexon contractor grade 100-foot hose for \$24.99, a pallet of fifty 1.5-cubic foot bags of NuScape 100% recycled black mulch for \$789.99 and a Junior Victorian 10-foot by 12.5-foot aluminum frame greenhouse with a built-in gutter system to capture rainwater for \$5,699.99.

Sports and Fitness – Costco's sports and fitness assortment included: a SUP USA 11-foot and six-inch talon touring stand up paddle board with a paddle, board bag and ankle leash for \$999.99, a Wavestorm eight-foot surfboard with a removable ankle leash, removable fins and a cloth board sock cover for \$149.99, a Bushnell Tour X golf laser range finder with a carrying case for \$419.99, a Spalding 60-inch in-ground adjustable height (7.5-feet to ten-feet) basketball system with a 60-inch wide tempered glass backboard and a 180-degree breakaway rim for \$699.99, a Lifetime portable tetherball system with a portable base, six-foot nylon cord and eight-inch tetherball for \$119.99 and a Kettler outdoor table tennis pack with four paddles, six balls and a heavy duty storage cover for \$699.99.

BJ's selection of sports and fitness items included: an LTP in-ground adjustable height (six-feet and eight-inches to ten-feet) basketball system with a 72-inch wide tempered glass backboard for \$2,099.99, a set of four Franklin throw down rubber baseball bases for \$24.99 (plus shipping), a Buffalo Sabres themed youth goalie face mask from Franklin for \$39.99 (plus shipping), a 500-count bag of Intech 2.75-inch golf tees for \$14.99 (plus shipping) and a Yukon Trail electric tricycle with a 350-watt motor and a top speed of 17-mph for \$1,499.99.

Sam's assortment of sports and fitness products included: a Body Solid leg extension and curl machine for \$464.00 (plus shipping), a Body Solid five-mm red yoga mat for \$19.87 (plus shipping), a set of two Lifetime eight-foot single adult kayaks each with a paddle and backrest for \$499.00, a Lifetime youth eight-foot paddleboard with foam pads, leash attachment loops and an adjustable paddle for \$449.00, a combination football goal posts and soccer goal with the soccer goal net that meets NCAA specifications for \$1,200.00 (plus shipping), a Pro Down square football blocking dummy for \$119.03, a Duraplay basketball 0.75-inch thick suspended shock absorbing half court surface system (45-foot and 11-inches long by 29-foot and 11-inches wide) for \$4,799.00 (plus shipping), a DeMarini vexxum composite 30-ounce baseball bat that is 33-inches long for \$211.54 and a case of thirty-six 20-ounce cans of white athletic field marking paint for \$118.32 (plus shipping).

PriceSmart's sports and fitness assortment included: a set of 20 Body Solid grey hex dumbbells (two each of the following weights 5, 10, 15, 20, 25, 30, 35, 40, 45 and 50) for \$839.54 (CRC 449,995), a NordicTrack interactive incline trainer with an integrated tablet holder for \$2,518.65 (CRC 1,349,995) and a Lifetime adjustable size (4-foot by 3-foot, 6-foot by 4-foot and 7-foot by 5-foot) portable soccer goal for \$139.92 (CRC 74,995).

Pet Supplies – Costco stocked: a package of two 100-count bottles of Pet Origin salmon oil soft chews that enhance a dog's skin and coat for \$23.99, a 30-pound bag of Kirkland Signature private label and Nature's Domain organic chicken and pea dry dog food for \$49.99, a package of two 5-pound bags of Pampered Pet cheddar cheese and bacon dog treats for \$39.99, a package of two 60-ounce tubs of Jerky Treats beef dog snack sticks for \$31.99 and a case of six 17-ounce bottles of ECOS earth friendly pet shampoo for \$29.99.

BJ's pet supply selection included: a 33.8-ounce bottle of Tropiclean oral water care additive for dogs and cats for \$25.99, a set of two 12-count packages of Pawz large 100% rubber paw boots for \$29.99, a 12-pound bag of Berkley & Jensen private label all natural duck and vegetable dry dog food for \$23.99 (plus shipping), a case of four 12-ounce bags of Blue Buffalo large size dog bones for \$63.99 and a package of three 3.25-ounce bags of Blue Buffalo turkey jerky dog trail treats for \$27.99.

Sam's pet supply assortment included: a 44-pound bag of Purina One smart blend lamb and rice dry dog food for \$38.98 (plus shipping), a case of five 3.3-pound bags of lams proactive health smart dry puppy dog food for \$29.86, a case of thirty 13.2-ounce cans of Pedigree ground dinner (chicken and rice or chopped beef) for \$16.88 (plus shipping), an eight-pound box of Milk Bone dog biscuits for \$9.78 (plus shipping), a 24-pound bag of Member's Mark private label complete dry cat food for \$12.98 (plus shipping), a 19.5-pound box of Purina Tidy Cats light weight cat litter for \$19.88 (plus shipping) and a case of four 7.5-pound bottles of Orvus W A paste (a gentle detergent used to clean cattle and horses) for \$85.88.

Grilling – BJ's stocked the following grilling accessories: a Chef Buddy adjustable LED barbeque grill light for \$12.99, a Chef's Kitchen motorized grill brush for \$19.99, a three-piece Mr. Bar-B-Q grill stone pizza set with a pizza stone, folding pizza peel and a cutter for \$19.99 (plus shipping) and a 30-piece Mr. Bar-B-Q stainless steel grilling tool set with an aluminum case for \$54.99 (four steak knives, 12 corn holders, a fork, tongs, basting brush, knife, six skewers, a grill brush and two grill brush replace heads).

Daycare – Costco stocked a number of items for daycare operators: a Lifetime room kit with four 6-foot adjustable height tables and 16 kid's chairs (eight blue and eight lime) for \$699.99, a set of six ECR4Kids stackable rest cots for \$169.99, a set of ten Foundations Biltmore compact white baby crib and mattress for \$1,999.99 and a set of 13 Lifetime blue kids stacking chairs for \$239.99.

Sundries – Costco's sundry assortment included: a case of two 32-roll packages of Scott natural tube-free single ply bath tissue for \$44.99, a case of four 260-count packages of Kirkland Signature one ply white napkins for \$14.99, a 500-count case of Webster resealable plastic sandwich bags for \$19.99, a case of eight 38-ounce bottles of Dawn dishwashing liquid for \$39.89, an 80-count box of Swiffer dry cleaning cloths for \$18.79, a package of two 160-count boxes of Bounce dryer sheets for \$12.99, a 22-ounce bottle of Lysol power and free multi-purpose cleaner for \$3.69, a case of four 38-count bags of Tide spring meadow scent laundry detergent pods for \$32.99 and a 175-count package of Dixie 12-ounce paper bowls for \$9.69.

BJ's sundry assortment included: a 105-count tub of Cascade dishwasher detergent pacs for \$15.99 (plus shipping), a 38-ounce bottle of Joy dishwashing liquid for \$6.99, a package of four 25-ounce bottles of Scrubbing Bubbles bathroom cleaner for \$11.99 (plus shipping), an 80-ounce bottle of Liquid Plumr heavy duty clog removing gel for \$13.99, a case of six 64-ounce bottles of Mop & Glo triple action floor cleaner for \$89.99, a package of three 144-ounce bottles of Pine-Sol lemon scented all-purpose cleaner for \$29.99, a 15-ounce bottle of Fuller Brush microwave oven cleaner for \$7.99, a package of 18 Scotch-Brite non-scratch blue scrubbing sponges for \$11.99 (plus shipping), a 170-ounce bottle of Tide high efficiency liquid laundry detergent for \$19.99 (plus shipping), a package of two 12-inch by 124-foot rolls of Reynolds heavy duty aluminum foil for \$12.99 (plus shipping), a package of four 36-count boxes of Glad one-gallon zippered storage bags for \$8.49 (plus shipping) and a 360-count box of Berkley & Jensen clear heavy duty cutlery (180 forks, 120 spoons and 60 knives) for \$12.99.

Concession and Vending Supplies – Sam's stocked a wide variety of concession appliances and supplies: a Gold Medal combination pretzel oven and humidified cabinet for \$1,397.00 (plus shipping), a case of 1,000 Gold Medal foil hot dog bags for \$55.96, a Commercial Pro hot dog roller grill that will cook a thawed hot dog in 20 minutes for \$633.00, a case of six 64-ounce bottles of Gold Medal frusheez grape frozen drink concentrated mix for \$38.68 (plus shipping), a case of 1,000 Sno-Kone six-ounce paper cups for \$39.88 (plus shipping), a Gold Medal econo floss cotton candy machine for \$621.58 (plus shipping) and a case of 1,000 Gold Medal cotton candy cones for \$24.38 (plus shipping).

Sam's vending selection included: a Selectivend combination drink (six selections) and snack (16 selections) machine for \$4,698.00, a Seaga full size cigarette (60 selections) vending machine for \$4,998.00, a Northwestern super 60 yellow coin operated gumball machine for \$81.97, a Free Throw Frenzy full size arcade coin operated basketball shooting game for \$4,327.00 (plus shipping), a case of three hundred 3-inch by 4-inch WWE vending machine stickers for \$51.86, a case of three hundred 3-inch by 4-inch SpongeBob Squarepants vending machine tattoos for \$51.98 and a case of 2,340 Spangler dum dum lollipops for \$99.98.

Salons and Tanning – Sam's Club stocked a number of salon and tanning SKUs: a Keller hydraulic barber chair for \$488.00 (plus shipping), a Keller portable manicure table for \$148.74 (plus shipping), a Keller hydraulic facial table for \$618.00 (plus shipping), a one-gallon bottle of EarthLite all-in-one unscented massage lotion for \$46.22, a one-gallon bucket of EarthLite multi-purpose massage crème for \$56.14, a Keller combination hooded dryer and dryer chair for \$362.00 (plus shipping) and a Storm 24S Wolff System tanning bed with face lamps for \$2,198.00.

Health and Beauty Aids – Costco stocked: a 500-count bottle of Bayer 325-mg aspirin for \$13.99, a 320-count bottle of Aleve arthritis pain caplets for \$18.99, a case of six 2.11-ounce bottles of Kirkland Signature minoxidil hair regrowth foam for \$48.99, a 200-count bottle of Advil PM caplets for \$19.99, a package of five 8.2-ounce tubes of Crest complete extra whitening plus scope toothpaste for \$12.99, a package of eight Colgate optic white 360 platinum toothbrushes for \$9.97, a package of two 1.5-liter bottles of Crest pro health multi protection mouthwash for \$9.49, a package of 16 Gillette fusion proglide power cartridges for \$58.99 and a package of three 6.0-ounce bottles of Gillette proglide 2-in-1 shaving gel for \$11.49.

BJ's health and beauty aid selection included: a package of three 5.5-ounce tubes of Colgate optic white toothpaste for \$8.99 (plus shipping), a package of two 1.5-liter bottles of Listerine cool mint antiseptic mouthwash for \$17.99, a 52-count box of Gillette disposable custom plus men's razors for \$25.99 (plus shipping), a 3.4-ounce bottle of Dior Homme Sport after shave lotion for \$54.99, a package of two 16-ounce bottles of AMO Complete contact lens solution that cleans, disinfects and removes proteins for \$14.99 (plus shipping), a package of two 6-ounce bottles of Odor-Eaters foot powder for \$11.99 (plus shipping), a package of four 2.7-ounce sticks of Degree men's cool rush antiperspirant and deodorant for \$7.99 (plus shipping), a box of four 8-ounce bottles of Neutrogena liquid facial cleanser for \$14.99 (plus shipping) and a Silk'n SensEpiil hair removal system with four disposable lamp cartridges (each cartridge holds 750 hair removal pulses) for \$549.99.

Hardware – BJ’s hardware selection included: a 28-gallon portable air compressor from Pulsar for \$349.99, a RIGID four-inch cast iron bench chain vise for \$259.99, a Jackson 40-inch sledge hammer for \$25.99, a case of twelve 9-ounce bottles of Red Devil clear silicone sealant for \$49.99, a Generac 20,000-watt natural gas home backup generator for \$4,457.99, a Ford 3,100-psi portable gas pressure washer for \$499.99, a 3M 6000-series large full face mask with a reusable respirator for \$139.99, a set of ten 3M particulate welding respirators for \$25.99, a 500-count box of Howard Leight single use cordless 32-db ear plugs for \$58.49, a set of six 2-inch Master Lock resettable combination padlocks with a hardened steel shackle for \$159.99, a Sun Joe cordless chain saw for \$299.99 and a Stanley 54-inch hydro walk behind lawn mower with a floating deck for \$4,399.99.

PriceSmart’s hardware assortment included: a Lifan 20,000-watt liquid cooled standby generator for \$7,182.83 (CRC 3,849,995), a Lifetime 10-foot by 8-foot outdoor storage shed with two doors for \$1,716.41 (CRC 919,995), a DeWalt 18-volt half-inch compact drill and driver kit with an LED work light, two batteries and a heavy duty case for \$242.53 (CRC 129,995), a Rockwell 4.5-inch compact circular saw for \$124.99 (CRC 66,995), a DeWalt 37-piece screwdriver bit set for \$42.90 (CRC 22,995), an Everlast 160-amp welder with a tig stick pulse welder and a plasma aluminum cutter for \$708.95 (CRC 379,995) and a 120-gallon Industrial Air two stage air compressor that can operate more than one air tool at a time for \$2,798.50 (CRC 1,499,995).



Sam’s—Tide Floor Cleaner Tablets

Janitorial – Some of the commercial janitorial supplies at Sam’s Club included: a Rubbermaid 35-quart yellow combination bucket and wringer for \$68.94, a Tornado piranha two-speed floor cleaning machine for \$858.00, a case of 5,000 Boardwalk premium half-fold toilet seat covers for \$52.88, a 100-count case of 1.5-ounce Tide floor and all-purpose cleaner packets (powder) for \$29.96 (see picture on the left), a five-gallon container of Franklin Superscope II non-ammonia floor stripper for \$39.68 and a case of fifteen 6-ounce cans of Endust professional dusting spray for \$61.76.

Construction – Sam’s stocked a variety of construction products: a Louisville eight-foot folding fiberglass step ladder for \$224.98, a Safco Remedase deluxe back safety support belt for \$49.22, a 3M extreme performance over-the-head ear muffs for \$21.68 and a Grizzly one-horsepower air mover/dryer for \$254.88.

Web Site Observations – March, 2017

Please note, the retail prices mentioned in this article include shipping and handling unless otherwise noted and do not include any discounts or instant savings. To view items at PriceSmart.com, one of the countries in which the company operates must be selected. For this article, Costa Rica was selected and the exchange rate at the time was 1 USD (US Dollar) for every 559 CRC (Costco Rica Colons).

For each PriceSmart item mentioned in the article, the CRC and US Dollar (rounded to the nearest dollar) retail prices are provided. Additionally, items ordered at PriceSmart.com are delivered to a member’s local club where it can be picked up. PriceSmart does not deliver online orders to a residence or business.

Kitchen and Appliances – BJ’s assortment included: a Chef Buddy grill and panini press for \$39.99, a NewAir 46-bottle capacity dual zone wine cooler with five wood drawers for \$849.99, a NewAir 250-cigar capacity cigar cooler with a hygrometer (a humidity measurement tool) for \$349.99 (plus shipping), a Nostalgia vintage old fashioned table top hot dog roller for \$29.99 (plus shipping), a Chef Buddy 15-ounce self-stirring travel mug with an on/off switch and a leak proof cap for \$10.99, a Chef Buddy three-cup capacity pancake batter dispenser for \$14.99, a Penfield 56-inch long by 36-inch high black kitchen island with a natural wood top and three adjustable shelves, three drawers, a silver tray, a towel bar and two spice racks from Powell for \$1,199.99 and a set of four Riedel chardonnay glasses for \$74.99 (plus shipping).

Costco’s assortment included: a CRAFTTEA tea and chai maker that can use loose tea, spices, fruits and flowers for \$149.99, a Cuisinart two-quart ice cream, frozen yogurt and sorbet maker with a recipe book for \$69.99, a Phillips pasta and noodle maker with eight noodle extruding attachments, a recipe book and will automatically mix, knead and extrude for \$249.99, a WineStation four bottle wine pouring system that can preserve wine for 60 days, has a dual zone temperature, clean pour head technology and two argon gas bottles for \$4,999.99, a Camp Chef National Parks cast iron cooking set with a 12-inch Dutch oven, a 12-inch skillet and an interchangeable lid for \$59.99, a 16-piece Restaurant Essentials food storage container set with four 8-quart containers, four 6-quart containers and eight lids for \$84.99 and a 144-piece stainless steel foodservice flatware set from Tramontina (36 each of knives, forks, spoons and teaspoons) for \$44.99.

PriceSmart stocked: a Hamilton Beach espresso and cappuccino maker for \$205.72 (CRC 114,995), a four-quart Hamilton Beach stand mixer with three attachments for \$152.05 (CRC 84,995), a Kalorik seven-egg capacity stainless steel egg cooker (it can hard boil, poach and soft boil) for \$48.29 (CRC 26,995), a set of twelve 4-ounce white salad bowls from Thunder Group for \$62.60 (CRC 34,995), a five-quart Tramontina covered Dutch oven for \$89.44 (CRC 49,995) and a Tramontina eight-piece cookware set for \$196.77 (CRC 109,995).

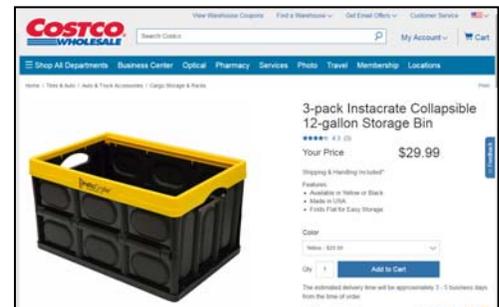
Sam's Club stocked: an Ariel soft serve ice cream, yogurt, gelato and custard machine with two 3.3-gallon hoppers, three pull-down dispensers (one of which combines the two flavors in a twist), a production time of 15 minutes and can serve up to 92.6-pounds of product per hour for \$15,842.00 (plus shipping), an Ariel counter top three flavor slush machine for \$2,394.00 (plus shipping), a Gold Medal caramel apple dip warmer with two hoppers for \$460.00 (plus shipping) and a Paragon 11-quart stainless steel kettle-shaped soup warmer for \$125.00.

Greenmade – InstaCrate – Greenmade is the manufacturing division of U.S. Merchants, a contract packager and inventor of innovative wholesale club packaging solutions. One of its items is the 12-gallon InstaCrate collapsible storage bin that typically retails at Costco's club locations for \$7.99. The product folds and ships flat (maximizing the number of items on the pallet and reducing the shipping cost per SKU) but can be easily converted into a box. From a club buyer perspective, the item appeals to both business and consumer members given its wide range of storage features. For example, for businesses, the item includes molded rails to support hanging file folders.

While many of the items listed on club web sites are not stocked in the club locations, some club location items are stocked online. However, to differentiate that club location SKU, a club online buyer will sell a multi-pack of a club location SKU on its web site. Costco.com stocked a package of three 12-gallon InstaCrate collapsible storage bins for \$29.99 (see picture below).

One of the strategies the club's use to make it easier to purchase merchandise online is to include shipping and handling costs in the retail price when possible and, as mentioned on page one, many of the items observed on each club's web site do in fact include shipping and handling (the phrase "shipping and handling included" appears to the left of the retail price in the picture above).

By include shipping and handling, club members can more easily compare online prices between club and non-club web sites. Making sure the shipping and handling costs are also a value is another way the club online buyer can reinforce the value a member receives by shopping at a club online. For this particular item, the \$2 shipping and handling cost per crate is well below the delivery cost found on other online web sites.



Costco—InstaCrate Collapsible Storage Bin

Getting a product listed/displayed in multiple online categories is another strategy that a vendor and/or club buyer can use to increase sales. The InstaCrate SKU was listed within three categories on Costco.com: storage and organization within home improvement, interior accessories within auto and truck accessories and cargo storage and racks within auto and truck accessories.

Dry Grocery and Candy – BJ's dry grocery selection included: a case of ten 18-count boxes of Newman's Own organic special blend coffee KCups for \$89.99 and a case of ten 16-count boxes of Swiss Miss hot chocolate KCups for \$89.99. Costco's dry grocery and candy selection included: a case of twelve 7-ounce bags of Godiva milk chocolate caramel truffles for \$119.99, a case of thirty-six 6-ounce cans of Kirkland Signature private label sockeye salmon for \$139.99, a case of six 48-ounce bags of Namaste gluten free organic flour for \$69.99 and a 40-pound bag of Royal Chef's basmati rice for \$54.99.

Sam's dry grocery assortment included: a case of six 32-ounce bags of Dorsel's white self-rising corn meal for \$21.98, a case of six 64-ounce packages of Gold Medal grape slush mix for \$38.68, a case of six 128-ounce cans of Midway's Finest caramel apple dip for \$99.98 (plus shipping), a pallet of eighty 25-pound bags of Prairie Mills all purpose flour for \$1,470.00 and a case of two-hundred 4-gram lemon juice packets from Real Lemon for \$4.38 (plus shipping).

Hardware and Tools – BJ's hardware selection included: a Pulsar diesel portable gas 7,000-peak watt generator for \$1,499.99 and a Stanley 134-piece hand tool set and case for \$29.99. Costco's hardware assortment included: a Dirty Hand Tools 28-ton log splitter with a 9.5-horsepower engine, a log catcher and cover for \$1,499.99, a set of three First Alert carbon monoxide alarms with three 9-volt batteries for \$49.99 and a package of two 14-ounce First Alert Tundra-brand fire extinguisher spray cans with material that is non-toxic and biodegradable for \$16.99 (plus shipping).

PriceSmart stocked: a Kushlan 300-pound capacity cement mixer with three steel blades and a 3/4-horsepower electric motor for \$747.75 (CRC 417,995), a ShopVac 2,000-cfm air circulator with a cord wrap for \$304.11 (CRC 169,995) and a Lifan 20,000-watt LPG/NG liquid cooled standby generator for \$7,334.52 (CRC 4,099,995). Sam's Club stocked: a Mold Detective five-room mold test kit with a free analysis (a \$35 value), a sampling pump, air sample cassettes, surface samples and a mailing envelope for \$79.88, a Pro-Series welded steel drywall and panel hoist for \$240.92, a Swisher 7-foot by 12-foot emergency safety shelter designed to be installed inside that can fit 25 people and withstand tornado force winds for \$7,299.00 and a ZillaReel 50-foot retractable cord reel with a grounded triple tap plug for \$89.98.

Health and Beauty Aids – BJ's stocked a case of four 1-gallon bottles of Dial antimicrobial liquid gold soap for \$70.69. Costco stocked a Health-O-Meter wireless scale and activity tracker watch set for \$79.99. Sam's Club stocked: a case of seventy-two 3.1-ounce bars of Ivory white bath soap for \$45.68, a case of forty-eight 4-ounce bars of Lava unscented hand soap for \$62.88 and a Mega Motion Rascal-8 brand four-wheel scooter with a maximum speed of four miles per hour and a 250-pound weight limit for \$679.00.

Office Equipment and Supplies – BJ's stocked: a 50-count case of Fellowes clear plastic shredder bags with ties for \$44.99, a 26-sheet capacity strip cut office shredder from GoEcolife for \$829.99, a 4.2-cubic foot fire resistant safe from Mesa Safe with two combination dial locks that can withstand efforts to break in using a sledgehammer, a drill and carbide cutters for \$2,499.99, a uAttend electronic time clock with an LCD display and the capability to support an unlimited number of employees, various pay periods and can export data to payroll systems for \$124.99, a 25-count case of uAttend RFID proximity fobs that automatically sign an employee in/out when waved in front of the uAttend electronic time clock for \$64.99 and an XLBLUE telephone system with eight IP phones, a wireless adapter for wireless phone connections, an automated attendant, voice mail and call forwarding for \$1,499.99.

Costco stocked: a four-drawer 64-inch wide by 37-inch high insulated file cabinet that is fire resistant for up to one hour from FireKing for \$3,129.99, a pallet of 18 Lifetime 8-foot plastic folding tables for \$2,599.99, a set of 32 Lifetime plastic folding chairs and a storage cart for \$999.99, a pallet of 16 Pro-Line adjustable ergonomic office chairs for \$2,599.99, a pallet of eighty 2,500-count boxes of Boise 8.5-inch by 11-inch 92-bright multi-purpose paper for \$1,689.99, a set of 50 Command general purpose plastic hooks each with a three-pound holding capacity for \$38.99, an 800-piece classroom crayon set from Crayola with sixteen different colors (50 of each color) for \$49.79 and a 256-piece classroom washable marker set from Crayola with sixteen different colors (16 of each color) for \$67.99.

Sam's Club stocked: a Lifetime classroom chair and table set with sixteen plastic stacking chairs and four 29-inch plastic tables for \$549.00, a Quartet 8-foot wide by 4-foot high porcelain black chalkboard with an aluminum frame for \$369.00, a case of twelve 8-ounce packages of Crayola white modeling compound for \$52.98 and a case of sixty 7-gram washable all purpose clear glue sticks from Elmer's for \$29.68.

Computer Supplies and Printers – Costco stocked an ioSafe six-terabyte fire and waterproof external hard drive for \$499.99. Sam's Club stocked: a MakerBot desktop 3D printer for \$2,326.00 and a 7.76-ounce roll of MakerBot green 3D printer filament for \$19.98.

Electronics – BJ's electronic assortment included: a refurbished eight-inch 16-gigabyte Android-based tablet from Samsung for \$179.99, a refurbished 65-inch ultra high definition smart LED television with 4K resolution from Samsung for \$1,979.99 and a refurbished 39-inch smart LED television with 720p resolution from Vizio for \$239.99. Costco stocked an Artesia Bluetooth-enabled digital grand piano with a bench, songbook and cabinet for \$2,399.99. PriceSmart stocked a Crosley desktop jukebox with a CD player, LED lighting, an AM/FM radio and a cherry finish for \$196.77 (CRC 109,995).

Perishable Food – BJ's perishable selection included: a package of six 18-ounce de-boned rib steaks from Bubba's-Q for \$149.99, a 15 to 16-pound bone-in prosciutto with a wood morsa holder and knife from Daniele for \$309.99, a 4.4-pound package of grilled Italian artichoke hearts from Fondo di Toscana for \$59.99, a 4.4-pound package of Italian long stem artichokes from Fondo di Toscana for \$59.99 and an eight-pound package of fresh king crab legs from Rastelli Market for \$229.99.

Costco's perishable assortment included: a package of 12 gourmet kids snack packs from Daniele (four salami and cheddar, four pepperoni, provolone and cranberry and four salami, provolone and mega munch) for \$59.99, a 2.7-pound package of organic assorted mushrooms (brown shimeji, white shimeji, maitake and king trumpet) from Sid Wainer & Son for \$59.99 and an 11-pound case of backyard beauty tomatoes from Sid Wainer & Son for \$52.99.

Sam's perishable selection included: a case of four 16-ounce packages of Batterlicious edible peanut butter cup cookie dough for \$29.88, a 10 to 11-pound 100% Iberico acorn fed 48-month aged boneless Spanish ham from Fermin for \$799.00, a case of ninety-six 1.45-ounce plastic cups of double chocolate mousse from Galaxy Desserts for \$99.98, a case of eight 16-ounce containers of Haagen-Dazs chocolate ice cream for \$59.88, a case of ten 42-count boxes of Marche de Paris French macaroons (60 each of vanilla, pistachio, strawberry, white chocolate, crème brûlée, milk chocolate and lemon) for \$198.68, a ginger cranberry sauce kit that the member prepares at home (the package includes 16-ounces of cranberries, eight-ounces of honey, 32-ounces of orange juice and six-ounces of ginger) from Sid Wainer & Son for \$27.88, a case of 96 New England crab cakes from Sid Wainer & Son/Domaine de Provence for \$149.98, a case of 60 mini reuben sliders from Sid Wainer & Son/Domaine de Provence for \$84.47 and a 20-pound case of colossal U15 shell-on uncooked shrimp from Tampa Bay Fisheries for \$362.76.

Automotive – Costco stocked: a AirBedz truck bed air mattress with a built-in pump, carry bag and patch kit for \$199.99 and a DK2 utility trailer that is 4.5-feet wide by 7-feet long with a 1,500-pound load capacity and front and back drop gates for \$999.99. Sam's Club stocked: a case of twelve 32-ounce bottles of Penzoil SW30 motor oil for \$40.98 and a case of nine 16-ounce bottles of VP Racing madditive fuel system cleaner for \$107.55.

Detergents and Cleaning – BJ's stocked a case of twelve 35-count bottles of Clorox disinfecting wipes for \$44.89. Costco stocked: a case of twelve 24-ounce bottles of Clorox toilet bowl cleaner with bleach for \$29.69, a case of twelve 19-ounce bottles of Lysol disinfectant spray for \$78.99, a yellow janitor mop bucket/wringer and two yellow caution signs from Restaurant Essentials for \$79.99 and a Sienna window steam cleaning system with a ten-piece accessory kit for \$79.99. Sam's Club stocked: a case of one-hundred 2-count vending boxes of Snuggle blue sparkle fabric softener sheets for \$36.96 and a case of one-hundred one-load vending bottles of Wisk liquid detergent for \$54.84.

Paper and Plastic – BJ's stocked: a case of 1,000 Dixie 12-ounce hot cups with the coffee dream logo for \$127.49, a 500-count case of Dixie 8.5-inch ultra heavyweight paper plates for \$69.99, a case of sixty 505-sheet rolls of two-ply Kleenex Cottonelle bathroom tissue for \$72.49, a case of 1,000 black heavyweight plastic knives from Dixie for \$31.99 and a case of forty-eight 125-count boxes of Kleenex facial tissue in a pop-up dispenser for \$97.49.

Costco stocked: a case of thirty 44-count rolls of Bounty one-ply basic paper towels for \$29.99 and a case of thirty-six 750-sheet rolls of Georgia-Pacific Angel Soft coreless two-ply bathroom tissue for \$65.99. Sam's Club stocked: a case of twelve 10-inch by 10-inch cupcake boxes with a window from Boxit for \$11.98, a case of 1,000 Get Reddi 10-pound capacity ice bags with twist ties for \$89.98, a case of twelve 500-count pop-up boxes of Marcal 12-inch by 10.75-inch deli paper for \$79.96, a 100-count case of Member's Mark private label half size steam table pans for \$17.88 and a case of twenty-four Boxit cupcake box inserts (each insert holds 12 cupcakes) that fit a 14-inch by 10-inch cupcake box for \$10.98.

Sports and Camping – BJ's stocked: a Body Solid ab wheel for \$23.99, a 5.2-gallon portable camping toilet from Century for \$87.99, a 14-inch neon New York Rangers wall clock for \$94.99 and a Powerline leg extension and curl machine for \$269.99. Sam's Club stocked a case of thirty-six 20-ounce cans of Sport Supply athletic field marking paint for \$118.32.

Seasonal – PriceSmart stocked: a Dream Maker six person hot tub with a cover for \$3,577.81 (CRC 1,999,995), a Lifetime 15-foot by 8-foot outdoor garden storage shed with skylights and screened vents for \$2,558.13 (CRC 1,429,995), a Rite Lite 6.5-inch tree of life silver Kiddush cup for \$78.70 (CRC 43,995), a Rite Lite traditional antique bronze large menorah for \$61.81 (CRC 33,995) and a Swim'n Play 15-foot round above ground pool with a steel ladder, resin steps and a filtering system for \$536.66 (CRC 299,995).

Notes