

Digital Grocery Department Performance Report

MAY 2023



FRESHNESS GUARANTEED

Great Value, Great Value

Baking

Bakery & Bread

Beverages

Breakfast & Cereal



Great Value

Value,



Candy

Produce

Unbranded

Coffee

Dairy & Eggs

Deli



Val



Fresh Produce

Frozen Foods

febreze

Air Fresheners

Meat & Seafood

Pantry



Snacks, Cookies & Chips



DURACELL

Bathroom Supplies

Batteries



·



Paper & Plastic

Pest Control



Cleaning Supplies

Laundry



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Digital Grocery & Household Essentials Department Performance

May 2023

Report Overview

This report provides a holistic overview of each major grocery department at Walmart. It includes information about sales, sponsored search, and organic search for each department.

- Department Overview
- Top-Selling Brands
- Top Brands in Organic Search
- Top Brands in Paid Search
- Top Promoted Brands
- Top-Selling Items
- ❖ Disclaimer: Analytic Index has no affiliation with Walmart. All data is proprietary to the Analytic Index. This report is based on performance items which are in the top-performing sales or search items.
- This report is based on top-performing items in sales or search on Walmart (Top 100 BSR & within top 2 pages of search results)
- ❖ The prior period and percent change in this report is comparing data from the previous year (year-over-year).

Definitions

Top-Selling Brands

Estimated sales share based on the brand's items, their best seller rank, and historical sales.

Top Brands in Organic Search

Based on share of organic search visibility, which is similar to organic impressions in that it looks at keywords the brands items appear for, how high they rank for said keywords, and the search volume of the keywords.

Top Brands in Paid Search

Based on share of paid search visibility, which is similar to ad impressions in that it looks at keywords the sponsored items appear for, their ad position on the page for said keywords, and the search volume of the keywords.

Top Promoted Brands

The brands that were observed with the most promo activity via retailer badges.

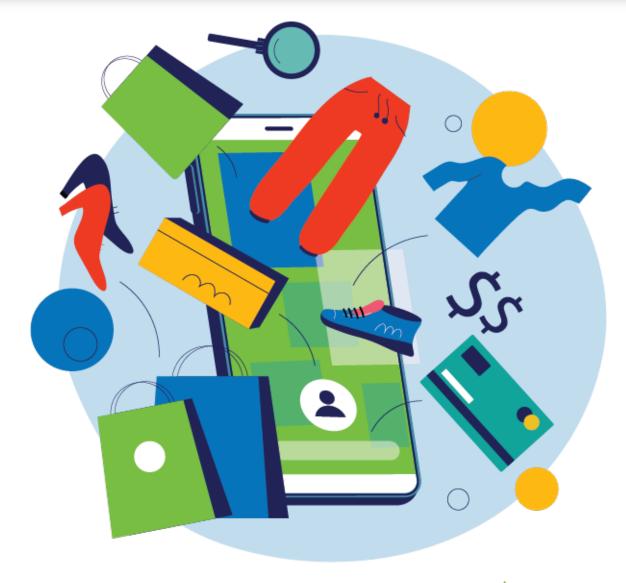
Top-Selling Items

The best-selling items based on Best Seller Ranking over the time period.



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Batteries	1
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Laundry	17
Paper & Plastic	18
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Walmart | Digital Grocery



Walmart >'<

Digital Grocery

Baking	1
Bread & Bakery	2
Beverages	3
Breakfast & Cereal	4
Candy	5
Coffee	6
Dairy & Eggs	7
Deli	8
Fresh Produce	9
Frozen Foods	10
Meat & Seafood	11
Snacks, Cookies, & Chips	12





Walmart | Baking



Market Share Leaders:





Produce Unbranded





Brands Observed

39

▼ -26% vs Prior Period

Items Observed

141

▼-19% vs Prior Period

Department Summary

Keywords Observed

36,807

▲ 74% vs Prior Period

Organic Search Visibility

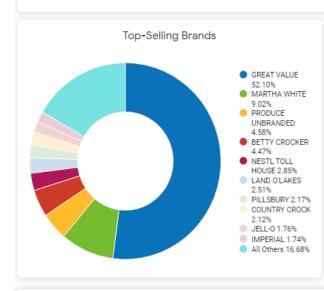
▼-27.2%

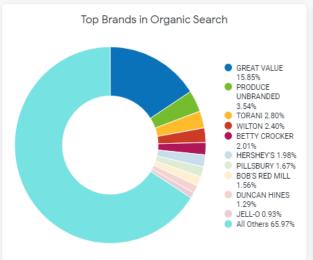
5,896,731,477 Weekly Average

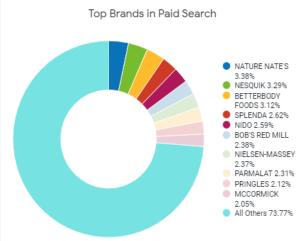
Sponsorship Activity

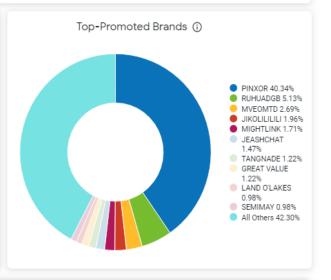
▼-11.1%

871,248 Weekly Average









Top-Selling Items:



\$1.22 17.4 ¢/oz Martha White Strawberry Cheesecake Muffin Mix, 7 Oz Bag



\$6.78 67.8 ¢/lb

Great Value Granulated Sugar, 10 lbs



+ Add

\$1.18 11.8 ¢/oz

Great Value Marshmallows, 10 oz



\$3.92 \$1.96/lb Lemons, 2 lb Bag



\$4.12 8.6 C/H 02

Great Value Vegetable Oil, 48 fl oz

****** 1165

Walmart | Bakery & Bread



Market Share Leaders:











Brands Observed

34

▼-49% vs Prior Period

Items Observed

158

▼-40% vs Prior Period

Department Summary

Keywords Observed

15,594

▲ 64% vs Prior Period

Organic Search Visibility

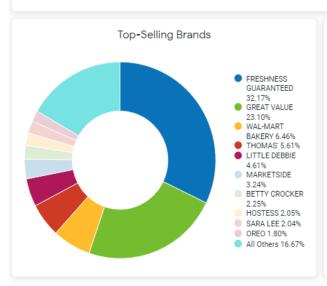
V-31.3%

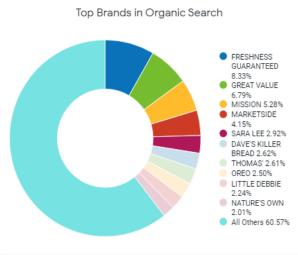
4,257,000,762 Weekly Average

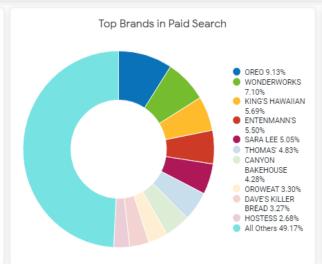
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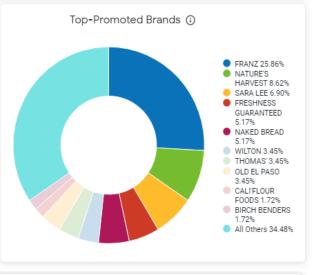
▼-11.8%

334,866 Weekly Average









Top-Selling Items:



\$0.74 22.8 ¢/oz

Freshness Guaranteed 4" Mini Pecan Pie. 3.25 oz



\$1.46 7.3 ¢/oz Great Value White Round Top Bread

Loaf, 20 oz



\$1.46 7.3 ¢/oz Great Value White Sandwich Bread, 20



\$1.46 13.3 ¢/oz Great Value Hamburger Buns, 8 Count, 11 oz



+ Add

\$3.97

Freshness Guaranteed Apple Fritters, 6 Count

Walmart | Beverages



Market Share Leaders:











Brands Observed

49

▼-42% vs Prior Period

Items Observed

141

▼-25% vs Prior Period

Department Summary

Keywords Observed

40,844

▲ 88% vs Prior Period

Organic Search Visibility

V-34.5%

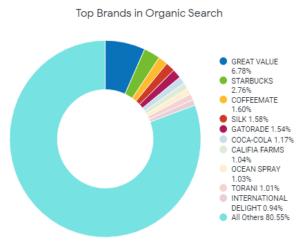
13,169,296,091 Weekly Average

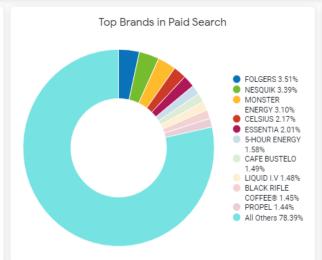
Sponsorship Activity

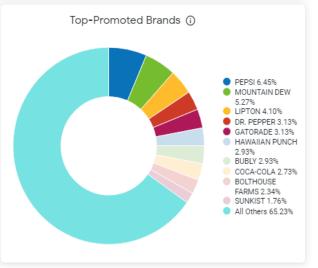
▼-29.3%

2,291,268 Weekly Average









Top-Selling Items:



\$4.98 4.9 ¢/fl oz Coca-Cola Soda Pop, 16.9 fl oz, 6 Pack Bottles

★★★☆ 15597

\$6.98 4.8 c/fl oz

Mountain Dew Citrus Soda Pop, 12 oz,
12 Pack Cans

0



\$3.78 3.7 ¢/fl oz
Dr Pepper Soda, .5 L bottles, 6 pack
***** 2191



\$4.98 4.9 ¢/fl oz
Diet Coke Soda Pop, 16.9 fl oz, 6 Pack
Bottles

6330



+ Add

\$6.98 4.8 c/fl oz Pepsi Cola Soda Pop, 12 oz, 12 Pack Cans

★★★☆ 2653

Walmart | Breakfast & Cereal



Market Share Leaders:



Produce Unbranded







Brands Observed

44

▼ -25% vs Prior Period

Items Observed

146

▼-17% vs Prior Period

0

Department Summary

Keywords Observed

17,800

▲ 58% vs Prior Period

Organic Search Visibility

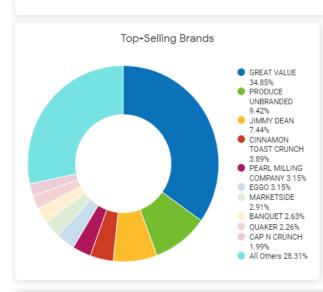
V-34.9%

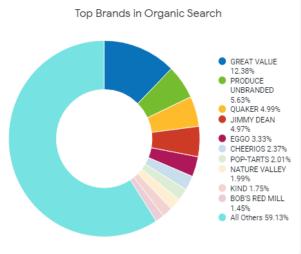
3,494,858,171 Weekly Average

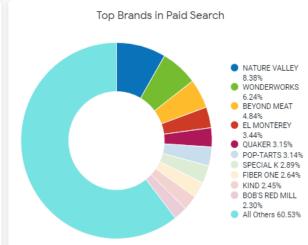
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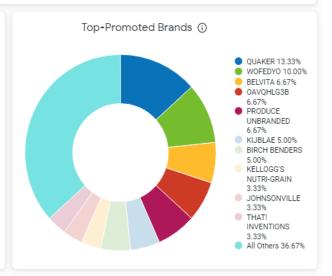
▼-19.1%

554,701 Weekly Average









Top-Selling Items:



\$6.57 26.3 ¢/oz

Great Value Pancake & Sausage on a Stick, 25 oz, 10 Count (Frozen)

★★☆☆☆ 159



0

+ Add

\$3.32 14.8 ¢/oz Great Value Seasoned Potato Hash Brown Patties, Shredded, 1 lb 6.5 oz, 10 Count (Frozen)





\$7.13 22.3 ¢/oz
Original Cinnamon Toast Crunch
Breakfast Cereal,32 OZ Cereal Bag



\$2.02 each 72.0 c/lb Final cost by weight Marketside Organic Bananas, Bunch



\$3.16 19.8 ¢/oz Great Value Cinnamon French Toast Sticks, 16 oz (Frozen)

Walmart | Candy



Market Share Leaders:









Generic

Brands Observed

71

▼-28% vs Prior Period

Items Observed

146

▼-41% vs Prior Period

Department Summary

Keywords Observed

20,418

▲ 92% vs Prior Period

Organic Search Visibility



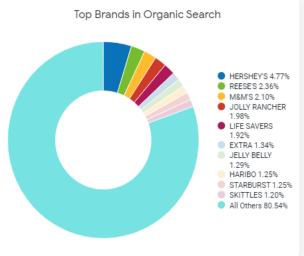
5,141,032,442 Weekly Average

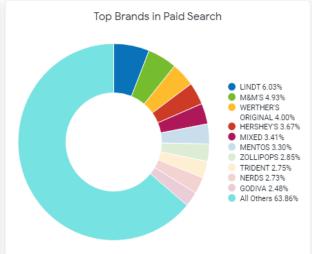
Sponsorship Activity

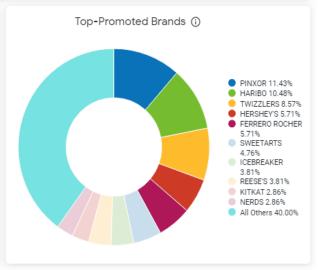


739,837 Weekly Average









Top-Selling Items:





\$3.97 27.6 ¢/oz Tootsie Roll Fruit Chews Assorted Fruit Flavors, 14.37 Oz ★★★☆ ™



\$7.33 45.8 c/oz Snickers, Twix, Milky Way & More Assorted Chocolate Candy Bar - 50 Ct *****: 529



\$4.12
Mentos Gum Sugar-Free Fresh Mint
Chewing Gum, 50 Pieces, Bottle
****: 165



\$12.98 34.2 ¢/oz M&M's Peanut Milk Chocolate Candy, Party Size - 38 oz Bag ****** \$1898

Walmart | Coffee



Market Share Leaders:











Brands Observed

44

▼-17% vs Prior Period

Items Observed

157

▼-28% vs Prior Period

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Department Summary

Keywords Observed

17,247

▲ 90% vs Prior Period

Organic Search Visibility

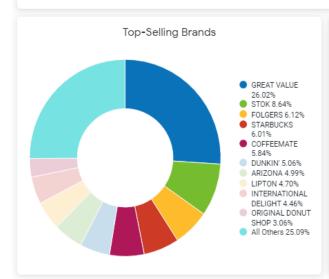


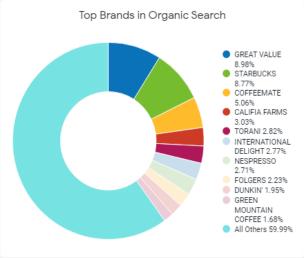
4,480,713,601 Weekly Average

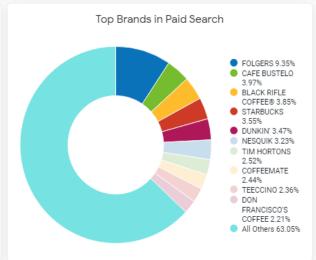
Sponsorship Activity



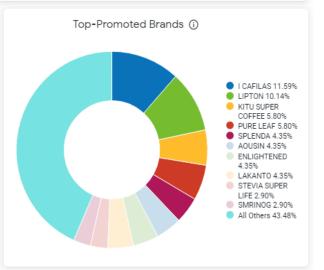
873,712 Weekly Average







0



Top-Selling Items:



\$5.86 12.2 ¢/fl oz
SToK Cold Brew Coffee, Black
Unsweetened, 48 Oz.



 \bigcirc

\$5.86 12.2 c/fl oz SToK Cold Brew Coffee, Not Too Sweet, 48 Oz.



+ Add

\$4.18 41.8 c/oz
Cafe Bustelo 7441701720 10 oz.
Espresso Coffee Brick Pack
***** 1100



0



\$4.46 37.2 c/ea

Great Value Classic Roast Ground
Coffee Pods, 0.31 oz, 12 Count
***©© 37



\$2.94 73.5 ¢/lb

Great Value Pure Granulated Sugar, 4 lb

*** 4727

Walmart | Dairy & Eggs



Market Share Leaders:











Brands Observed

▼-36% vs Prior Period

Items Observed

▼-23% vs Prior Period

Department Summary

Keywords Observed

18,562

▲ 54% vs Prior Period

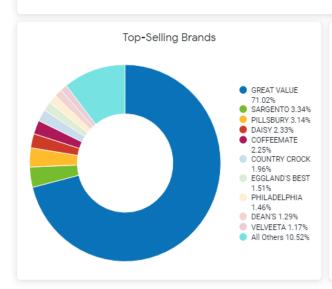
Organic Search Visibility

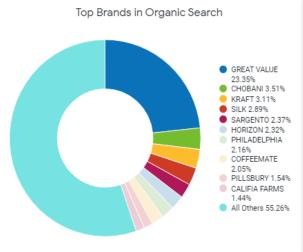
9,214,838,038 Weekly Average

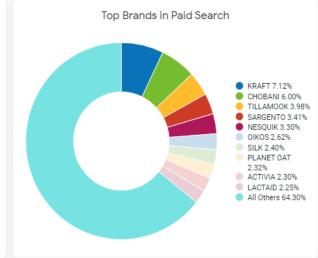
Sponsorship Activity

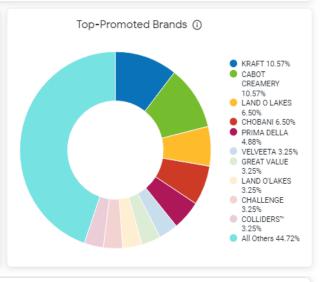
7-12.5%

761,551 Weekly Average









Top-Selling Items:



\$3.55 2.8 ¢/fl oz

Great Value Whole Vitamin D Milk, Gallon, 128 fl oz



\$3.33 2.6 c/fl oz Great Value 2% Reduced Fat Milk, 128 FI



\$1.87 23.4 ¢/ea Great Value Butter Flavor Flaky Jumbo Biscuits, 8 Count



\$1.92 60.0 ¢/oz Lunchables Turkey & American Cheese Cracker Stackers Kids Lunch Snack, 3.2 oz Tray

***** 106



\$2.42 13.4 c/ea Great Value Cage Free Large AA White Eggs, 18 Count

Walmart | Deli



Market Share Leaders:





Produce Unbranded





Brands Observed

52

▼-36% vs Prior Period

Items Observed

174

▼-32% vs Prior Period

0

Department Summary

Keywords Observed

19,538

▲ 55% vs Prior Period

Organic Search Visibility

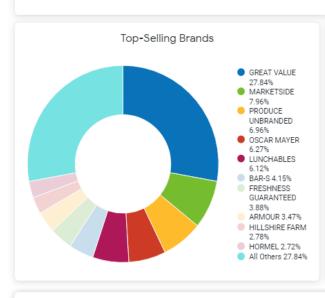


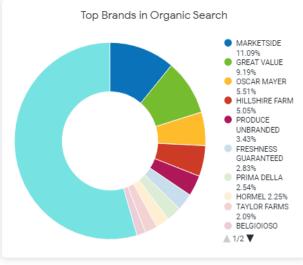
5,496,089,263 Weekly Average

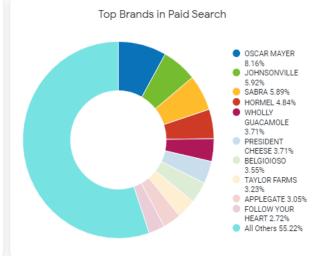
Sponsorship Activity

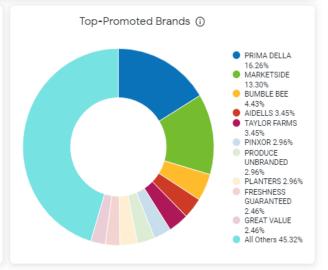


387,702 Weekly Average









Top-Selling Items:



+ Add

\$6.28 \$6.28/lb

Oscar Mayer Original Bacon Naturally Hardwood Smoked, 16 Oz Pack



+ Add

\$4.16 \$7.43/lb Great Value Oven Roasted Turkey Breast Lunchmeat, 9 oz



\$1.18 \$1.57/lb

Bar S Classic Chicken Franks, 12 oz, 8

Count



\$2.47 41.2 ¢/oz Fresh Blackberries, 6 oz



\$5.78 27.5 c/oz Cheez-It Original Cheese Crackers, 21 oz

Walmart | Fresh Produce



Market Share Leaders:

Produce Unbranded





Fresh **Produce**

Field Pack Unbranded

Brands Observed

▼-46% vs Prior Period

Items Observed

▼-41% vs Prior Period

Department Summary

Keywords Observed

12,544

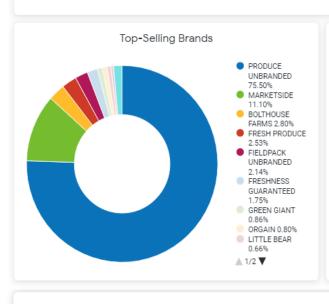
▲ 35% vs Prior Period

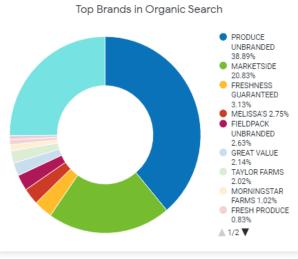
Organic Search Visibility

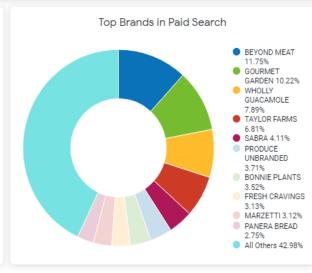
4,989,779,249 Weekly Average

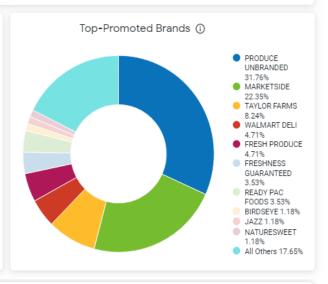
Sponsorship Activity

194,950 Weekly Average



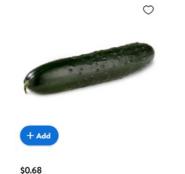






Top-Selling Items:





Fresh Cucumber, Each











\$2.24 14.0 ¢/oz Fresh Strawberries, 1 lb

Lemons, 2 lb Bag

Walmart | Frozen Foods



Market Share Leaders:











Brands Observed

24

▼-53% vs Prior Period

Items Observed

110

▼-42% vs Prior Period

Department Summary

Keywords Observed

23,706

▲ 55% vs Prior Period

Organic Search Visibility

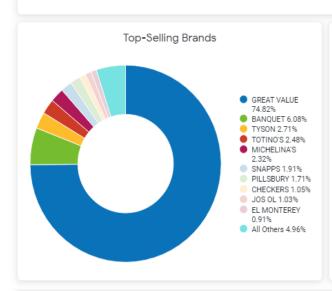


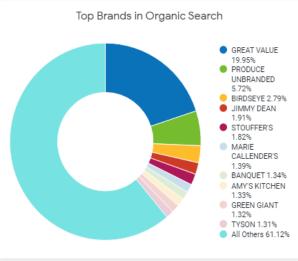
9,221,666,510 Weekly Average

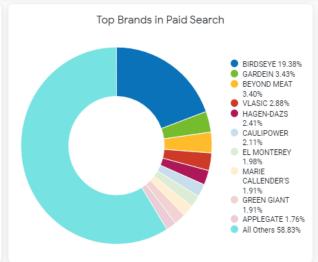
Sponsorship Activity



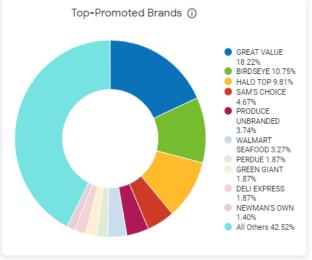
895,139 Weekly Average







0



Top-Selling Items:



+ Add

\$3.48 10.9 ¢/oz

Great Value Taters, Seasoned, Shredded Potatoes, 2 lbs



\$3.16 19.8 ¢/oz Great Value Cinnamon French Toast Sticks, 16 oz (Frozen)



+ Add

\$3.32 14.8 ¢/oz Great Value Seasoned Potato Hash Brown Patties, Shredded, 1 lb 6.5 oz, 10 Count (Frozen)



+ Add

\$1.16 9.7 ¢/oz Great Value Frozen Broccoli Florets, 12 oz Steamable Bag



\$3.12 39.0 ¢/oz Great Value Asparagus Spears, 8 oz (Frozen)

Walmart | Meat & Seafood



Market Share Leaders:



Produce Unbranded





Fresh Ground Beef

Brands Observed

35

▼-67% vs Prior Period

Items Observed

131

▼-60% vs Prior Period

Department Summary

Keywords Observed

21,658

▲ 61% vs Prior Period

Organic Search Visibility

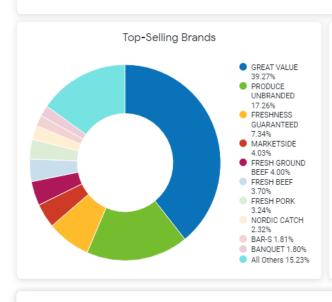
V-36.0%

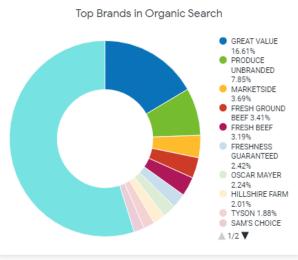
5,214,094,389 Weekly Average

Sponsorship Activity

▲ 1.1%

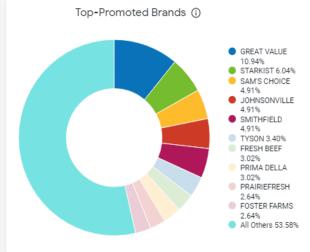
334,152 Weekly Average







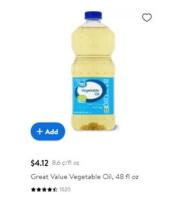
0



Top-Selling Items:



\$1.12 11.2 c/fl oz
Great Value Worcestershire Sauce, 10 fl
Ounce
*****: 395





+ Add

\$1.97 Fresh Celery Stalk, Each



\$5.97 \$1.19/lb Freshness Guaranteed Fresh Chicken Drumsticks, 5 lb



+ Add

\$5.24 \$1.05/lb Yellow Potatoes, 5lb Bag

Walmart | Snacks, Cookies & Chips



Market Share Leaders:











Brands Observed

64

▼-16% vs Prior Period

Items Observed

206

▲ 14% vs Prior Period

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Department Summary

Keywords Observed

36,109

▲ 73% vs Prior Period

Organic Search Visibility

▼-32.5%

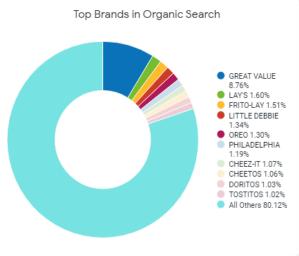
10,993,380,720 Weekly Average

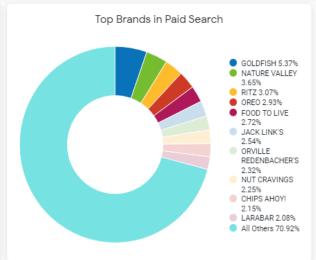
Sponsorship Activity

V-1.1%

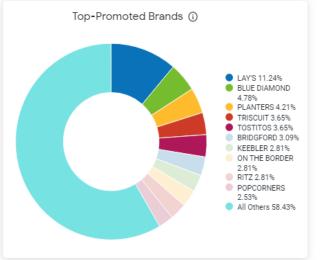
1,532,671 Weekly Average







0



Top-Selling Items:



+ Add

\$2.78 21.2 ¢/oz Little Debbie Cosmic Brownies, 13 oz ★★★☆ 194 Original 16 Mass

\$4.82 38.9 c/oz

Rice Krispies Treats Original Chewy
Marshmallow Snack Bars, 12.4 oz, 16
Count

*****: 853



+ Add

\$1.97 15.2 ¢/oz Great Value Creme Filled Swiss Rolls Snack Cakes, 13 oz, 6 Count



0



\$1.72 21.5 ¢/oz Great Value Strawberry Creme Wafer Cookies, 8 oz





\$1.86 37.2 c/ea

Great Value Cheese Dip & Breadsticks
Snacks, 1 oz, 5 Count

*****: 191

 \bigcirc

Walmart | Household Essentials



Walmart 2°S

0 (
Н		$\mathbf{h} \mathbf{o}$		Essential	
	IUUSE		u	LSSEIIUGI	

Air Fresheners	14
Bathroom Supplies	15
Batteries	
Cleaning Supplies	
Laundry	
Paper & Plastic	
Pest Control	





Walmart | Air Fresheners



Market Share Leaders:











Brands Observed

30

▲ 131% vs Prior Period

Items Observed

238

▲ 98% vs Prior Period

Department Summary

Keywords Observed

5,227

▲ 62% vs Prior Period

Organic Search Visibility

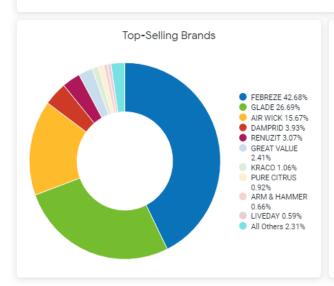
▼-31.1%

501,103,085 Weekly Average

Sponsorship Activity

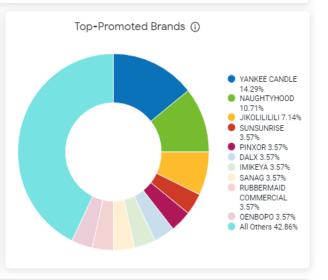


261,646 Weekly Average









Top-Selling Items:



\$13.58 \$5.16/fl oz Febreze Odor-Fighting Fade Defy PLUG Air Freshener Refill, Gain Original

Scent, (3) .87 fl. oz. Oil Refills ★★★☆ 881 \$5.72 32.5 c/oz
Febreze Odor-Fighting Air Freshener,
with Downy Scent, April Fresh, Pack of
2, 8.8 fl oz each
******* 1025



+ Add

\$13.58 \$5.16/fl oz Febreze Odor-Fighting Fade Defy PLUG Air Freshener Refill, Downy April Fresh, (3) .87 fl. oz. Oil Refills

***** 1255



\$5.48 32.4 c/oz
Febreze Unstopables Touch Fabric
Spray and Odor Fighter, Breeze, 16.9 oz



\$6.24

Febreze Fade Defy PLUG Air Freshener & Odor Fighter Starter Kit with Gain Original (1) .87 fl. oz. Oil Refill

Walmart | Bathroom Cleaning Supplies



Market Share Leaders:











Brands Observed

33

▲ 10% vs Prior Period

Items Observed

114

▲ 6% vs Prior Period

 \bigcirc

Department Summary

Keywords Observed

9,551

▲ 65% vs Prior Period

Organic Search Visibility

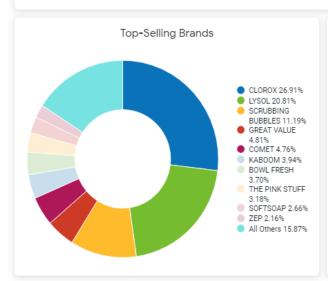


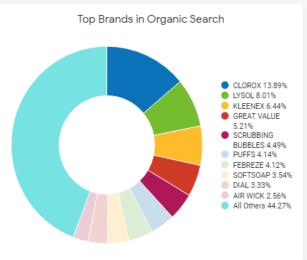
599,358,340 Weekly Average

Sponsorship Activity

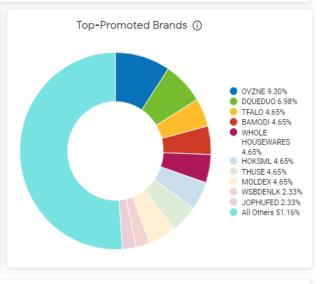


426,846 Weekly Average









Top-Selling Items:



+ Add

\$1.13 5.4 ¢/oz Comet Cleaner with Bleach 21oz + Add

\$4.17 19.0 c/fl oz

Lysol Pro Kitchen Spray Cleaner and
Degreaser, Antibacterial All
PurposeCleaning Spray for Kitchens,...

*****: 609

0



Now \$2.19 \$9.05 *\$22.99 shipping
Lysol Power Toilet Bowl Cleaner Gel,
For Cleaning and Disinfecting, Stain
Removal, 24oz (Pack of 2)



\$6.78 96.9 c/oz
Clorox Bleach Automatic Toilet Bowl
Cleaner Tablets, 2 Pack
*****: 797



Softsoap Moisturizing Liquid Hand Soap Refill, Milk & Golden Honey Scent, 50 oz

Walmart | Batteries



Market Share Leaders: DURACELL

Energizer







Brands Observed

24

▼-52% vs Prior Period

Items Observed

127

▼-53% vs Prior Period

Department Summary

Keywords Observed

2,413

▲ 31% vs Prior Period

Organic Search Visibility

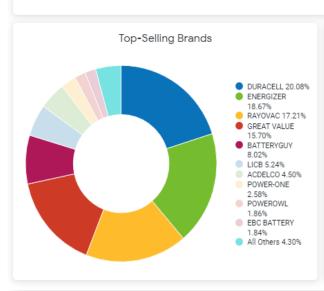
7-27.6%

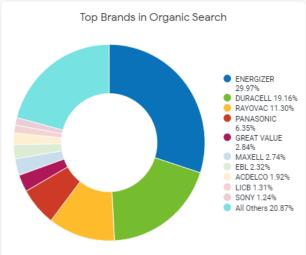
452,023,852 Weekly Average

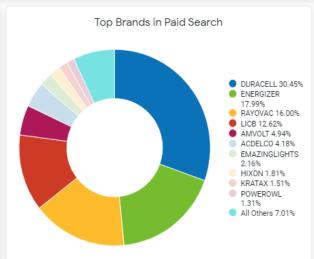
Sponsorship Activity

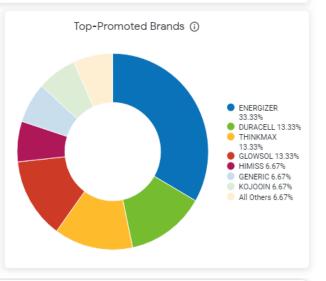
▼-7.6%

234,360 Weekly Average









Top-Selling Items:



Great Value Alkaline AA Batteries (8 Pack) ★★★☆ 331 ALKALINE TANK

\$3.68 46.0 c/ea

Great Value Alkaline AAA Batteries, 8

Count



+ Add

\$20.25

Duracell Coppertop AA Battery with POWER BOOST, 24 Pack Long-Lasting Batteries

**** 5189



\$6.97 87.1 c/ea
Rayovac High Energy AAA Batteries (8
Pack), Triple A Batteries
****: 620





\$12.97 81.1 ¢/ea

Rayovac High Energy AAA Batteries (16 Pack), Triple A Batteries

Walmart | Cleaning Supplies



Market Share Leaders:











Brands Observed

▼-58% vs Prior Period

Items Observed

▼-49% vs Prior Period

Department Summary

Keywords Observed

▲ 84% vs Prior Period

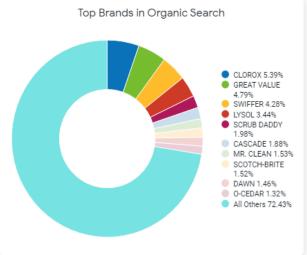
Organic Search Visibility

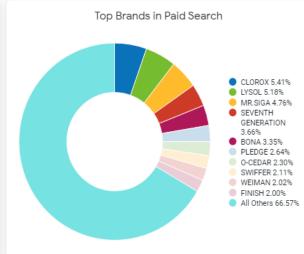
2,199,352,204 Weekly Average

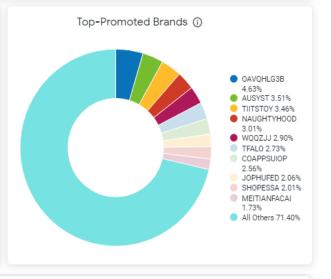
Sponsorship Activity

1,515,332 Weekly Average









Top-Selling Items:



\$5.12 10.7 ¢/fl oz Pine-Sol Multi-Surface Cleaner, Original, 48 fl oz **** 21372



Now \$5.52 \$12.38 7.4 ¢/ea Clorox Bleach-Free Disinfecting and Cleaning Wipes, Fresh Scent, 75 Count **** 2615



\$34.98 EasyWring Spin Mop & Bucket System **** 9898



0

\$10.44 14.9 ¢/fl oz More options from \$3.12 Dawn Ultra Dish Soap Dishwashing Liquid, Original Scent, 70 fl oz "More

Options Available"

**** 18931

Cascade

\$19.94 32.2 ¢/ea Cascade Platinum ActionPacs Dishwasher Detergent, Fresh Scent, 62

***** 8028

Walmart | Laundry



Market Share Leaders:











Brands Observed

35

▼-35% vs Prior Period

Items Observed

224

▲ 0% vs Prior Period

Department Summary

Keywords Observed

9,030

▲ 75% vs Prior Period

Organic Search Visibility

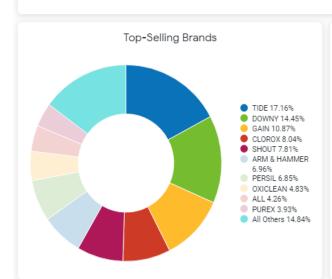


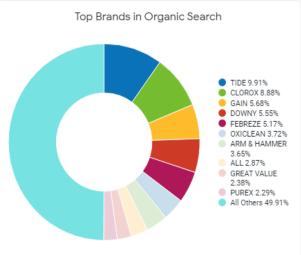
938,512,652 Weekly Average

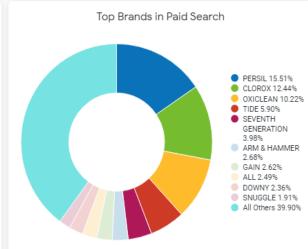
Sponsorship Activity

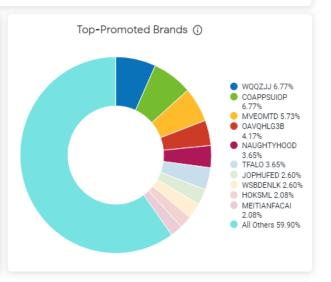


446,432 Weekly Average









Top-Selling Items:



Options

\$14.67 38.6 ¢/ea Options from \$14.67 - \$19.97

Persil Discs Laundry Detergent Pacs, Oxi, 38 Count

+2 options

★★★★☆ 27543



+ Add

\$4.98 20.8 c/ea
Shout Color Catcher, Dye-Trapping
Sheets, 24 Sheets
****\partial 21232



\$27.24 24.3 c/ea
More options from \$13.62

Tide PODS Laundry Detergents Spring Meadow, 112 Count

★★★★☆ 1774



+ Add

\$12.97 27.0 c/fl oz

Downy Rinse & Refresh Liquid Laundry
Odor Remover and Fabric Softener,
Cool Cotton, 48.00 fl oz

**** 817



\$12.97 27.0 ¢/fil oz

Downy Rinse & Refresh Liquid Laundry Odor Remover and Fabric Softener, Fresh Lavender, 48.00 fl oz

**** 634

0

Walmart | Paper & Plastic



Market Share Leaders:









Cottonelle

Brands Observed

41

▼-64% vs Prior Period

Items Observed

209

▼-46% vs Prior Period

Department Summary

Keywords Observed

19,038

▲ 59% vs Prior Period

Organic Search Visibility

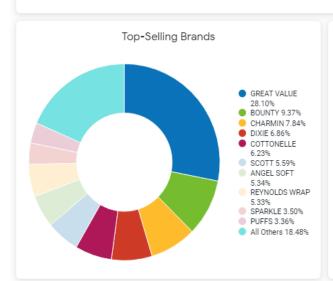
V-48.2%

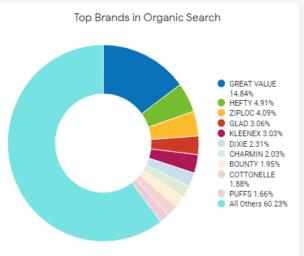
1,695,917,811 Weekly Average

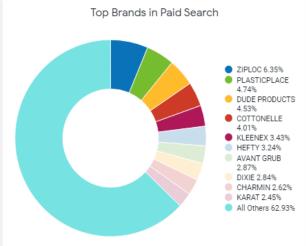
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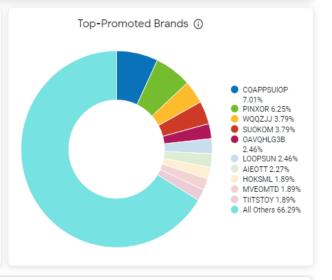
V-10.9%

976,829 Weekly Average









Top-Selling Items:



\$29.99

More options from \$11.77

Bounty Select-A-Size Paper Towels, 6 Double Rolls, White

**** 8144



\$13.63 0.4 c/ea

Cottonelle Ultra Comfort Toilet Paper,
12 Mega Rolls

*****: 3348



\$19.72 6.6 c/ea
More options from \$3.44

Great Value Everyday Disposable Paper Plates, 9in, 300ct

7555



+ Add

\$22.18 2.1 ¢/ea
Bounty Select-a-Size Paper Towels, 12

Double Rolls, White



Great Value Ultra Strong Paper Towels, Split Sheets, 6 Double Rolls

Walmart | Pest Control



Market Share Leaders:











Brands Observed

70

▲ 89% vs Prior Period

Items Observed

157

▲ 28% vs Prior Period

Department Summary

Keywords Observed

7,211

▲ 29% vs Prior Period

Organic Search Visibility

V-41.9%

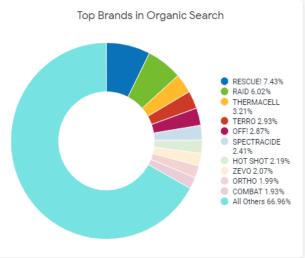
551,210,128 Weekly Average

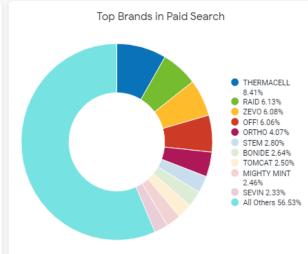
Sponsorship Activity

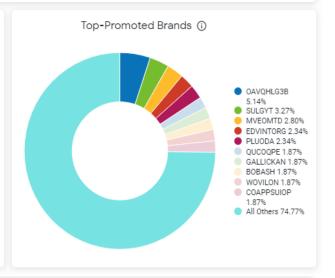
V-56.4%

571,564 Weekly Average









Top-Selling Items:



\$7.32 \$3.66/ea
Zevo Flying Insect Trap, Fly Trap Refill
Cartridges (2 Refill Cartridges)
*****: 310

-2 options

Now \$7.97 \$8.97 6.2 c/fl oz

Options from \$7.97 - \$45.02

Ortho Home Defense Insect Killer for Indoor & Perimeter 2 Ready-To-Use
Trigger Sprayer, 1 Gallon.

★★★☆ 7935



Ultrasonic Pest Repeller, 6 Pack
Upgraded Electronic Pest Repellent
Plug- in for Mosquitoes Roaches Flea...
***** 220



+ Add

\$7.16 \$7.16/fl oz
TERRO Fruit Fly Traps - 2 Pack
***ជាជិ 854



0

\$5.12 29.3 ¢/fl oz Raid Ant & Roach Killer 26, Lemon Fresh Scent, 17.5 oz

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