WSCA Contract Pricing

Abbott Nutrition

Effective September 1st & October 1st, 2012

MILK-BASED INFANT FORMULA

		SKU BY	CURRENT WHOLESALE	WHOLESALE PRICE PER UNIT	INCREASE	CURRENT REBATE	PER UNIT AFTER	REBATE PER UNIT 10/01/12 (New	PER UNIT AFTER (New Contract w/	NET COST	PERCENT
13 oz. Liquid Concentrate	**Similac Advance**	**56974**	**4.1600**	**4.4300**	**0.2700**	3.8750	4.1450	4.0500	4.3200	0.1100	97.52%
32 oz. Ready To Feed	**Similac Advance**	**53364**	**5.5400**	**5.9800**	**0.4400**	3.0300	3.4700	1.3850	1.8250	4.1550	30.52%
8 oz. Bottle Ready To Feed	**Similac Advance ***	**58613**	**9.1400**	**10.0000**	**0.8600**	4.7785	5.6385	2.2850	3.1450	6.8550	31.45%
13 oz. Liquid Concentrate	Similac Sensitive	57536	4.3000	4.4300	0.1300	3.9866	4.1166	4.1865	4.3165	0.1135	97.44%
12.6 oz. Powder	Similac Sensitive	57541	13.5000	14.2800	0.7000	13.3195	13.1995	13.0404	13.7204	0.6406	95.48%
8 oz. Bottle Ready To Feed	Similac Sensitive *	53677	9.1400	10.0000	0.8600	4.7785	5.6385	2.2850	3.1450	6.8550	31.45%
12.3oz Powder	Similac for Spit Up	50900	13.5900	14.3000	1.0000	12.3195	13.0795	12.3404	14.3004	0.6406	95.08%
32 oz. Ready To Feed	Similac for Spit Up	56731	5.7600	6.4700	0.7100	3.2500	3.9600	1.4400	2.1500	4.3200	33.23%
1.37 lbs. Powder	Similac Go & Grow - Milk Based	50828	19.2900	20.1700	0.8800	17.5072	18.3872	18.3679	19.2479	0.9221	95.43%

SOY-BASED INFANT FORMULA

		SKU BY	CURRENT WHOLESALE	WHOLESALE PRICE PER UNIT	INCREASE	PER UNIT AFTER	PER UNIT AFTER	REBATE PER UNIT 10/01/12 (New	REBATE AFTER (New Contract w/	NET COST	PERCENT
13 oz. Liquid Concentrate	**Similac Soy Isomil**	**56976**	**4.3000**	**4.7500**	**0.4500**	4.0350	4.4850	N/A	N/A	N/A	N/A
12.4 oz. Powder	**Similac Soy Isomil**	**57534**	**13.7000**	**14.2700**	**0.7000**	13.0395	13.6895	N/A	N/A	N/A	N/A
32 oz. Ready To Feed	**Similac Soy Isomil**	**50900**	**5.7100**	**5.7100**	**0.0000**	3.3195	N/A	N/A	N/A	N/A	N/A
8 oz. Bottle Ready To Feed	**Similac Soy Isomil ***	**58603**	**9.1400**	**10.1800**	**1.0400**	4.7785	5.8185	N/A	N/A	N/A	N/A
1.37 lbs. Powder	Similac Go & Grow - Soy Based	50838	19.2900	20.1700	0.8800	17.4200	18.3000	N/A	N/A	N/A	N/A

Primary Contract Infant Fomulas are shown in **BOLD**

Rebates to be Paid to the Western States Contracting Alliance (WSCA)

(Includes: AK, American Samoa, AZ, CNMI, DE, DC, Guam, HI, ID, ITCA, ITCN, KS, MD, MT, Navajo Nation, NV, OR, UT, Virgin Islands, WA, WV, WY)

CONTRACT 10/1/2012 - 9/30/2015 with subsequent, mutually agreed upon extensions. Initial 3-year term contract and extensions will not exceed six (6) years.

PRODUCTS					WHOLESALE PRICES			REBATES			NET PRICE				
List No.	Sunrise No.	Brand	Form	Size	**Current** 40,000 # Wholesale Unit Price	**New** 40,000 # Wholesale Unit Price	Price Change	**Current** Rebate Per Can (4 Decimals)	**New** Rebate Per Can	Amount Of Rebate Change	Contracted Net Price Per Can	**New** Net Price Per Can	Amount Of Net Price Change	Current % Discount	% Discount on Bid Submission
119501	1158652	Enfamil ProSobee	Concentrate	13oz	$4.1000	$4.2600	$0.1600	$3.8950	$4.0550	$0.1600	$0.2050	$0.2050	$0.0000	95.1878%	95.0000%
149801*	2004137	Enfamil ProSobee	RTU Btl	8oz	$1.4900	$1.4900	$0.0000	$1.2963	$1.2963	$0.0000	$0.1937	$0.1937	$0.0000	87.0000%	
149801**	2004137	Enfamil ProSobee	RTU Btl	6-8oz	$8.9400	$8.9400	$0.0000	$7.7778	$7.7778	$0.0000	$1.1622	$1.1622	$0.0000	87.0000%	
030934	1158653	Enfamil ProSobee	RTU	1qt	$6.0400	$6.3700	$0.3300	$5.2548	$5.5848	$0.3300	$0.7852	$0.7852	$0.0000	87.6735%	87.0000%
121401	1158654	Enfamil ProSobee	Powder	12.9oz	$14.7200	$15.3100	$0.5900	$13.2774	$13.8674	$0.5900	$1.4426	$1.4426	$0.0000	90.5774%	90.1997%
140905	1179321	Enfagrow Soy	Powder	24oz	$16.7500	$16.7500	$0.0000	$15.1084	$15.1084	$0.0000	$1.6416	$1.6416	$0.0000	90.1994%	

Price Change Notification and Increase/Decrease Terms: Price change notification will be provided at the same time other customers are notified of the change. Any increase or decrease in the wholesale price per unit will be matched by a cent-f cent increase or decrease in the rebate per unit and will be applied the first day of the month following the wholesale price change.

*The following entities will rebate Enfamil ProSobee 8oz RTU bottle per 8oz bottle: (list entities)
**The following entities will rebate Enfamil ProSobee 8oz RTU bottle per 6-pack: (list entities).