

Formula Fair Market Price Calculation Tool created by Northeastern University

TABLE 1	HOSPITAL DISCOUNT for MATERNITY ITEMS									
	Hospital Price				Retail Price per Unit				Discount	
<i>Maternity Floor Product</i>	Price	Quantity	Price Per Unit	Retail Chain Pharmacy	Online General Retailer	Chain Baby Products Retailer	Chain General Retailer	Avg Retail Price per unit	Hospital Discount	
Wipes	\$ 2.00	100	0.02	0.05	0.02	0.03	0.03	0.03	38%	
Diapers	\$ 3.00	100	0.03	0.34	0.25	0.32	0.26	0.29	90%	
Hydrocortisone cream	\$ 35.00	100	0.35	2.995	2.6	N/A	4.99	3.53	90%	
Dubicaïne cream	\$ 40.00	100	0.40	N/A	5.89	N/A	N/A	5.89	93%	
Tucks/witch hazel pads	\$ 3.00	100	0.03	0.089	0.069	N/A	N/A	0.08	62%	
Bulb syringe	\$ 40.00	100	0.40	3.99	2.28	N/A	0.5	2.26	82%	
Baby Wash	\$ 3.00	100	0.03	0.3	0.52	0.266	0.199	0.32	91%	
Sanitary Napkins	\$ 4.00	100	0.04	0.20	0.22	N/A	0.2	0.21	81%	

TABLE 5	Fair Market Pricing				
Product	AVG Price of prepared formula	Prepared oz per case	Average Retail Price Per Case	Average Hospital Discount	Fair Market Price Per Case
Abbott Nutrition					
Similac Expert Care Alimentum	0.20	96	\$ 19.00	78%	\$ 4.00
Similac Advance	0.20	96	\$ 19.00	78%	\$ 4.00
Similac Expert Care Neosure	0.20	96	\$ 19.00	78%	\$ 4.00
Similac Sensitive Soy Isomil	0.20	96	\$ 19.00	78%	\$ 4.00
Mead Johnson					
Prosobee Lipil	0.20	144	\$ 28.00	78%	\$ 6.00
Emfamil Enfacare Lipil	0.20	144	\$ 28.00	78%	\$ 6.00
Emfamil Newborn	0.20	144	\$ 28.00	78%	\$ 6.00
Emfamil Premium infant	0.20	144	\$ 28.00	78%	\$ 6.00
Nestle					
Good Start Gentle	0.20	144	\$ 28.00	78%	\$ 6.00
Good Start Soothe	0.20	144	\$ 29.00	78%	\$ 6.00
FMP for Average Sized Case of Prepared Formula -->					\$ 5.20
PERIPHERALS					
Abbott Nutrition					
Infant Nipple			\$ 98.00	78%	\$ 22.00
Sterile Water			\$ 165.00	78%	\$ 36.00
Mead Johnson					
5% Glucose In Water			\$ 175.00	78%	\$ 39.00
Cruss Cut Nipple			\$ 98.00	78%	\$ 22.00
Standard-Flow Nipple			\$ 98.00	78%	\$ 22.00
Soft-Flow nipple			\$ 98.00	78%	\$ 22.00
GradUFeed Nurser			\$ 103.00	78%	\$ 23.00
Sterile water			\$ 175.00	78%	\$ 39.00
Average FMP for Nipples -->					\$ 22.00
Average FMP for Water -->					\$ 38.00
Average FMP for Nurser -->					\$ 23.00

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TABLE 1a	HOSPITAL DISCOUNT for MATERNITY ITEMS									
<u>Maternity Floor</u> <u>Product</u>	Hospital Price			Retail Price per Unit				Discount		
	<u>Price</u>	<u>Quantity</u>	<u>Price Per Unit</u>	<u>Retail Chain Pharmacy</u>	<u>Online General Retailer</u>	<u>Chain Baby Products Retailer</u>	<u>Chain General Retailer</u>	<u>Avg Retail Price per unit</u>	<u>Hospital Discount</u>	
Wipes	\$ 4.50	100	0.05	0.5	0.02	0.02	0.03	0.14	68%	
Diapers	\$ 7.50	200	0.04	0.5	0.02	0.02	0.03	0.14	74%	
Hydrocortisone cream	\$ 3.55	300	0.01	0.5	0.02	0.02	0.03	0.14	92%	

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TABLE 2 Retail prices for cans of formula powder									
Product	Retail Chain Pharmacy		Online General Retailer		Chain Baby Products Retailer		Chain General Retailer		Gram per scoop of Powder
	Price	Grams	Price	Grams	Price	Grams	Price	Grams	
Abbott Nutrition									
Similac Expert Care Alimentum	29.99	454	20.45	454	29.99	454	27.49	454	8.7
Similac Advance	16.19	352	20.99	658	24.99	658	23.99	658	8.7
Similac Expert Care Neosure	17.99	371	17.79	371	17.99	371	16.59	371	9.6
Similac Sensitive Soy Isomil	17.99	352	19.98	352	24.99	658	24.49	658	8.8
Mead Johnson									
Prosobee Lipil	16.99	366	16.99	366	24.99	629	16.59	363	8.9
Emfamil Enfacare Lipil	16.99	363	15.53	363	24.99	629	16.59	363	9.8
Emfamil Newborn	25.99	629	24.98	663	24.99	629	24.99	629	8.7
Emfamil Premium infant	25.99	629	24.98	629	24.99	629	24.99	629	8.8
Nestle									
Good Start Gentle	16.99	340	8.49	340	24.99	658	24.99	658	8.9
Good Start Soothe	27.99	658	24.99	658	24.99	658	24.99	658	8.7

TABLE 3 Retail Prices per ounce of prepared formula					
PRODUCT	Price per Ounce				AVERAGE
	Retail Chain Pharmacy	Online General Retailer	Chain Baby Products Retailer	Chain General Retailer	
INFANT FORMULA POWDER					
Abbott Nutrition					
Similac Expert Care Alimentum	0.29	0.20	0.29	0.26	0.26
Similac Advance	0.20	0.14	0.17	0.16	0.17
Similac Expert Care Neosure	0.23	0.23	0.23	0.21	0.23
Similac Sensitive Soy Isomil	0.22	0.25	0.17	0.16	0.20
Mead Johnson					
Prosobee Lipil	0.21	0.21	0.18	0.20	0.20
Emfamil Enfacare Lipil	0.23	0.21	0.19	0.22	0.21
Emfamil Newborn	0.18	0.16	0.17	0.17	0.17
Emfamil Premium infant	0.18	0.17	0.17	0.17	0.18
Nestle					
Good Start Gentle	0.22	0.11	0.17	0.17	0.17
Good Start Soothe	0.19	0.17	0.17	0.17	0.17
				AVG -->	0.20

TABLE 4 Retail Pricing for feeding Accessories					
Pheripherals	Manufacturer Price	Manufacturer units/case	Manufacturer price/unit	Hospital Purchasing units/case	Retail price/case
Abbott Nutrition					
Infant Nipple	48.99	50	0.98	100	98.00
Sterile Water	79.00	48	1.65	100	165.00
Mead Johnson					
5% Glucose In Water	84.00	48	1.75	100	175.00
Cruss Cut Nipple	94.00	96	0.98	100	98.00
Standard-Flow Nipple	94.00	96	0.98	100	98.00
Soft-Flow nipple	94.00	96	0.98	100	98.00
GradUFeed Nurser	103.00	100	1.03	100	103.00
Sterile water	84.00	48	1.75	100	175.00