

From: [MDHHS-WICVendor](#)
Subject: Michigan WIC Infant Formula Change
Date: Friday, July 30, 2021 4:49:00 PM

Dear Vendor,

In a previous Vendor email communication, sent June 14, 2021, we announced that Abbott Laboratories, Inc. was awarded the WIC infant formula contract for a five-year contract term **beginning November 1, 2021**. Michigan WIC's current infant formula contract with Mead Johnson will remain in effect until it expires on **October 31, 2021**. The information provided below details what this means for our authorized WIC Vendors. Please share this information with applicable staff.

Similac WIC Formulas Effective November 1, 2021

The Michigan WIC Program will begin using Similac contract brand infant formulas starting in November 2021. Table 3, at the end of this notice, lists the current Enfamil formula alongside the replacement Similac formula, and includes both individual and case UPC details for the Similac products.

Minimum Stock Requirements

Minimum stock requirements will transition to 12 cans of Similac Advance and/or Similac Total Comfort, replacing 12 cans of Enfamil Infant and/or Enfamil Gentlease, effective November 1 (see Table 1 below). WIC vendors are encouraged, but not required, to stock the other contract formulas found in Table 3.

Table 1: Similac Infant Formula Minimum Stock Requirements Effective November 1

Current Formulas	New Formula Names & UPCs	Minimum Stock Requirements
12.5 oz can powder Enfamil Infant AND/OR 12.4 oz can powder Enfamil Gentlease	12.4 oz. Similac Advance - Powder UPC 070074559582 AND/OR 12.6 oz. Similac Total Comfort – Powder UPC 070074626000	12 Units*

*Pharmacies must order all WIC formulas upon request.

Vendor Actions Needed

To ensure WIC client access to infant formula benefits throughout the transition period, WIC vendors are advised to plan accordingly, using the following table for guidance

Table 2: Month-by-Month Activity and Vendor Actions

Month	Contract Status	WIC Benefits/Expected Sales Activity	Vendor Actions
October	Last month of Mead Johnson contract.	No change in WIC client benefits. 100% Enfamil products will be issued/redeemed.	Plan for usual numbers of Enfamil formula redemptions. Prepare inventory/stock for Similac redemptions to begin Nov 1.
November	First month of Abbott contract.	WIC client benefits will gradually transition from Enfamil to Similac throughout the month, effective with each family's benefit period start date. Redemptions will include both Enfamil and Similac products, with less Enfamil and more Similac as the month progresses.	Continue to make Enfamil formulas available, in lesser quantities throughout the month. Ensure Similac formulas are available for redemption, in increased quantities throughout the month.
December	2 nd month of Abbott contract.	100% Similac products will be issued/redeemed.	Plan adequate inventory for 100% Similac redemptions.

Additional Notes/Actions:

- Client infant **formula benefits will not be interchangeable** throughout this transition. Stores must work to ensure adequate supplies of both Enfamil and Similac products to ensure client access to WIC formula.
- Relaxation of minimum stock requirements will be considered during this transition period.
- Share this information with store employees ordering infant formula.
- Begin planning to transition your inventory from Enfamil infant formulas to Similac formulas. Following the transition month of November, anticipate Similac purchases will equal the comparable type of Enfamil products listed in Table 3.

Verify Your Store APL Is Updated

The new Similac contract formulas will be included in the Michigan WIC APL (approved products list) file. *Your store's APL should update automatically, but systems occasionally glitch and do not update as expected.* Your store must have the current APL to allow WIC purchases of these Similac brand formulas beginning November 1, 2021. It is important for all Vendors to update their APL file often during these transition months to ensure there are no issues with your formula transactions/redemptions beginning November 1, 2021. Contact your POS provider if you need help determining if the APL is current.

If there are any questions, please call our office at (517) 335-8937.

Sincerely,

Dawn Pline, Manager
Vendor Relations Unit
Michigan WIC Program

Table 3: Enfamil to Similac Conversion Table

Michigan WIC Infant Formulas Enfamil to Similac Change November 2021		
Enfamil Formula		Similac Formula
<p>Enfamil Infant 12.5 oz Powder Enfamil Reguline 12.4 oz Powder</p> 		<p>Similac Advance 12.4 oz Powder</p>  <p>Case UPC: 0 70074 55957 5 Each UPC: 0 70074 55958 2</p>
<p>Enfamil Infant 13 oz Concentrate</p> 		<p>Similac Advance 13 oz Concentrate</p>  <p>Case UPC: 0 70074 56973 4 Each UPC: 0 70074 56974 1</p>
<p>Enfamil NeuroPro Infant 8 oz or Enfamil Infant 32 oz Ready to Feed</p> 		<p>Similac Advance 32 oz Ready to Feed</p>  <p>Case UPC: 0 70074 53363 6 Each UPC: 0 70074 53364 3</p>

Enfamil ProSobee 12.9 oz Powder



Similac Soy Isomil 12.4 oz Powder



Case UPC: 0 70074 55963 6
Each UPC: 0 70074 55964 3

Enfamil ProSobee 13 oz Concentrate



Similac Soy Isomil 13 oz Concentrate



Case UPC: 0 70074 56975 8
Each UPC: 0 70074 56976 5

Enfamil ProSobee 32 oz Ready to Feed



Similac Soy Isomil 32 oz Ready to Feed



Case UPC: 0 70074 67012 6
Each UPC: 0 70074 55968 1

Enfamil Gentlease 12.4 oz Powder



Similac Total Comfort 12.6 oz Powder



Case UPC: 0 70074 62599 7
Each UPC: 0 70074 62600 0

<p>Enfamil NeuroPro Gentlease 8 oz or 32 oz Ready to Feed</p> 		<p>Similac Total Comfort 12.6 oz Powder Similac Sensitive 32 oz Ready to Feed</p>  <p>OR</p>
<p>Enfamil AR 12.9 oz Powder</p> 		<p>Similac for Spit Up 12.5 oz Powder</p>  <p>Case UPC: 0 70074 50959 4 Each UPC: 0 70074 50960 0</p>
<p>Additional Similac Products Available Upon Request: Similac Sensitive 12.5 oz Powder & Similac Sensitive 32 oz Ready to Feed</p>  <p>Case UPC: 0 70074 57539 1 Case UPC: 0 70074 57533 9 Each UPC: 0 70074 57541 4 Each UPC: 0 70074 57534 6</p>		

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