

COMMUNITY PHARMACY FOR THE FUTURE

Mail Order Campaign

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RxPlus Mission

RxPlus Pharmacies, Inc. exists for the economic, professional, and political benefit of community pharmacy and the health and well being of the community

If you find any errors or omissions, or if you have any comments regarding the Website, you can fill out the email form following the "Contact Info" button of the homepage!

Insurance providers are busy this time of year with open enrollment for many of your customers. Now is the perfect time to address the issue of mail-order mandates and to arm your customers with information to make the right choices for their health and their pocketbooks.

RxPlus Pharmacies Inc. encourages members to take this opportunity to order the posters and prescription bag stuffers – samples were provided to members at the annual meeting in the "Mail-Order Pharmacy: Helping your patients navigate uncharted waters" brochure. The campaign is designed to allow you to attach one of the four bag-stuffers to customer prescriptions every three or four weeks for October, November, December and January.

Simultaneously, the Mail-Order Committee hopes you will request and use the customer letter encouraging your patients to talk about mail-order issues with you. The materials you received at the annual meeting give you talking points in several areas:

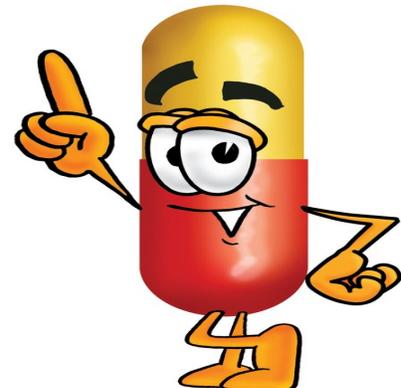
- Helping your patients understand the questions they should ask;
- Common mail-order problems that arise;
- Who to talk with (their human resource representatives) about options and opting out;
- How you can be a resource for your patients, and
- Ways you can potentially provide your patients with similar savings and local service.

The Mail-Order Committee would like to hear from members who have ideas about addressing this issue with patients. We want to post your ideas to share with other members to comment on and use as you talk with your patients. Take a few minutes and jot down your ways to talk with patients about this topic and send it to us via email or fax: 303-463-4880, said Joe Valdez, chairman of the committee and board member.

"We really believe that members have good ideas that need to be shared with other members when it comes to addressing mail-order issues with customers," Valdez added. "We really need to help each other understand the significance of this threat and how to deal with it.

Members are asked to fax their request for prescription bag stuffers to the RxPlus Office (303-462-4880) by October 14.

Executive Director Grant Kinn reminded members



that printing the bag-stuffers will take time and in order to ensure that all members can participate in the patient education campaign over the next four months, the order needs to be placed in early October. "Ordering all the printing at one time allows RxPlus to significantly save on printing costs," he added.

Kinn said all members who order the bag-stuffers will receive all four of them once they are printed and be able to determine their use individually for their customers. The committee, however, hopes that all members will use all four bag-stuffers prior to February 1.

Raising the profile of the issue prior to the legislative session is important, Brad Young, governmental affairs director said. "We really need consumer support to address this issue in the General Assembly. This education campaign helps us meet that goal."

Members should take some time to review the campaign materials and keep these issues at the forefront of patient conversations on the topic.

Mail-order pharmacies rarely meet the same state regulations you must meet.

Temperaturecontrolon medication is an issue with mail delivery.

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FALL

President's Message

Today I am wearing two hats; Co-President and Vendor Chairman. We have had problems changing to two wholesalers BUT our contracts are now much better and our stores will do much better with them. We will continue to increase our membership and will continue to ask the pharmacies NOT to sign individual contracts as you are covered on ours. If you have any questions as to whether or not to sign a different wholesale contract PLEASE CHECK WITH THE OFFICE! Every pharmacy has now received their year end dividend check and will continue to receive them every year because THIS IS YOUR COMPANY – YOU OWN IT. We must continue to support our preferred vendors and any vendor that does not support us, I ask you to NOT support them. We try to keep the preferred vendor relationships that offer good pricing and REBATES back to us so we MUST support them and drop the others. We continue to fight bad pharmacy legislation and promote good pharmacy legislation BUT we need our rebates to finance these programs and still return a good rebate to each and every one of you. If you have peers that are not members of RxPlus, tell them that we do a good job for you, and see if they would listen to a presentation by either Mike or Grant. No other group fights for pharmacy the way we do so when other groups ask you to join with them, ask if they are fighting for pharmacy and how they are doing it. REMEMBER with RxPlus you will always have a legislative voice!! This past year was very good with all of our stores help and we will be better this year but remember it's up to you .

Jim Sajbel

Executive Director's Message

You have to love this time of the year! The days are pleasant, the nights are cool, and the fall colors are wonderful. Obviously my favorite season! We had a terrific annual meeting this year thanks to all of the hard work of the staff. The entire team stepped up to fill in, due to the departure of bookkeeper Cathy Clemons, and the meeting went as smooth as ever. A special thanks to Kathy Muller for her dedication to making this meeting such a success. We hope that all of you who attended found it beneficial. If you have any suggestions for next year, please let us know. For those of you who were unable to attend we hope you can join us next year. The dates for next year are August 19th-21st.

We have a number of active committees that would welcome your input or participation. Our Mail Order Committee has been very hard at work but still has much to do (see front page article). David Lamb, Vicki Einhellig, Brad Young, and I will be attending the NCPA Annual meeting in October. We have been invited to showcase our mail order information program during the trade show. This is a great opportunity for us to assist NCPA with their national effort. Mail order is our biggest and most aggressive competition. We need to stand up now and fight back. Our Legislative Committee will be very active over the course of the next year, and we could really use your assistance. We would like to have one member act as a team leader in each geographical region to educate and inform all Rx Plus members in a grass roots legislative effort. If you are interested please contact Brad Young at 303-463-4875. The Annual Meeting Committee has met to start planning for next year's meeting, and the Third Party and Growth Committees would also welcome your input and participation. If you have suggestions or would like to participate in any of the above committees, please call the office.

Thank you for your continued support!
Grant Kinn

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GOVERNMENTAL AFFAIRS REPORT

Governmental Affairs Newsletter Update
By Brad Young

October 2010

Federal Issues:

1099 Repeal: From NCPA “The recently passed health care reform law expanded the reporting requirements for IRS 1099 tax forms. Currently, businesses have to provide a 1099 form to an entity from which they purchase over \$600 in services. However, beginning in 2012, the new law also requires reporting for purchases of **goods** from individual vendors totaling more than \$600 per tax year. These new requirements will add additional paperwork requirements for small pharmacies and the possibility of additional tax penalties to small businesses.” So far the Senate has refused to remove the provision. NCPA is working members of the House. Look for NCPA and Rx Plus updates asking you to make calls to Congress.

Colorado Initiatives 60, 61, and 101:

These three initiatives would *devastate* the ability of state and local government to provide even basic services, including all of education, K-12 to colleges and university. They are radical and extreme. The Denver Metro Chamber economist estimates that Colorado would see 73,000 jobs eliminated from the private sector if they pass, and says that it would create a voter approved recession in Colorado.

Amendment 60: Proposes amending the *Colorado Constitution* to repeal all local voter-approved TABOR overrides and reduces property taxes for schools by HALF.

1. Repeals all the current voter-approved authority of local governments (locally voter-approved TABOR overrides) to keep property taxes above their constitutional limits;
2. Establishes expiration dates for future voter-approved property tax increases;
3. Cuts local property tax rates for public schools' operating expenses in half over ten years and replace this money with state funding each year;
4. Requires publicly owned enterprises to pay property taxes and reduce local property tax rates to offset the new revenue; and
5. Provide new voting rights to certain property owners in Colorado and permit citizens to petition all local governments to reduce property taxes.

Amendment 61: Proposes amending the *Colorado Constitution* to eliminate state government bonding and severely limit local government borrowing:

1. Prohibit all new state government borrowing after 2010;
2. Prohibit new local government borrowing after 2010, unless approved by voters;
3. Limit the amount and length of time of local government borrowing; and
4. Require that tax rates be reduced after borrowing is fully repaid.

Proposition 101: Proposes amending the *Colorado statutes* to substantially lower certain taxes:

1. Reduce the state income tax rate from 4.63 percent to 4.5 percent in 2011, and to 3.5 percent gradually over time;
2. Reduce or eliminate taxes and fees on vehicle purchases, registrations, leases, and rentals over the next four years;
3. Eliminate all state and local taxes and fees on telecommunication services, except 911 fees; and
4. Require voter approval to create or increase fees on vehicles and telecommunication services.

Opposition to these measures is bipartisan and broad. Many of the same organizations that worked to pass Referendum C in 2005 have organized the opposition. Twenty-

NCPA 112th Annual
Convention and Trade
Exposition
Philadelphia, PA
Oct 23-27

NCPA Multiple Locations
Pharmacy Conference
Palm Springs, CA
Feb. 16-20

NCPA National
Legislative Conference
Washington, DC
May 17-19



Governmental Affairs Newsletter Update Cont

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four of the twenty-seven state House Republicans have signed a letter opposing all three measures. Please urge everyone you know to vote “NO” on 60, 61, and 101. Read more at <http://www.donthurtcolorado.com/>.

Wyoming:

Last year we were active in Wyoming, joining forces with WPhA and the grassroots group C-WISH to push for PBM regulation. The bill failed, but we are talking with WPhA and C-WISH to see if they would like to pursue PBM legislation again this year. We made a lot of progress, and sometimes it takes several years for legislation to pass. Other states saw legislation being introduced last year to give patients the option of declining mail-order mandates by PBMs.

CLASSIFIEDS (ALSO SEE WWW.RXPLUS.COM)

Mail Order Cont

Mail delivery is not as dependable as visiting your local independent pharmacy.

Emergencies are not handled by mail-order operations and one-on-one consultations are limited. Mail-order pharmacies don't communicate regularly with your physician. Your local pharmacist can and does.

Mail-order increases medical waste by 3.3 times as patients' prescription doses are changed and different medications are ordered leaving patients with potentially harmful unused medication.

Mail-order savings – often touted as a three-month supply for two co-pays – can frequently be bettered or matched by your local independent pharmacy if you ask.

Mail-order costs Colorado jobs and independent pharmacy in Colorado has already lost market share to mail-order. Those costs have reduced the state's independent pharmacy jobs by 1,313 pharmacists, technicians, owners and other employees. Each 1% increase in mail-order prescriptions statewide means another 131 individuals will lose their jobs in Colorado.

“We need to tell the story that we have already lost \$3,849,664.00 in payroll and other taxes for Colorado as insurers force our customers to enroll in mail order,” he added.

Kinn added that members must be prepared to address the fact that Express Scripts customers are now passively being enrolled in mail-order programs and must actually opt out if they do not want to participate.

“We really need to take time now to educate our customers,” Valdez added. “This is our business.”

**These studies were done in Colorado but they effect pharmacies in every state.
We need everyone to step up and be heard!**

