

# Improving the Quality and Cost of Health Care for Our Members and Their Families



I am extremely pleased to welcome you to your new Sav-Rx Member's Pharmacy, located right in our headquarters here in Mississauga. This effort is a culmination of over two years of study into the potential of providing our members with this service and I believe that over time, the benefits to you, our members will be significant.

You will now have access to many of the common, everyday prescription drugs that many Canadians require in their daily lives. Please review the enclosed drug list with your doctor or call your Sav-Rx Member's Pharmacy if you have any questions regarding your medication. We will be concentrating on providing lower cost generic brand drugs which are of the same quality and equally as effective as the much higher cost brand drugs. And the best news is; they won't cost you a nickel. We have partnered with Sav-Rx Prescription Services with this initiative, an organization that was founded in 1966 and currently serves over 10 million people throughout North America. They are proud members of IBEW Local 2001. This partnership will bring the kind of quality personalized service, knowledge of the industry, integrity, leading edge technology and innovative managed care principles that you deserve with your health care needs.

My objective is to provide more responsible administration of the health care costs for our members and this is certainly a step in the right direction. However, the more important benefit is that the money we save will go back into the trust fund which builds the treasury in the long term and will provide us with added bargaining power at the negotiation table come contract time. By lowering employee health care costs, (which are commonly the key issue and the highest overall increase in the bargaining process) we can ask the employer to consider adding to wages and pensions. This becomes a win-win for both sides.

This is your Member's Pharmacy. Get to know how it operates and I encourage you to use it!

Yours in solidarity,  
Larry McDonald  
President,  
Teamsters Local 938

# What Are Generic Drugs?



## Frequently asked questions:

**Q: What's the difference between a brand name and a generic drug?**

*A: There are no differences as far as quality, purity, effectiveness, and safety between generic drugs and higher-priced brand name drugs. All drugs sold in Canada must be approved by the Federal Therapeutics Products programme. Each product must also meet the strict regulations established by The Food and Drug Act, and both generics and brand names drugs are subjected to the same rigorous standards. It's in the price that you'll see a big difference. Generic drugs cost much less on average.*

**Q: What about the ingredients?**

*A: The active ingredient in a generic drug and branded drug must meet the same scientific norms and standards set by the Therapeutics Products programme. The excipients – or fillers – used in generic and branded medicines come from a limited range of available products and, in many cases, come from the same supplier.*

**Q: Will the generic drug work as well as the brand name drug?**

*A: You may find that the generic drug has a different name and looks a little different, but it works the same as the brand name drug you have been using. When applying to sell a generic equivalent of a brand name drug, the manufacturer must prove that the product is as safe and effective as the branded version. The manufacturer must also prove to the Provincial Ministries of Health that the active ingredients in the medicine are as pure, dissolve at the same rate, and are absorbed in the same manner as the original product.*

**Q: Whom do I ask about getting low cost generic drugs?**

*A: Ask your doctor or your pharmacist. You may already be receiving a generic drug. If not, it may be because a generic equivalent of the drug prescribed by your doctor is not yet available. These health professionals can answer questions about generic drugs.*

**Q: Who makes Canada's generic drugs?**

*A: The generic manufacturing companies are independent Canadian companies who research, develop and manufacture drugs in Canada. They employ sophisticated scientific and advanced manufacturing technology to develop products, which include generic pharmaceuticals, fine chemicals, innovative non-prescription and private label medications. Quality? There is only one standard for drug quality in Canada. Generic products are the same quality and efficacy as branded drugs.*



## A Price Comparison of Five Popular Prescription Drugs in Canada

Brand Drug	Retail Cost	Drug Alternative	Member's Pharmacy Cost	\$ Savings	%
Nexium	\$241.83	Omeprazole	\$99.00	\$142.83	59%
Nasonex	\$45.50	Fluticasone	\$19.34	\$26.16	58%
Lipitor	\$217.91	Lovastatin	\$90.38	\$127.53	59%
Diovan	\$131.12	Ramipril	\$45.58	\$85.54	65%
Biaxin XL (14 days)	\$50.71	Clarithromycin (20 days)	\$19.37	\$31.34	62%



and Ready to Serve Your Family's Prescription Drug and Medication Needs!

## WHY USE YOUR SAV-RX MEMBER'S PHARMACY?

NO

- DISPENSING FEES!
- ADMINISTRATION FEES!
- COPAYS!
- COST TO YOU WHATSOEVER!
- MORE PAYING THE PHARMACY FIRST AND WAITING FOR REIMBURSEMENT!

When You Visit Your Pharmacy or Order Through Your Doctor or by Mail You Can Leave Your Wallet at Home!



## "Our Member's Pharmacy Makes Economic Sense" says Long-term Teamster



Gord Henwood and his wife Donna are one of many families now enjoying the great benefits of the new Sav-Rx Member's Pharmacy at Teamsters Local 938. The 33-year employee of Kingsway Cabano claims that about \$600 more of his take home pay stays in his pocket every year because of the new pharmacy. "And another great benefit is that we don't have to go to the drugstore anymore" says Donna, who simply phones in their medication orders and has them mailed to their home. "We receive them within two days and Sav-Rx also looks after all of the details with our family doctor" she adds. "I'm spreading the word at work" Gord adds "and the only questions I get are the differences between generics and brand name drugs. Interestingly, my last test results from the doctor on one of my meds came back better since I switched to generics" he claims. "I really like the fact that all of the profits of this new initiative are going back into our trust fund. I would encourage every member of Local 938 to check this out. Like us, you'll be pleased with the difference."

**Memo to:** Larry McDonald, President, Teamsters Local Union 938  
**From:** Ron Tepper, President and CEO, Consolidated Fastrate  
**Re:** New Sav-Rx Member's Pharmacy

Larry,

As President and CEO of Consolidated Fastrate, I wanted to drop you a line to let you know we appreciate the effort you are making towards reducing benefit costs for our employees.

I believe as an employer, we have the obligation to protect the health and safety of all of our employees, and we both know health costs have risen faster than we are capable of keeping up with.

The world we compete in has both union and non-union companies and our playing field is not equal, in some part because of the cost of the benefit plans we pay for on behalf of our employees that other non-union shops do not cover. I think it is wonderful that you and Teamsters 938 recognize this and do whatever that is in your power to allow all our employees to enjoy the benefit of a full health plan while working to keep our costs in line to allow us to compete in our marketplace. Clearly, this is a win-win and I applaud your efforts. If I can be of any help, please let me know.

Best regards,  
 Ron Tepper

**WIN A FREE DINNER ON US FOR USING YOUR SAV-RX MEMBER'S PHARMACY!**

Once per month for the next year, we will make a random draw of all orders placed either in person, by mail, phone or through your doctor at your Sav-Rx Member's Pharmacy. The winner will be sent a cheque for \$100 towards a family restaurant outing or whatever you wish to use your winnings for. Winners names will be published on our web site and in upcoming issues of "Spotlight", the Teamsters Local 938 newsletter.

Sav-Rx Member's Pharmacy is operated under a partnership between Teamsters Local Union 938 and Sav-Rx Prescription Services



# 10 GOOD REASONS WHY YOU SHOULD BE USING YOUR SAV-RX MEMBER'S PHARMACY

1. No more cash outlay for you and your family **EVER!**
  - No Copays
  - No more paying your retail pharmacy first and waiting for reimbursement at a later date
2. Sav-Rx does not charge the Teamsters any fees for drugs dispensed at your Member's Pharmacy. This represents a savings of up to \$11.99 for each and every prescription, saving the Teamsters Trust Fund substantial money. The cost savings received by Teamsters will directly benefit you by allowing for increases in your take home pay in the future.
3. Sav-Rx provides our Member's Pharmacy with professional staff who work with you and your doctor to help you obtain the right medicine, at the lowest cost, for your family. This often results in additional savings for the Teamsters Trust Fund of an additional 33 to 60% of the drug cost. These savings will also directly benefit you, allowing your paycheck to grow in the future.
4. Your Sav-Rx Member's Pharmacy is convenient!
  - You can stop and pick up your prescription at the Sav-Rx Member's Pharmacy which is located right in the Teamsters Local 938 headquarters. Your prescription will be filled usually within 15 minutes or less
  - You may use our home delivery program. Your medicine will be delivered directly to your home mail box
  - You may obtain in person or by mail up to a 90 day supply of medicine at your Sav-Rx Member's Pharmacy
5. Obtaining your prescription is easy. Simply let your Sav-Rx Member's Pharmacy know the name of your current pharmacy and your doctor and they will do the work to have your prescription transferred.
6. Your Sav-Rx Member's Pharmacy is supported by over 100 pharmacists and other medical professionals through its partnership with Sav-RX Prescription Services, 24 hours a day, 7 days a week, 365 days per year by simply calling their toll free number 866-383-4513. Alternatively, you can call your Sav-Rx Member's Pharmacy directly Monday thru Friday from 9:00 a.m. to 5:00 p.m. at 888-868-5889 or 905-501-0315.
7. Should you or a family member require medicine when traveling, whether for work, school or vacation; your Sav-Rx Member's Pharmacy will ship your medicine by mail to wherever you need it.
8. Your Sav-Rx Member's Pharmacy has a complete history available of all your prescription drug needs. Many times our members use more than one doctor or pharmacy. This history will help to make sure you always receive the most appropriate treatment.
9. Your Sav-Rx Member's Pharmacy will constantly review with you all your medicine needs and will consult with you to provide suggestions which will help improve the quality of your health care.
10. Your Sav-Rx Member's Pharmacy is a strong statement that the brothers and sisters of our local union are willing to find innovative solutions to improve the quality and cost effectiveness of health care for ourselves, our families and the employer plan sponsors. Your support of this Pharmacy represents your support of your union. As our Member's Pharmacy prescription volume continues to grow, we will be able to add more savings to you and the Teamsters Benefits Trust Fund from these increased volumes.

FOR ADDITIONAL INFORMATION ON YOUR SAV-RX MEMBER'S PHARMACY AND A FULL LIST OF AVAILABLE PRESCRIPTION DRUGS SEE OUR WEB SITE AT: [WWW.TEAMSTERS938.ORG](http://WWW.TEAMSTERS938.ORG)



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