



# Strategies to Improve Economic & Clinical Value in Pharmacy Benefits

for the Trucking Logistics Industry



When the world around us runs smoothly with abundant supplies, food, fuel, and clean water we often neglect to appreciate the literal driving force keeping these everyday conveniences at our fingertips.

## Trucking Logistics Industry by the Numbers:

**1.2M** trucking companies in the U.S.

**~70%** of goods transported in the U.S. are carried by trucks<sup>1</sup>

**10,000,000,000**

Commercial trucks haul 10 billion tons of products across the country each year<sup>1</sup>

The trucking logistics industry is an essential part of our national infrastructure, making the health and wellness of its employees incredibly important to keep America running.

# The Challenge

Virtually every trucking logistics company in the U.S. is challenged when it comes to implementing cost-control measures within a benefit program because there is stiff competition to acquire new drivers and, therefore, it is difficult to manage driver turnover. High driver turnover hurts profitability, making retention incentives like benefits and competitive pay extremely important.

Unfortunately, the industry's 8M total U.S. employees have extensive and unique wellness challenges – especially its 3.5M professional truck drivers. Managing the health of a large and chronically ill employee population can create a financial burden for self-insured employers, making it critical to align the best benefits contract with professional prescription monitoring.

## Here's why.

In a recent survey by the National Institute of Occupational Safety and Health (NIOSH), over half of surveyed drivers had two or more of the following risk factors for long-term preventable disease: **obesity, smoking, little physical activity, high cholesterol, high blood pressure, or less than 6 hours of sleep per night.**<sup>2</sup>

## **Major contributors to the most common health issues among drivers include:**

**Physical Limitations:** confined to a cab for most of the day, limited physical activity, irregular/limited sleep

**Dietary Restrictions:** food options are limited and typically unhealthy, high-sodium fast food is the most available choice

**Drug Access:** long, tedious routes and schedules limit access to available refills and can impact adherence

Left unmanaged or under-treated, these chronic conditions can lead to more serious medical conditions and catastrophic events including heart attack, stroke, and cancer. The medical costs associated with these comorbidities is astronomical in comparison to the price of managing chronic conditions with drug therapy; however, drug therapy itself can become very expensive if not properly managed.





## Smoking & Tobacco Usage

Under such extreme physical stressors and/or lack of stimulation, truck drivers may turn to smoking or chewing tobacco as an unhealthy comfort or coping mechanism. The National Institute of Occupational Safety and Health (NIOSH) conducted a survey specifically on long-haul truck drivers and found that 51% of drivers were smokers, compared to 19% of the general population.<sup>2</sup> This proves the problem of tobacco use in the truck driver population is a widespread and serious one.

# \$300,000,000,000

*annual cost for smoking-related illnesses in U.S.<sup>5</sup>*

While tobacco use itself isn't a disease, its long-term effects can most certainly lead to critical diseases such as chronic obstructive pulmonary disease (COPD), heart disease, hypertension, cancer, and diabetes – to name a few. The high costs associated with the treatment and management of these chronic conditions can wreak havoc on a pharmacy plan.

The promotion of tobacco cessation programs is the best way to avoid costs associated with tobacco-related diseases – through preventive options such as nicotine replacement therapy, counseling, and prescription or OTC medications. When it comes to deciding what cessation programs might be appropriate and effective, RxBenefits' world-class Account Management Team can provide options and best practices based on results gathered by other clients across our Book of Business.

Unfortunately, not everyone will quit using tobacco and many employees that have used tobacco for years will already be suffering negative health consequences. For this population, you can lean on advice from our team of clinical pharmacists, comprised primarily of PharmD's (pharmacists who hold a doctorate in pharmacy). This team evaluates the medical necessity, appropriateness, side effect profile, and efficiency of prescription medications for these specific diseases to ensure members are on the best medications for their safety, at the best value for the plan.



# A Proven Track Record

When it comes to tackling the vast healthcare challenges of the truck driver population, brokers and HR leaders can count on RxBenefits to negotiate a highly competitive pharmacy benefits contract with one of the nation's leading PBMs and deliver the clinical expertise and client-aligned programs needed to maximize savings with minimal member disruption.

## Member Retention

2018:	<b>100%</b>
2019:	<b>99.99%</b>
2020:	<b>100%</b>

*"We couldn't ask for a better partnership than the one we have with RxBenefits. Internally, we have a very lean HR team, and I'm the sole person in Benefits. Our RxBenefits Account Management Team is definitely an extension of my team, and I am truly grateful. I could go on and on about the transparency in costs savings, being there for our members, and everything that makes working with RxBenefits beneficial to our company. Personally though, I am even more grateful for the relationship I've built with the Account Management Team. I honestly can say they care about me and my success within the organization. It's so great to have a personal, as well as professional, relationship with them. There may be many carriers and services out there, but not once have I even thought about exploring moving elsewhere. We truly are happy with RxBenefits and our plan."*

-Large Trucking Logistics Company



**RxBenefits.com**

**800.377.1614**

## Fully Optimized Pharmacy Benefits

RxBenefits serves as a trusted pharmacy adviser to employee benefits consultants and the pharmacy benefits solution provider of choice for self-insured employers. We offer consultants a superior alternative to traditional PBM arrangements, combining market-leading purchasing power and contracting expertise with independent clinical advocacy to better manage pharmacy trend and keep the pharmacy benefit affordable. A high-touch service model ensures that clients, employees, and dependents receive exceptional care and enjoy a world-class benefits experience.

# Sources

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