



Public Affairs

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Dear Commissioner Lieberman:

I personally want to make you aware of an exciting new program we are piloting in Florida as part of our continued commitment to provide more affordable healthcare for America's working families. Today, Wal-Mart Stores, Inc. announced that it will make nearly 300 generic drugs available for only \$4 per prescription for up to a 30-day supply at commonly prescribed dosages. The program, to be launched on Friday, September 22, will be available to customers and associates of the 65 Wal-Mart, Neighborhood Market and Sam's Club pharmacies in Tampa Bay, Fla. area, and will be expanded to the entire state in January 2007. Our intent is to take this program to as many states as possible next year.

In February of 2005, our CEO Lee Scott pledged to work with government leaders to find real solutions to the nation's health care problems. We feel today's announcement is a step in the right direction. Our pharmacies see customers struggle with the cost of prescription drugs and we feel by cutting the cost of many generics to \$4, we are helping to ensure that our customers and associates get the medicines they need at a price they can afford.

Key components of the program include:

- The \$4 pricing will be available to all pharmacy customers with a prescription from a doctor that can be filled with a covered generic medicine.
- This program will be available to the uninsured.
- Insurance will be accepted.
- The program presently covers 291 generic medications from many of the most common therapeutic categories.
- The medicines represented are used to treat and manage conditions including allergies, cholesterol, high blood pressure and diabetes. Some antibiotics, antidepressants, antipsychotics and prescription vitamins are also included.
- The program will be available statewide in Florida in January 2007.
- Wal-Mart intends to take the program to as many states as possible next year.

Competition and market forces have been absent from our healthcare system, and that has hurt working families tremendously. We are excited to take the lead in doing what we do best – driving costs out of the system – and passing those savings to our customers and associates.

The program will help alleviate a major challenge for seniors who have fallen into the "doughnut hole" coverage gap in their Medicare Part D prescription drug plans and now find themselves responsible for paying 100 percent of their prescription medicine costs.

In addition, the program provides a solution for the nearly 2.7 million uninsured Floridians who may also avoid filling prescriptions and remain untreated. Wal-Mart estimates that the program will save the state's Medicaid program hundreds of thousands of dollars annually.

More importantly, rising healthcare costs are eating up more and more of families' budgets, so this program brings a lot of value to our customers, associates and communities. For example, purchasing a 30-day supply of the popular diabetes drug, Metformin, for \$4 represents a nearly 50 percent savings from the cost of the brand name version of the drug. In addition, purchasing a 30-day supply of the brand name blood-pressure drug typically costs \$12. Getting the generic, Lisinopril, for \$4 saves customers nearly \$100 annually. These are medicines for diabetes, cardiovascular disease, asthma, colds and infections – the kinds of medicines that working families need so they can treat illness, manage conditions and stay well.

For further information on the program, please do not hesitate to contact me, or visit our website at [www.walmartfacts.com](http://www.walmartfacts.com). Wal-Mart looks forward to working with you to find real solutions to the health care challenges facing individuals and families in your state.

Sincerely,

Michelle Azel