

One Crown Way  
Philadelphia, PA 19154  
215-698-5100



March 2009

To Whom It May Concern,

In an attempt to reduce healthcare costs, Crown tried disease management programs and healthy living awareness communications for several years, with no positive results. Crown realized that very few of our membership were interested in making any life style changes.

For 2006, Crown discontinued all these programs and started utilizing Corporate Health Solutions' services. They conduct annual health fairs/screenings in each of our 37 plants around the country each year. The plant location provides convenient access for our employees and their spouses to have comprehensive screenings.

Corporate Health Solutions' knowledgeable staff provide thorough follow-up on members with disease detected during the health fairs. Additionally, they focus on the whole person – both physically and emotionally. These screenings have provided early detection of medical problems in our membership, which have minimized the member's course of treatment (and discomfort) needed to correct a problem, while reducing Crown's health care expenses.

Crown has utilized the health fair services of Corporate Health Solutions since 2006. During this time, the population in our active's Medical Program has remained constant and we have made no changes in our medical coverage. Crown has experienced an average increase in medical spending of 2% per year since 2005 – far below the national average. The impact of our annual plant health fairs is the driving force behind these results.

These health fairs have been a win-win for Crown and our members. They have provided early detection of many diseases in our participants, while minimizing Crown's medical costs. Furthermore, our employees are pleased that Crown has not had to make any cost-shifting changes to our medical coverage during these years.

If you have any further questions, please feel free to contact me.

Sincerely,

A handwritten signature in cursive script that reads "Kenneth Wright".

Kenneth Wright  
Vice President Benefits Administration