The Journal of the American Board of Family Practice

Classified Advertising Section

The classified rate is $1.40 per word (minimum charge of $75.00 per ad insertion) and $90.00 per column inch for classified display ads. Please call 1-800-635-6991 and ask for classified advertising for rate information on various classified display ad sizes. Prepayment in full is required with all classified advertising. We accept American Express, VISA, or MasterCard.

Confidential reply boxes are an additional $10.00 per insertion. Responses are sent directly every Tuesday and Thursday, and the box will remain open for three months.

Note: Our classified advertisements are all set in the same typeface and format. All ads are listed by geographic territory.

Classified advertisements placed with JABFP are restricted to physician recruitment, faculty positions, CME courses/seminars, and practices for sale. All ads must relate to the medical field and are subject to approval. Please refer to the schedule below for closing dates. All advertisements for employment must be nondiscriminatory and comply with all applicable laws and regulations. Ads that discriminate against applicants based on sex, age, race, religion, marital status or physical handicap will not be accepted.

Classified advertising orders, correspondence, and payments should be directed to:

Classified Advertising  
JABFP  
1440 Main Street  
Waltham, MA 02154

or call 1-800-635-6991

(617-893-3800 in MA)

FAX: 617-895-1045

Classified Advertising Deadlines

<table>
<thead>
<tr>
<th>Issue Date</th>
<th>Closing Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>November-December</td>
<td>October 1</td>
</tr>
<tr>
<td>January-February</td>
<td>December 1</td>
</tr>
</tbody>
</table>

INTERNAL MEDICINE — Opportunities available in beautiful seacoast New Hampshire for BC/BE Internist. No state income/sales tax, competitive salary, full benefits, expanded call. Send curriculum vitae to: Exeter Hospital, 10 Buzell Avenue, Exeter, NH 03833, Attn: Ron Goodspeed.

LEADERSHIP/SUPERVISORY OPPORTUNITY — Coastal Southern Maine, for experienced BC Family Practitioner to work in one of five multispecialty health center locations. Join largest primary care group in state. Enjoy nearby ocean, mountains and lakes, plus cultural and college-town amenities. Progressive environment with emphasis on managed care offers teamwork, reasonable working hours, 1-4-5 call. Financial security of competitive salary, incentive bonus plan, excellent benefits package. Satisfy family needs for excellent education and safety of small city living with easy commute to Portland. Wonderful place to raise your children. Please call or send CV to: Renee Campbell, Physician Recruitment, Martin’s Point Health Care Centers, PO Box 9746, Portland, ME 04104-5040, 800-348-9834.

COASTAL SOUTHERN MAINE & NEW HAMPSHIRE — Largest primary care group in Maine expanding — seeks additional BC/BE family practitioners in several of five multispecialty health center locations in Maine and NH. Enjoy nearby ocean, mountains and lakes, plus cultural and academic amenities. Progressive environment with emphasis on managed care offers teamwork, reasonable working hours, 1-4-5 call. Financial security of competitive salary, incentive bonus plan, excellent benefits package. Satisfy family needs for excellent education and safety of small city living with easy commute to Portland and Boston. Great skiing, sailing, hiking and more. Wonderful place to raise your children. Please call or send CV to: Renee Campbell, Physician Recruitment, Martin’s Point Health Care Centers, PO Box 9746, Portland, ME 04104-5040, 800-348-9834.

FAMILY PRACTICE FACULTY — The JFK Family Practice Residency is seeking a fifth full-time faculty member available immediately. Fully accredited, 7-7-7 program. Responsibilities include teaching, direct patient care, and administration. Requirements: board certified/board eligible in family practice by 7/1/94, geriatric interest a plus. Competitive salary and benefit package. JFK located 45 minutes from New York City and 90 minutes from Philadelphia. CV and pertinent materials to: Robin O. Winter, MD, Director, JFK Family Practice Center, 65 James Street, Edison, NJ 08818.

FAMILY PRACTICE OPPORTUNITY — With The Jackson Clinic Professional Association, an 80-physician multispecialty group in West Tennessee. Positions are for various satellite locations in communities ranging from 5,000 to 50,000 in population. Attractive call coverage arrangements allow balance between work and private life. As the largest multispecialty group in Tennessee and a major health care provider, we are uniquely positioned to adapt to changes in health care in the future. Reply Box 10166, JABFP

COLLEGE HEALTH — BC/BE FP Physicians needed for full-time and part-time positions to provide primary care in progressive College Health Facilities. Experience in adolescent medicine a plus. Contact: Susan Skalsky, MD, Clinic Director, Hurtado Health Center, 11 Bishop Place, New Brunswick, NJ 08903. Telephone: 908-932-1991.

HKA LOCUM TENENS is looking for quality Family Practice physicians to do Locum Tenens. We have opportunities coast-to-coast. We furnish Occurrence Malpractice Insurance (no tail necessary). Please call:

HKA LOCUM TENENS  
at (800) 226-6347, extension AM7.1

Please refer to the schedule below for closing dates. All advertisements for employment must be nondiscriminatory and comply with all applicable laws and regulations. Ads that discriminate against applicants based on sex, age, race, religion, marital status or physical handicap will not be accepted.
FAMILY PRACTITIONER — Penn Yan, New York. Provide comprehensive medical services to families; examine patients; elicit medical histories; order execute tests; analyze results; diagnose conditions; prescribe/administer treatment and medications; advise regarding preventive medicine; supervise receptionist and three nurses; serve as employee health physician and participate in meetings as needed; recommend cost-effective measures; assist in public relations activities (public speaking, health screening). Must have MD or DO and be eligible for NYS medical license upon commencing employment; must have completed residency training in pediatrics/OB-GYN equivalent to that found in family residency, or internal medicine plus five years FT family practice experience that includes pediatrics/OB-GYN. Three physicians needed 8am-5pm, plus on-call, 48 hours/week, Monday-Friday. $125,000/year. Send resumes in duplicate to: M. Greco, NY050625, NYS Department of Labor, 276 Warling Road, Rochester, NY 14609.

FAMILY PRACTICE — We are a growing multispecialty group of thirty-five exceptionally collegial and well-trained physicians seeking a second BE/BC FP interested in practicing 50% OB (C-Section privileges considered). Our friendly, safe, family-oriented community has a diversified economy and offers pleasant small city living, numerous cultural and community activities, convenient skiing, parks, lakes, golf, and excellent schools and universities. We are located in the beautiful southern tier of Western New York next door to a progressive regional referral center which is family practice friendly. We offer a guarantee plus bonus, leading to partnership within two years, (and we are ideally positioned to thrive with the changes in healthcare). Please send CV to: Karen Voorhees, Olean Medical Group, 535 Main Street, Olean, NY 14760.716-375-6106.

INTERNIST/FAMILY PRACTITIONER — B/C/BE. Interest in purchasing existing practice in Northwestern Pennsylvania. Excellent potential. Financial assistance may be available for the practice as well as relocation. Reply Box 10197, JABFP
COASTAL NEW ENGLAND — Outstanding opportunity to join a young, board certified family physician whose practice, emphasizing maternal/child care, has experienced dramatic growth. $110K/year plus bonus, paid relocation and early partnership. Brand new offices in medical arts building minutes from the 350-bed hospital. Less than one hour from Boston's cultural amenities without the high cost of living. Documentable community need due to impending retirement of existing physicians. Call: Thomas E. Bell at 800-238-7150 or fax CV to: 610-975-0574.

NEW ENGLAND — CAPE COD — Two-person family practice group seeking a third BC/BE FP. Young, dynamic medical staff; progressive hospital; waterfront community one hour from Providence, RI and Boston. Excellent schools; low crime - perfect place to raise a family! Contact: Mary Roceckel: 800-842-2050. Gilbert Tweed Associates; 3411 Silverside Road, 100 Hagley Building, Wilmington, DE 19810. Fax: 302-479-5197.

NEW YORK — FINGER LAKES — Step into a thriving family medicine practice established by a well-respected, retiring physician and benefit from ready-made patient base, one-in-seven call, exceptional salary plus bonuses and great benefits package! Your success, both professional and personal, is guaranteed in this scenic community where family values count and the great outdoors is your playground. Call for details: Gil Gillespie, 800-654-2854 or fax your CV to: 404-417-2170.

MAINE — Scenic New England community needs primary care physician. This position offers one-in-seven call, new hospital facilities and two year guaranteed income. For more information call: Bill Selvey at Medical Doctor Associates: 800-780-3500 extension 222.

MANAGED CARE BLUES? — Try primary-care without the headaches. Internists or Family Practitioners (BC) to join practices in our growing retirement communities in suburbs of Baltimore. Practice financial support by communities to allow for high quality care in a stable "Health Care Reform Proof" environment. Diverse positions with rewarding clinical practice, research opportunities, administration and teaching. Faculty appointment at Johns Hopkins University commensurate with qualifications. Geriatric experience preferred but not required. Communities have full range of clinical and social services to support a multi-disciplinary approach to the practice of medicine. Very competitive salary and generous benefit package including health, life, disability and malpractice insurance, flexible benefits program five weeks vacation/personal and one week CME. Send CV to: Gary Applebaum, MD, VP, Medical Services, Senior Campus Living, 711 Malden Choice Lane, Baltimore, MD 21228, or call: 410-247-5602.

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PENN UNIVERSITY OF PENNSYLVANIA

Chair, Department of Family Practice and Community Medicine

The University of Pennsylvania School of Medicine seeks outstanding candidates for the position of Professor and Chair of the newly created Department of Family Practice and Community Medicine.

The successful applicant will be a national leader in the field and will provide academic leadership to establish a premier department of family practice and community medicine. Applicants should have demonstrated qualifications in education, research, administration, and patient care.

The University is an equal opportunity, affirmative action employer. Women, minority, and international candidates are encouraged to apply. Letters of interest, CV, and names of references should be sent to:

Mark A. Kelley, M.D.
Chair, Family Practice and Community Medicine
Search Committee
Vice Dean for Clinical Affairs
University of Pennsylvania School of Medicine
21 Penn Tower
3400 Spruce Street
Philadelphia, PA 19104-4385

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THE MEDICAL CENTER OF CENTRAL MASSACHUSETTS

The Medical Center of Central Massachusetts, a 335-bed referral hospital, is seeking a dynamic, progressive ABFP-certified Family Physician to serve as Medical Director for the Hahnemann Family Health Center in Worcester. The Center, which is a training site for 12 UMass FP residents and medical students, has 25,000 visits annually and multiple outreach programs. OB required. Credentials must be suitable for appointment in the Department of Family Practice of UMass Medical School. Strong clinical teaching and administrative background preferred.

Clinical Faculty

The Medical Center also seeks energetic ABFP-certified Family Physician to join four others at the Regional Family Health Center in Barre, Massachusetts, 24 miles from Worcester. The Center is the site for the University of Massachusetts Rural Residency track. OB required. Credentials must be suitable for appointment in the Department of Family Practice of UMass Medical School. Excellent lifestyle, competitive salary and benefits. Please send CV to: Cynthia Germain, Manager, System Support, The Medical Center of Central Massachusetts, 119 Belmont Street, Worcester, MA 01605-2982, An Equal Opportunity Employer.

EXCEPTIONAL OPPORTUNITY FOR A FAMILY PRACTITIONER — Located in Southwest Kentucky. New (grand opening 8/93) 107-bed medical facility offers state-of-the-art equipment and patient care. Doctor professional building is attached to the hospital which also offers the newest in business systems. Primary service area of 135,000 with one in eight call coverage or outpatient clinic practice setting. Very competitive financial package. Family oriented community with schools nationally recognized for their academic excellence. Cultural amenities include community theater, nearby university and area symphony. Just minutes from two of the largest man-made lakes in the world. For more information, send your CV or call: Richard Whibby, Jackson & Coker, 115 Perimeter Center Place, Suite 380 (14023), Atlanta, GA 30346. Telephone: 800-272-2707, extension 14023.

ASSOCIATE DEAN, UNIVERSITY OF ALABAMA SCHOOL OF MEDICINE HUNTSVILLE PROGRAM AND DEAN UNIVERSITY OF ALABAMA HUNTSVILLE SCHOOL OF PRIMARY MEDICAL CARE — The University of Alabama School of Medicine is seeking nominations and applications for the position of Associate Dean for the Huntsville Program. The University of Alabama at Huntsville is seeking nominations and applications for the position of Dean of the School of Primary Medical Care, in anticipation that the same individual will be named to both positions. The Huntsville Program is a branch campus of the medical school and as such is responsible for the medical education of third and fourth year medical students at that campus. The School of Primary Medical Care is an academic unit of the University of Alabama at Huntsville and coequal with other colleges on the campus and is responsible for academic programs related to medicine health care. The incumbent should have a terminal degree (MD or PhD or equivalent) and, if an MD, should be board certified in some specialty, preferably a primary care specialty. He or she should be committed to high quality medical education and related fields in a manner compatible with the aims, goals and mission statements of the medical school and university. He or she should have administrative experience in a medical school preferably one with multiple campuses, and should have skills in managerial work in an evolving matrix organization. For further information or to make nominations or application, please send curriculum vitae to: Amy Thompson, Director, Administrative Services, Medical Dean's Office - MEB 310, University of Alabama School of Medicine, Birmingham, AL 35294-3293. 205-934-1111. Fax: 205-934-3333. The University of Alabama System is an Equal Opportunity/Affirmative Action Employer.

INHERITANCE GUARANTEE

Join us in the suburbs of NORTHERN VIRGINIA and guarantee your family a rich inheritance of the finest education and cultural opportunities available in the country.

Several unique opportunities exist to join Internal Medicine and Family Practice groups forming the INOVA Primary Care Network of Northern Virginia. Partnership or employee arrangements available; compensation tailored to your needs.

Contact Michael Barszcz
INOVA Primary Care
Network Development
8003 Forbes Place, Suite 330
Springfield, VA 22151
800.689.8663
FAX 703.321.9507

ASSOCIATE DEAN, UNIVERSITY OF ALABAMA SCHOOL OF MEDICINE HUNTSVILLE PROGRAM AND DEAN UNIVERSITY OF ALABAMA HUNTSVILLE SCHOOL OF PRIMARY MEDICAL CARE — The University of Alabama School of Medicine is seeking nominations and applications for the position of Associate Dean for the Huntsville Program. The University of Alabama at Huntsville is seeking nominations and applications for the position of Dean of the School of Primary Medical Care, in anticipation that the same individual will be named to both positions. The Huntsville Program is a branch campus of the medical school and as such is responsible for the medical education of third and fourth year medical students at that campus. The School of Primary Medical Care is an academic unit of the University of Alabama at Huntsville and coequal with other colleges on the campus and is responsible for academic programs related to medicine health care. The incumbent should have a terminal degree (MD or PhD or equivalent) and, if an MD, should be board certified in some specialty, preferably a primary care specialty. He or she should be committed to high quality medical education and related fields in a manner compatible with the aims, goals and mission statements of the medical school and university. He or she should have administrative experience in a medical school preferably one with multiple campuses, and should have skills in managerial work in an evolving matrix organization. For further information or to make nominations or application, please send curriculum vitae to: Amy Thompson, Director, Administrative Services, Medical Dean's Office - MEB 310, University of Alabama School of Medicine, Birmingham, AL 35294-3293. 205-934-1111. Fax: 205-934-3333. The University of Alabama System is an Equal Opportunity/Affirmative Action Employer.

ATLANTA, GEORGIA — FACULTY — FAMILY PRACTICE — Georgia Baptist Medical Center. Family Practice Residency Program. 1000 Corporate Center Drive, Suite 200, Morrow, GA 30260. 404-968-6454 or 800-851-1078. Fax: 404-968-6455. The Opportunity: Georgia Baptist Medical Center, a 523-bed tertiary care facility, affiliated with the Medical College of Georgia, is actively recruiting a BC/BE Family Practice Physician for a faculty position with the Family Practice Residency Program, located in Morrow, Georgia (17) miles south of downtown Atlanta. Candidates must hold an MD degree and be board certified or eligible in family practice and do OB. The residency program is procedurally oriented. Therefore applicants should possess strong clinical skills and dynamic teaching abilities. Responsibilities include precepting residents and inpatient and outpatient care. The Community: Atlanta, population 2.8 million is located in North Central Georgia. Atlanta's geographical location offers a comfortable lifestyle, affordable housing, with a blend of rural beauty and urban accessibility. The area also offers numerous outdoor activities, universities, four star restaurants, cultural amenities and major league sporting events (Braves, Hawks and Falcons). Compensation: Competitive salary, malpractice in-surance, health and dental insurance, long term disability, retirement program, CME stipend and allocated time off, tax sheltered annuities.

INOVA HEALTH SYSTEM
EXCELLENT FAMILY PRACTICE OPPORTUNITY —
With the Jackson Clinic Professional Association, an 80-physician multispecialty group in West Tennessee, Outpatient, walk-in clinic with scheduled hours and no night call. As the largest multispecialty group in Tennessee and a major health care provider, we are uniquely positioned to adapt to changes in health care in the future. Reply Box 10165, JABFP.


ASSOCIATE MEDICAL DIRECTOR — Leading group health insurance company, N-Central USA. Should be B/C in FP or IM, have medical practice/management/leadership experience, plus peer/utilization/QA review experience, plus business sense. Outstanding compensation package and advancement potential. Call: Patty VanGulick, SNW, Inc. 800-634-0837 or fax CV to her at: 201-746-0414.

MULTI-HOSPITAL EMERGENCY GROUP — Seeks board certified or board eligible internist or Family Practitioner who wishes to develop a career in emergency medicine. Training is available in a supportive environment, remuneration is excellent. Please contact: Ken Adams at Emergency Physicians Medical Group, PC. 800-466-3764.

OCCUPATIONAL & ENVIRONMENTAL MEDICINE RESIDENCY/FELLOWSHIP — Exciting opportunity for comprehensive graduate medical education with a practical focus. The Wayne State University medical school's partnership with the Detroit Medical Center and the affiliation with major employers in Michigan will provide the appropriate knowledge, skills and hands-on experience needed to meet the demand for trained occupational and environmental physicians in medical centers, industry, academia and government. This two-year program, leading to board eligibility in occupational medicine, offers competitive salary and benefits. Positions available for July 1995. Contact: Mark Uppal, MD, MPH, Wayne State University, Division of Occupational and Environmental Medicine, 4201 St. Antoine, UHC-4J, Detroit, MI 48201. Call: Lisa Berry 313-577-8788. WSU is an AA/EEO Employer.

BC FAMILY PRACTITIONERS — Needed at various hospital locations of 84-physician multispecialty group at Dubuque, Iowa. Practices available in Iowa, Illinois, and Wisconsin. Community sizes from 6,000 to 60,000. Practices have two to four partners. OB optional. Physicians own and manage clinic as well as an HMO. Outstanding family lifestyle, excellent income guarantee, complimentary benefits and ownership eligibility. Call or send CV to: Dennis Albright, Medical Associates Clinic, 1000 Langworthy, Dubuque, IA 52001. 800-648-6688.

IOWA — A FAMILY PHYSICIAN'S FAMILY HAVEN — Bring your family to a safe, wholesome area rich with leisure, cultural and educational opportunities. We are in need of BE/BC family physicians to join our growing PPO of primary care physicians. Highly competitive salary and compensation package. Practice patient-oriented medicine in a group concerned with your quality of life. Send CV to: Theresa Alberts, Recruiting Specialist, 855 A Avenue NE, Suite 100, Cedar Rapids, IA 52422. Telephone: 319-366-3400.

JANESVILLE, WISCONSIN — Dean Medical Center, a 300-physician multispecialty group, is actively recruiting additional BE/BC family physicians to practice at the Riverview Clinic locations In Janesville, Milton and Delevan, Wisconsin. Traditional family practice and urgent care opportunities are available. Janesville, population 55,000, is a beautiful, family-oriented community with excellent schools and abundant recreational activities. Excellent compensation and benefits are provided with employment leading to shareholder status. Send CV to: Stan Gruhn, MD, Riverview Clinic, PO Box 551, Janesville, WI 53547 or call: 608-755-3500. An Equal Opportunity Employer.

CHICAGO, NORTHERN SUBURBS — Excellent private practice opportunities for BC/BE family physicians to join well-established groups or to open new practices. A full complement of practice development services exists. Our progressive community hospital features a strong Department of Family Practice and is situated in a high growth service area with a sound physician mix, family-centered communities, outstanding schools and easy access to Chicago. Contact: Susan Kilpatrick, Cordell Medical Center, Phone: 708-362-2905, extension 5280 or fax: 708-362-1721.

GROUP PRACTICE — Join progressive group practice with five BC family physicians at Saint Francis Medical Center, Peoria, Illinois. Strong primary care network promotes quality patient care, with office management handled by experts in that field. Practice at modern 750-bed medical center with full range of ancillary services on site. Faculty appointment at University of Illinois College of Medicine at Peoria is an option. Peoria, with metropolitan population of 250,000, offers many opportunities for recreation and culture; excellent schools at all levels. For more information contact: Dawn Hamman, Saint Francis, Inc., 4541 North Prospect, Peoria, IL 61614. Phone: 800-438-3740. Fax: 309-685-1997.

Associate Director
Family Practice Residency Program

- Fully accredited - 18 residents
- Balance of teaching, patient care, research and scholarly activities
- Community hospital with mission of compassion and caring
- Two private practice training sites
- Competitive salary & benefit package including:
  - 20 days vacation
  - 10 days CME
  - 10 paid holidays
  - $3,000 CME allowance
  - Faculty development funds
  - Health, dental, life and malpractice insurance

Contact:
Raymond Buch, M.D., Program Director
Sacred Heart Hospital, Allentown, PA
(215) 776-4888
SOUTHEAST MISSOURI — Excellent opportunity for BC/BE Family Practitioner to establish primary care practice located 90 miles southwest of St. Louis, Missouri in Plot Knob, Missouri. Rural location within minutes of surrounding lakes and Mark Twain National Forest. Competitive compensation offering choice of full employment or income guarantee. Fully staffed office with clinic subspecialist support. Both practice and hospital sponsored by the SSM Health Care System. For more details, please contact: SSM Physician Recruitment at 800-841-3674.

OKLAHOMA — Four-physician group looking for a BC/BE GP/FP Physician to join them in a management free practice and receive a first year guarantee of $110,000, plus 60% of clinic and 80% of hospital practice. No obstetrics. Call one-and-five. Fantastic community, excellent management free practice and receive a first year guarantee of $110,000. plus 60% of clinic and 80% of hospital practice. Located just minutes from Tulsa. Call: Cathy Scalerio 800-466-3500 or fax your CV to: 303-694-6648.

OKLAHOMA — Experience the hospitality of the southwest in Oklahoma. We are interested in the addition of BC/BE family physicians to join our growing multispecialty group practice. Salary guarantee, incentive bonus and generous benefits are offered. Contact: Debbie Jones, Oklahoma City Clinic, 701 NE 10th, Oklahoma City, OK 73104. 800-522-0224, ext. 2591.


YOU CAN'T SEE THE AIR BUT YOU CAN SEE THE STARS — That's stars in the sky, not the kind in Hollywood. But Portales, New Mexico does have a lot to brag about: booming agriculture, a local university, and a nearby growing Air Force base. Plus its a clean and friendly town with plenty of need and community support for a family practice physician. So come on out and see the stars for yourself. We'll even take you around town in the daylight so you can get a look at it, too. For more information call: Bill Norris, Presbyterian Healthcare Services, 800-545-4030, extension 6320, or send your CV to: PO Box 26666, Albuquerque, NM 87125-6666.

ALBUQUERQUE, NEW MEXICO — BE/BC Family Practice Physicians. Numerous opportunities with the region’s leading healthcare system. Competitive salary, personalized benefits and potential for incentive compensation. Send CV, Kay Kernaghan, Physician Coordinator, Presbyterian Healthcare Services, PO Box 26666, Albuquerque, NM 87125. Telephone: 800-545-4030, x6330. Fax: 505-260-6393.


CHAIRMAN/PROFESSOR/ASSOCIATE PROFESSOR — Administrator, clinician, educator to lead the growing Las Vegas programs of the Department of Family and Community Medicine. This exciting program has filled residency and required third year clerkship in department named "Outstanding Clinical Department" by the classes of 1991, 1992, and 1993. Requires administrative and teaching skills and participation in clinical activities including obstetrics. Board certified Family Physician eligible for licensure in Nevada. Administrative, clinical, and teaching experience required with experience as residency group practice or medical director preferred. The School of Medicine is statewide medical school experiencing exciting growth and development of its Las Vegas Clinical Campus and implementation of new generalist curriculum. Competitive salary and benefits. Open until filled. AA/EOE. Submit letter of application, curriculum vitae, and references to: George H. Hess, MD, UNSOM Brigham Bidg/316. Reno, NV 89557-0046.

MAUI, HAWAII — MEDICAL DIRECTOR — FAMILY PRACTICE — Escape the hassles of private practice while you live and work in paradise! We have an excellent full-time opportunity for a Medical Director who is BC/BE in family practice. Limited in-house responsibility with shared call, 40 hours a week clinically. Competitive remuneration, plus additional annual stipend for administrative duties. We offer participation in an occurrence malpractice insurance program and a full benefits package, including 401K after one year of service. Please call: Ev Waters 800-288-8044 or fax CV to: 719-598-7945.


Surround Yourself with Excellence

We provide the resources to practice quality medicine: Nationally and internationally recognized physicians on staff. In-house, 24-hour coverage by internists, pediatricians, neonatologists and critical care physicians. Affiliation with area universities and colleges. The newest technology and treatment procedures. A clinically competent and caring nursing staff.

Opportunities in private practice or employed; multi- or single-specialty groups.

Located 30 miles from Lake Michigan, this dynamic metro area offers the advantages of a big city without the problems. Affordable housing; excellent schools; thriving arts and cultural community.

Rewarding salary and benefits program. Call or write: Steve Shortwell, Blodgett Memorial Medical Center, 1840 Wealthy, S.E., Grand Rapids, MI 49506; 1-800-253-7124.

BLODGETT MEMORIAL MEDICAL CENTER
OREGON — Director, OHSU Family Practice Residency Program. Seeking a talented, energetic physician to lead this successful program with thirty residents. Must be board certified in family practice with experience in administration, education and residency training. Obstetrics required. Interested applicants should send a CV and three references to: Robert B. Taylor, MD, Department of Family Medicine, Oregon Health Sciences University, Mail Code FP, Portland, OR 97201-3098. AA/EO Employer.

KITSAP PENINSULA, WASHINGTON — Our 42-physician multispecialty clinic needs three more BC/BE Family Practitioners for busy new practices at suburban satellite locations. We were founded in 1945 and are the largest group practice in a service area of 200,000; our median physician age is 38 years. You'll practice in modern, well-equipped facilities and have the professional stimulation of a multispecialty setting. You'll enjoy a busy practice with high income potential and a guaranteed referral base. Kitsap County (named one of America's most livable locations) offers excellent recreation and family life, strong economy and schools, mild climate, and is one hour from Seattle. Contact or send CV to: Pam Myers, Director of Human Resources, The Doctors Clinic, 2512 Wheaton Way, Bremerton, WA 98310. 206-478-6295.

Internal Medicine/Family Practice — BC/BE. Nationwide Opportunities. Group, hospital sponsored solo and urgent care. Income guarantee, benefits and relocation package. For confidential consideration contact: Larry Howell, 800-503-8877 or mail CV to: US Personnel, PO Box 210518, Columbia, SC 29221. Fax: 803-750-0480. No fees.

Primary Care Physician Opportunities — Ski the mountains of Colorado, Oregon, Washington, and Montana or bask in sunny New Mexico. Camp, fish and hunt in these beautiful, relaxed communities where outdoor activities abound: or, take advantage of the numerous cultural and recreational activities available. Breathtaking scenery and the low cost of living make these areas ideal places to live. Several practice opportunities are located in moderate volume emergency departments throughout the Rocky Mountain states. You'll enjoy competitive remuneration and occurrence malpractice insurance. Flexible scheduling allows you to adapt your career to your lifestyle. For more information, contact: Andy Emery or Rebecca Katzmeney at 800-325-2716 or Fax your CV to: 314-579-1374.

Family Practice Physicians

If you're a physician looking for a professional life that keeps you attuned to high-tech medical advances and offers you financial rewards, opportunities for career development and excellent benefits, the Navy Medical Corps may be for you. As a Navy physician, you'll practice in a truly collegial environment, where physicians support each other rather than engage in economic competition. You'll be a commissioned officer and a respected member of the Navy's prestigious health care delivery team.

You'll work in clinical settings in the United States and around the world with top professionals and state-of-the-art equipment and facilities. Through funded continuing medical education and specialty training, you'll have the opportunity to develop your full professional potential as well as the freedom to move from practice to research or teaching without losing seniority, salary level, or retirement benefits.

You'll earn an excellent starting salary based on your ability and experience, and federal law provides free medical liability protection to Navy physicians. You may also be entitled to special pay in addition to your regular salary and allowances. Navy benefits include 30 days of paid vacation earned each year, free medical and dental care, tax-free housing and food allowance, an excellent retirement system and opportunities for free travel to some of the most exotic and beautiful places in the world.

For more information, contact your local Navy Medical Programs office or call 1-800-USA-NAVY.

Ask for operator 36.
The beautiful Finger Lakes region of New York State offers vast recreational, cultural, and educational offerings, including first-rate sailing, windsurfing, fishing, skiing (both cross country and downhill), golfing, and musical performances. Several well-known colleges and universities are nearby — such as the highly regarded University of Rochester School of Medicine and Dentistry. And both metropolitan Rochester and Syracuse are within commuting distance.

Clifton Springs Hospital is seeking BC/BE family physicians for our innovative primary care initiative. Openings are now available in community and hospital-based clinical practices, as independent or hospital-employed practitioners. Teaching opportunities and OB/GYN practice options are also available.

Compensation, benefits and an excellent call-coverage arrangement complete the picture.

Write to: Mervyn U. Weerasinghe, Medical Director, Clifton Springs Hospital & Clinic, 2 Coulter Road, Clifton Springs, NY 14432 or call (315) 462-1468.

An Equal Opportunity Employer M/F.

DIRECTOR MEDICAL CARE MANAGEMENT

John Deere Health Care, Inc., a subsidiary of Deere & Company, is offering a key corporate medical staff position to physicians interested in joining a fast-growing and dynamic managed health care organization committed to disease management and patient satisfaction.

Qualifications: Successful candidate will be a Board Certified primary care physician with Case Management and Physician Medical Review experience in a managed care setting, and with current or recent medical practice activity.

Major Duties: Direct and develop Case Management and Medical Review activities. Position includes part-time (20%) medical practice at the John Deere Family Health Center, developed in cooperation with Mayo Clinic.

Outstanding compensation package: Salary and executive allowances, corporate performance incentive, 401K savings plan, company-paid pension plan, paid vacation and CME, moving and relocation allowances, and much more.

Central Maine Medical Center

Maine.
The Way Life Should Be
For Family Practitioners.

Practice family medicine in one of the top healthcare facilities in the region—Central Maine Medical Center (CMMC). You'll not only have access to the up-to-the-minute technology in this 250-bed medical center, but you'll also be able to enjoy the quality of life and wonderful outdoor recreational opportunities for which Maine is so well known.

As a family physician, you'll find excellent support at CMMC, including group practice opportunities, loan assistance, attractive call schedules, competitive salaries and highly qualified, friendly colleagues.

Please send your CV to: Shannon Tamminen, Manager, Physician Recruitment, Central Maine Medical Center, 300 Main Street, Lewiston, ME 04240. Fax: (207) 795-2203. Or call her at 800-445-7431.

Natividad Medical Center is seeking Family Practitioners to join our Family Practice Residency Program and Affiliated Community Clinics.

- Residency affiliated with the University of California, San Francisco
- Modern, affordable health care campus on present site to be completed by 1997
- Community of 110,000, 17 miles inland from the Monterey Bay Area; moderate year round weather
- Applicants must be Board Certified/Board Eligible as a Family Practitioner
- Obstetrics preferred for Residency Faculty position; optional for community clinics

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Richard Brunader, M.D.
Director, Family Practice Residency Programs
P.O. Box 81611, Salinas, CA 93912
408-755-4201.
AA/EOE.

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If you're like most physicians, you've been relying on journals like The New England Journal of Medicine for years to locate the best practice opportunities. Now, learn about career openings by phone, too -- 24 hours a day, 7 days a week. Introducing the National TeleAccess Network, a revolutionary new service that is:

**Targeted.** Specify your career interest, geographic preferences, and more.

**Fast.** Request and receive details on openings that interest you by fax or mail.

**Comprehensive.** Browse through a variety of opportunities from all across the country.

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In 1987, Galveston Manufacturing introduced the Galveston Metacarpal Brace™. After over seven years of clinical use, the brace has proven successful in treating metacarpal shaft fractures. Galveston Manufacturing has continued serving the medical community, bringing you the latest quality fracture management products at affordable prices. So far this year we've introduced three new products to our line; the THUMZ'UP® functional thumb splint, the ORFIZIP® removable casting system and the PLAST-O-FIT® thermoplastic bandage for immobilization.

For ordering information or a product catalog, simply call 1-800-634-3309. These products will be displayed at the AAFP in Boston, booth #1114.
Tablets

PLENDIL®

(extended-release tablets)

INDICATIONS AND USAGE

PLENDIL® is indicated for the treatment of hypertension. PLENDIL® may be used alone or concomitantly with other antihypertensive agents.

CONTRAINDICATIONS

Pleural Effusion: Felodipine, like other calcium antagonists, may occasion­ally precipitate significant hypertension and rarely syncope. It may lead to reflex tachycardia which in susceptible individuals may precipitate an anginal syndrome.

Heart Failure: Although acute hemodynamic studies in a small number of patients with NYHA Class II or III heart failure treated with felodipine have shown some improvement in the resting heart rate, patients with heart failure have not been established. Caution therefore should be exercised when using PLENDIL in patients with heart failure or complicated ventricular function, particularly in combination with a beta blocker.

Elderly Patients or Patients with Impaired Liver Function: Patients over 65 years of age or patients with impaired liver function may have elevation of serum concentrations of felodipine and may therefore respond to lower doses of PLENDIL. These patients should have their blood pressure monitored closely during dosage adjustment of PLENDIL. PLENDIL should be used at the lowest possible dose 10 mg. See CLINICAL PHARMACOLOGY and DOSAGE AND ADMINISTRATION sections of the prescribing information.

PHARMACOKINETICS

Terminal Elimination: After oral administration of a single oral dose of felodipine and concomitantly administered with metoprolol, felodipine concentrations were lower and were undetectable in plasma at 24 hours post-dose. The area under the concentration-time curve was approximately 15% of the value when felodipine was administered alone. The terminal half-life of felodipine was approximately 11 hours when felodipine was administered alone and approximately 3 hours when felodipine was administered concomitantly with metoprolol. When metoprolol was ceased, the terminal half-life of felodipine was approximately 11 hours. When metoprolol was administered concomitantly with felodipine, metoprolol was similarly affected. See CLINICAL PHARMACOLOGY and DOSAGE AND ADMINISTRATION sections of the prescribing information.

Pharmacodynamics

Hypotension: Felodipine, like other calcium channel blockers, has been shown to decrease both systemic and arterial blood pressure and to increase the heart rate. The rate of hypotensive response is greatest in patients with hypertension. These effects on blood pressure and heart rate are generally dose-related. The fall in blood pressure is of short duration and the heart rate is increased.

Pregnancy

Category C

Teratogenic Effects: Studies in pregnant rabbits administered doses of 0.7, 2.3, and 4.6 mg/kg/day (0.5 mg, 3.4 mg, and 7.8 mg/g kg) respectively, the maximum recommended human dose on a mg/g/kg basis showed digital anomalies consisting of reduction in size and degree of ossification of the terminal phalanges in the fetuses. The frequency and severity of these changes were dose-related and noted even at the lowest dose. These changes have been shown to occur with other members of the dihydropyridine class and are possibly a result of compromised uterine blood flow. Similar fetal anomalies were not observed in rats given felodipine.

Teratogenic Effect: Studies in mongrel monkeys showed no reduction in the size of the terminal phalanges was observed but an abnormal position of the distal phalanges was noted in about 40 percent of the fetuses. Monotriglycerides: A prolongation of parturition with difficult labor and an increased frequency of fetal and early postnatal deaths were observed in rats administered doses of 6.9 mg/kg (4x the maximum human dose on a mg/g/kg basis). This effect occurred only in pregnant rabbits and progressed during lactation. Similar changes in the mammary glands were also observed in the rabbits. There are no adequate and well-controlled studies in pregnant women. If felodipine is used during pregnancy, or if the patient becomes pregnant while taking this drug, it should be appraised of the potential hazard to the fetus, possible digital anomalies of the infant, and the potential effects of felodipine on labor and delivery, and on the mammary glands of pregnant females.

Dosage

Mean Decrease in Diastolic Pressure: A mean decrease in diastolic pressure of approximately 10 mmHg was observed in patients with hypertension who received felodipine 10 mg once daily for 4 weeks. In healthy volunteers, the mean decrease in diastolic pressure was approximately 10 mmHg with felodipine 10 mg once daily. In patients with hypertension, the mean decrease in diastolic pressure was approximately 10 mmHg with felodipine 10 mg once daily. See CLINICAL PHARMACOLOGY and DOSAGE AND ADMINISTRATION sections of the prescribing information.

ADDITIONAL CONSIDERATIONS

Serum Electrolytes: No significant effects on serum electrolytes were observed during short- and long-term therapy. See CLINICAL PHARMACOLOGY section of the prescribing information.

CONTRAINDICATIONS

Serum Electrolytes: No significant effects on serum electrolytes were observed during short- and long-term therapy. See CLINICAL PHARMACOLOGY section of the prescribing information.

ADVERSE REACTIONS

In controlled clinical studies in the United States and overseas approximately 3000 patients were treated with felodipine as either the extended-release or the immediate-release formulation. The most common clinical adverse experiences reported with PLENDIL felodipine therapy were headache, peripheral edema, flushing, and dizziness. They occurred more frequently with felodipine than with placebo therapy.

 headache: In controlled clinical studies, the incidence of headache ranged from 12% in patients treated with PLENDIL, principally for peripheral edema, to 5% in healthy volunteers. The patient's blood pressure and heart rate were normal on admission to hospital; he subsequently recovered without significant sequelae. Overdosage might be expected to cause excessive peripheral vasoconstriction with marked hypertension and possible Bradycardia. If severe hypotension occurs, symptomatic treatment should be initiated. The patient should be placed supine with the legs elevated. The administration of intravenous fluids may be useful to treat hypotension due to overdose with calcium antagonists. In case of accompanying ischemia, atropine (0.5-1 mg intravenously) should be administered intravenously. Symptomatic drugs may also be given if the physical signs they are warranted. It has not been established if felodipine can be removed from the circulation by hemodialysis.

DOSEAGE AND ADMINISTRATION

The recommended initial dose is 5 mg once a day. A therapy should be adjusted individually according to patient response, generally at intervals of not less than two weeks. The usual dosage range is 5-10 mg once a day. The maximum recommended daily dose is 20 mg once a day. That dose clinical trials showed an increased U.S. pressure response but a large increase in the rate of peripheral edema and other vasodilatory adverse events (see ADVERSE REACTIONS). Modification of the dose may be required in patients in whom the usual dose is not required in patients with renal impairment.

PLENDIL should be swallowed whole and not crushed or chewed. Use in the Elderly or Patients with Impaired Liver Function: Patients over 65 years of age or patients with impaired liver function may have elevation of serum concentrations of felodipine, because they may develop higher plasma concentrations of felodipine, should have their blood pressure monitored closely during dosage adjustment. See CLINICAL PHARMACOLOGY section of the prescribing information. PLENDIL, 10 mg tablets, are supplied in bottles of 100 tablets. For further detailed information, consult your Astra/Merck Specialist or see complete Prescribing Information. Astra/Merck Group of Companies 725 Chesterbrook Boulevard, Wayne, PA 19087 PLENDIL is a product of Astra/Merck Research Copyright ©1984 by Astra/Merck Group of Companies & Co, Ltd. All Rights Are Reserved. 7652003 150358
From a unique chemical class of non-benzodiazepine sleep agents

More sleep
Total sleep time is significantly increased compared with placebo. Patients fall asleep quickly; generally within 20 to 30 minutes.¹³

Better sleep
Awakenings were reduced, compared to placebo.

Through the night
No evidence of increased wakefulness during the last third of the night. Normal sleep stages are generally preserved (clinical significance unknown).

With no objective evidence of tolerance or rebound insomnia
In studies of up to 35 consecutive nights at recommended doses.¹²

Favorable safety and tolerability profile
Adverse events with dosages of ≤ 10 mg that were statistically significant vs placebo

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<thead>
<tr>
<th></th>
<th>Short-term: ≤10 nights</th>
<th>Long-term: 28 to 35 nights</th>
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<tbody>
<tr>
<td>drowsiness</td>
<td>2%</td>
<td>dizziness 5%</td>
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<tr>
<td>dizziness</td>
<td>1%</td>
<td>drugged</td>
</tr>
<tr>
<td>diarrhea</td>
<td>1%</td>
<td>feelings 3%</td>
</tr>
</tbody>
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In the short-term treatment of insomnia

First in a unique chemical class of non-benzodiazepine sleep agents

Please see references and brief summary of prescribing Information on the last page of this advertisement.
Indications and Usage

Ambien (zolpidem tartrate) is a non-benzodiazepine hypnosedative that is indicated for the short-term treatment of insomnia. Hypnosedatives should generally be limited to 7 to 10 days duration of use, and Ambien should be used only for as long as recommended if they are to be taken for more than 2 to 3 weeks.

Contraindications

None known.

Warnings

Since sleep disturbances are a common presenting manifestation of a primary physical or psychiatric disorder, symptomatic treatment of insomnia should not be initiated without a thorough evaluation of the patient. The failure of insomnia to remit after 7 to 10 days of treatment with a hypnotic may be an indication of the need for evaluation.

Hypnotics are not totally without risk. For example, psychomotor performance may be impaired the morning after a single dose. The impairment may be dose-related.

Some studies have found that psychomotor performance and subjective symptoms of sedation may persist for up to 10 days following chronic administration. Such findings have emerged during the course of treatment with sedative/hypnotics, and the patient should be cautioned not to drive or operate dangerous equipment until the effects of the medication have been reported to occur in association with the use of sedative/hypnotics. Some patients have reported residual effects the morning after a single dose, including very unusual dreams, thoughts of self-harm, or lack of control over their actions. Other reported behavioral changes have included bizarre behavior, hallucinations, and delusions. Amnesia and/or other neuropsychiatric symptoms may occur unpredictably. In primarily depressed patients, Ambien is prescribed with caution, since these symptoms have been reported in association with the use of sedative/hypnotics. While no abnormalities have been observed in patients with a history of substance dependence, the possibility of possible withdrawal symptoms upon discontinuation of Ambien should be considered.

Some patients have reported amnesia immediately prior to going to bed. Patients should be cautioned to not ingest any other drugs that might enhance the effects of Ambien. All patients should be instructed to report any unusual or suspicious symptoms that occur during treatment with this medication.

Different adverse effects can be observed when Ambien is used at low doses, and anticholinergic effects can be observed at higher doses. These effects are thought to occur as a result of the pharmacodynamic and pharmacokinetic properties of the drug.

Since the use of Ambien by patients with a history of substance dependence has not been fully studied, its use should only be considered under close supervision. The use of Ambien in patients with a history of bladder outlet obstruction due to prostatic enlargement or other causes should be closely monitored.

Pregnancy

Use in the elderly and/or debilitated patients: Impaired motor and cognitive functions and/or anticholinergic effects may result in somnolence or confusion. Of particular concern is the possibility of sensitivity to sedatives/hypnotics in a child or adolescent, since they may be more sensitive to these effects. Ambien dosage should be 5 mg in such patients (see Dosage and Administration, Pediatric Patients).

Concomitant use of sedatives/hypnotics with other CNS depressants, such as opioid analgesics, alcohol, other CNS depressants, or sedative/hypnotics, will result in the accumulation of the antianxiety and sedative/hypnotic effects. Therefore, use of Ambien should be discontinued prior to the initiation of any other sedative/hypnotics, or the dose of any such drugs should be reduced. Use of low-dose Ambien (5 mg) in such patients is recommended. The use of Ambien in the elderly and/or debilitated patients may increase the risk of anticholinergic effects. Use in these patients is not recommended.

Liver Impairment

No specific studies have been performed to determine the effects of Ambien in patients with hepatic impairment. It is recommended that the usual dosage be used in these patients.

Pediatric Patients

The safety and efficacy of Ambien have been established in non-elderly children 12 years of age and older, and the following information is based on reports from open-label, short-term studies of pediatric patients.

The safety and efficacy of Ambien in pediatric patients under 12 years of age have not been established.

Controlled Substance Schedule IV: Amphetamine, and/or in those former users in whom the drug remains an important part of the natural environment. The drug should be used only under close supervision. The use of Ambien in the elderly and/or debilitated patients may increase the risk of anticholinergic effects. Use in these patients is not recommended.

Laboratory Tests: There are no specific laboratory tests recommended. Drug Interactions

Carbohydrate Metabolism: Ambien was evaluated in healthy volunteers in single-dose interaction studies for several effects related to carbohydrate metabolism. At therapeutic doses of Ambien, there was no indication of impaired glucose tolerance. No effects were observed on insulin-mediated glucose uptake or on glucose storage, glycogen synthesis, or lipogenesis. These findings were consistent with the lack of significant change in body weight observed in placebo-controlled clinical trials of long-term efficacy and safety in patients with insomnia. The lack of effect on body weight observed in these studies could be expected to persist during long-term therapy with Ambien.

Ambien does not affect plasma levels of cortisol or aldosterone, as measured by radioimmunoassays. These findings were consistent with the lack of significant change in body weight observed in placebo-controlled clinical trials of long-term efficacy and safety in patients with insomnia. The lack of effect on body weight observed in these studies could be expected to persist during long-term therapy with Ambien.

During the course of treatment with sedative/hypnotics, there are important adverse effects of Ambien appear to be dose related (see Pharmacokinetics). The effects are often dose dependent, with the highest doses producing the most marked effects. The following table lists the most commonly reported adverse events related to sedative/hypnotics for the 2010 FDA Adverse Event Classification System.

Adverse Events Related to Sedative/Hypnotics

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