

# The GP Screen Test



## TAKE ONE ...

... simple step to receive on-the-spot information about your patient's condition

## ACTION ...

... with new Multistix GP can help your treatment of 'at-risk' patients - the elderly, the young, pregnant women and people with diabetes

## AND CUT ...

... unnecessary laboratory costs<sup>1,2</sup> and antibiotic prescriptions<sup>1</sup> by screening out negative urines for around 25p per patient

**NEW**

**Multistix GP**  
Reagent Strips

For more information simply return the coupon

**Bayer Diagnostics** 

### Taking more care

Bayer Diagnostics, Bayer plc, Evans House, Hamilton Close,  
Basingstoke, Hants. RG21 2YE. Tel: (0256) 29181.

\* Trademark of Miles Inc. USA

References 1. Lightfoot NF. The Rapid Diagnosis of Urinary Tract Infections in the Hospital and Community: Reagent Strip Testing. 2. Lowe PA. Med Lab Sci 1985; 42: 28-33.

Please provide me with information on Multistix GP Reagent Test Strips

Name.....

Address.....

Postcode.....

Please return this coupon to  
Bayer Diagnostics Bayer plc,  
FREEPOST (WGR80)  
Evans House, Hamilton Close,  
BASINGSTOKE,  
Hants. RG21 2BR.

BJGP

# THE EXPANDING WORLD OF 'ZESTRIL'



More GPs are prescribing 'Zestril'  
for more patients than ever before

**Consult data sheet before prescribing.**

**USE:** All grades of essential hypertension and renovascular hypertension. Congestive heart failure (adjunctive therapy).

**PRESENTATION:** Tablets containing 2.5mg, 5mg, 10mg or 20mg lisinopril ('Zestril').

**DOSAGE AND ADMINISTRATION: Hypertension** – Adults (including elderly): initially 2.5mg daily, a 2.5mg dose seldom achieves a therapeutic response; adjust dose according to response. Maintenance usually 10-20mg once-daily. Maximum is 40mg daily. Diuretic-treated patients – if possible stop diuretic 2-3 days before starting 'Zestril'. Resume diuretic later if desired.

**Congestive heart failure:** Adults: initially 2.5mg daily under close medical supervision (hospital initiation for severe or unstable heart failure and other patients at higher risk), increasing to 5-20mg once-daily according to response. Monitor blood pressure and renal function.

**Renal impairment:** May require lower maintenance dosage.

**CONTRAINDICATIONS:** Pregnancy. Hypersensitivity to 'Zestril'. Patients with history of angioneurotic oedema to previous ACE inhibitor therapy. Patients with aortic stenosis, cor pulmonale or outflow tract obstruction.

**PRECAUTIONS:** Assessment of renal function is recommended. Symptomatic hypotension may occur, particularly in volume depleted patients and congestive heart failure. Caution in patients with ischaemic heart or cerebrovascular disease; renal insufficiency; renovascular hypertension. Patients with a history

of angioedema may be at increased risk of angioedema with an ACE inhibitor. Cough has been reported with ACE inhibitors. Renal impairment (usually reversible) may occur in some patients. Hypotension may occur during surgery or anaesthesia. Caution in nursing mothers. No paediatric experience. Afro-Caribbean patients may show reduced therapeutic response. Symptomatic hypotension can be minimised by discontinuing diuretic prior to 'Zestril'. Interaction with indomethacin and lithium. Potassium supplements, potassium-sparing diuretics and potassium-containing salt substitutes not recommended. Avoid concomitant use with high-flux dialysis membranes.

**SIDE EFFECTS:** Hypotension, dizziness, headache, diarrhoea, cough, nausea, fatigue. Less frequently, rash, asthenia. Rarely, angioneurotic oedema and other hypersensitivity reactions, myocardial infarction or cerebrovascular accident possibly secondary to excessive hypotension in high risk patients, palpitation, tachycardia, abdominal pain, dry mouth, hepatitis, jaundice, mood alterations, mental confusion, urticaria, diaphoresis, uraemia, oliguria/anuria, renal dysfunction, acute renal failure, impotence, pancreatitis. A symptom complex which may include fever, vasculitis, myalgia, arthralgia/arthritis, positive ANA, elevated ESR, eosinophilia, leukocytosis; rash, photosensitivity or other dermatological manifestations may occur. Increases (usually reversible) in blood urea, serum creatinine, liver enzymes and serum bilirubin. Decreases in haemoglobin and haematocrit have occurred. Hyperkalaemia.

**LEGAL CATEGORY:** POM.

**PRODUCT LICENCE NUMBERS AND BASIC NHS COSTS:**

'Zestril' 2.5mg (12619/0084) 7 tablets, £1.91; 28 tablets, £7.64; 5mg (12619/0085) 28 tablets, £9.58; 10mg (12619/0086) 28 tablets, £11.83; 20mg (12619/0087) 28 tablets, £13.38.

**'Zestril' is a trademark.**

Further information is available from: ZENECA Pharma, King's Court, Water Lane, Wilmslow, Cheshire SK9 5AZ.

**Zestril**  
lisinopril

*Helping hypertensives retain  
their Zest for Life*

**ZENECA**



Special sessions  
for GP fundholders  
covering primary care issues

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The evolution of primary care;  
What we have to learn from the International experience.

- An impressive line up of speakers:  
**Virginia Bottomley**,  
*Secretary of State for Health*  
**Dr Don Berwick**,  
*president, Institute for Healthcare Improvements USA*  
**Professor Sir David Weatherall**,  
*regius professor of Medicine and Hon director Institute of Molecular Medicine, University of Oxford*  
**Dr Ann Robinson**,  
*leading economist, Institute of Directors*  
**David Willetts, MP**

# THE NHS EVENT OF THE YEAR



## FACING THE KEY ISSUES

22-24 JUNE 1994  
BRIGHTON METROPOLE HOTEL,  
BRIGHTON

**Patricia Hewitt**,  
*director,  
Institute of Public Policy  
Research*

**Dr Peter Kennedy**,  
*chief executive,  
York Health Services  
NHS Trust*

**Jenny Griffiths**,  
*chief executive,  
Hertfordshire Health Agency*

**Dr David Colin-Thome**,  
*GP fundholder, Runcorn*

- Satellite sessions dedicated to NHS commissioning, NHS providing and GP fundholding will be arranged along with an exciting array of breakout workshops and fringe events.
- An exhibition attracting over 130 leaders in the field of healthcare supplies, providing a vital resource in which to establish partnerships.
- Three day conference from as little as £195.00 + VAT.

Nothing less than a revolution is taking place in the UK's health system. NAHAT is taking the healthcare challenges forward. Phone the NAHAT conference office on 021-414 1536 or fax on 021-472 7783 for a programme and booking information now!



PGEA APPROVED

# THE MAJOR EVENT OF THE YEAR FOR PRACTICE MANAGERS

## 21-23 July 1994, Birmingham

800 delegates attended the First National Practice Managers' Conference and Exhibition last year; at least 1,000 delegates are expected to attend the Second National Practice Managers' Conference and Exhibition this year.



### CONTRIBUTORS

**Ken Jarrold**, Director of Human Resources, NHSME  
**Ray Bennett**, Director, Health Audit, National Audit Office  
**Eleanor Brown**, Practice Development and Fundholding Manager, South London  
**Dr Johnny Browne**, GP, Carryduff, Northern Ireland  
**Jenny Girling**, Practice/Fund Manager, St John's Surgery, Bromsgrove  
**Dr Mollie McBride**, GP, East London and past-Secretary to Council, RCGP  
**Bernie Naughton**, Practice Manager, Luton  
**Mo Rillands**, Chief Executive, Fundholding Practice, Newcastle.

### WORKSHOPS

The introduction of a full day of workshops will provide an arena for the exchange of ideas and experiences between colleagues. Workshop topics include: **Developing Contracting in Fundholding Practices** sponsored by *The National Audit Office*; **Consortia - Primary/Secondary Care Purchasing**; **Managing the Partnership** sponsored by *BMI Healthcare*; **Career Development and Training**; **Primary Care/Priority Services Interface** sponsored by *Bristol Myers Squibb*; **The Positive Stress Factor in Practice Management and Communication**; **The Challenge of Small Practices**; **Health and Safety Issues**.

FEES: £150 + VAT (IHSM Members) £175 + VAT (Non-members)  
For further details contact the Conference Assistant, IHSM, 39 Chalton Street,  
London NW1 1JD. Tel: 071-388 2626 Fax: 071-388 2386

## WHERE TO MEET THE NEW DECISION MAKERS IN GENERAL PRACTICE

The Second National Practice Managers' Conference and Exhibition promises to be one of the most important gatherings of policy makers and opinion leaders in primary care. There will be a large exhibition of over 80 companies supplying products, technology and services to general practice. Stand availability is currently at a premium.

This event offers suppliers of products and services to General Practice the exclusive opportunity to meet those charged with making the purchasing decisions. It also provides an ideal occasion for companies to link their name with the most prestigious event for practice managers. A wide range of sponsorship opportunities is available for commercial sector involvement.

Call Tina Hall, Business Coordinator, IHSM on 071-388 2626.



Organised by:





THE WORLD ORGANIZATION  
OF FAMILY DOCTORS

# 14TH WONCA WORLD CONFERENCE

10-14 June 1995

Hong Kong Convention & Exhibition Centre

## "FAMILY MEDICINE - MEETING NEW CHALLENGES"



HOSTED BY  
The Hong Kong College  
of General Practitioners

### Message from Dr J. T. N. Chung, Chairman, Host Organising Committee

*The Hong Kong College of General Practitioners takes great pleasure in hosting the 14th WONCA World Conference, 10-14 June 1995, and on behalf of the College, I extend a warm welcome to family doctors of the world to Hong Kong.*

*As we move on in the last decade before the 21st Century, we see Family Medicine facing various challenges. A full array of scientific sessions will be devised to be presented by internationally renowned personalities in Family Medicine. A comprehensive Medical Exhibition will accompany the Scientific Programme, displaying the latest in medical products, technology and educational wares.*

*June is early summer when it is comfortably warm and Hong Kong is well placed to offer a wide range of pre-and post-Conference tours.*

*We look forward to welcoming you all in Hong Kong in 1995.*

### WONCA ORCHESTRA, HONG KONG JUNE 1995

During recent years, WONCA has proved itself to be more than an organisation of family doctors. It has shown itself to be a meeting point of hidden talents and fine musicians, as embodied in the WONCA Orchestra.

It is now the turn of the Hong Kong College of General Practitioners to carry on the musical tradition at the 14th World Conference in 1995. We are now recruiting and appeal to those who have participated before to play again, and to those who can play an instrument (to a competent level) but have not tried anything like this, to come and join us.

Please fill in the reply slip and send it back to us now!

### GENERAL INFORMATION ON CALL FOR ABSTRACTS

**Deadline – 31 October 1994**

The following presentation categories will be available:

- PLENARY PAPERS
- PLENARY WORKSHOPS
- WORKSHOPS
- SYMPOSIA
- FREE-STANDING PAPERS
- CLINICAL UPDATES
- COMPUTER WORKSHOPS
- VIDEO WORKSHOPS

## S C I E N T I F I C P R O G R A M M E

### Plenary I: Family Medicine Meeting the Challenges of Health Care Delivery

1. Family medicine in a national health care system;
2. Family medicine in a private health care system;
3. Family medicine in developing countries.

### Plenary II: Family Medicine Meeting the Challenges of the Changing Society

1. Family Medicine meeting the challenge of changing political & socio-economic structure;
2. Family medicine meeting the challenge of changing population structure;
3. Family medicine meeting the challenge of changing family structure.

### Plenary III: Family Medicine Meeting the Challenges of Recent Advances in Technology

1. Family medicine meeting the challenge of advances in computer technology;
2. Family medicine meeting the challenge of advances in telecommunications;
3. Family medicine meeting the challenge of advances in medical technologies.

### Plenary IV: Family Medicine Meeting the Challenges of the Changing Environment

1. Family medicine meeting the challenge of environmental pollution;
2. Family medicine meeting the challenge of hazardous behaviours;
3. Family medicine meeting the challenge of professional stresses.

## REPLY SLIP

Name \_\_\_\_\_

Address \_\_\_\_\_

Fax No. \_\_\_\_\_

- ☐ I plan to attend the meeting
- ☐ Please forward further information
- ☐ I plan to submit an abstract

### ☐ APPLICATION FOR WONCA ORCHESTRA

Instrument \_\_\_\_\_

Please give a brief description of music experience and level of playing \_\_\_\_\_

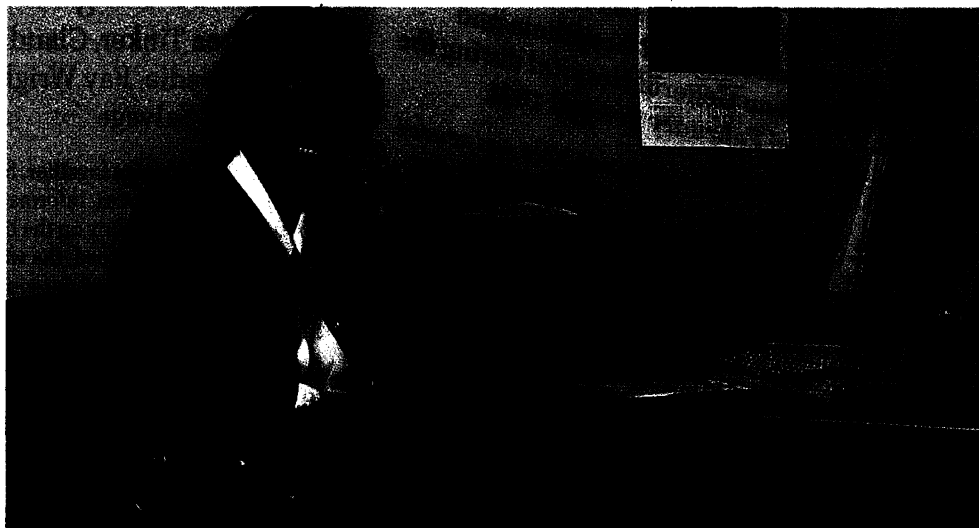
Have you already filled in previously our reply card for Conference information

Yes ☐ No ☐

Mail reply slip to : Dr J. T. N. Chung  
c/o Conference Secretariat

Gardiner-Caldwell Communications Ltd., 2403, Tung Wai Comm. Bldg., 109-111 Gloucester Rd., Wanchai, Hong Kong.  
Tel: (852) 519 3083 Fax: (852) 519 8072

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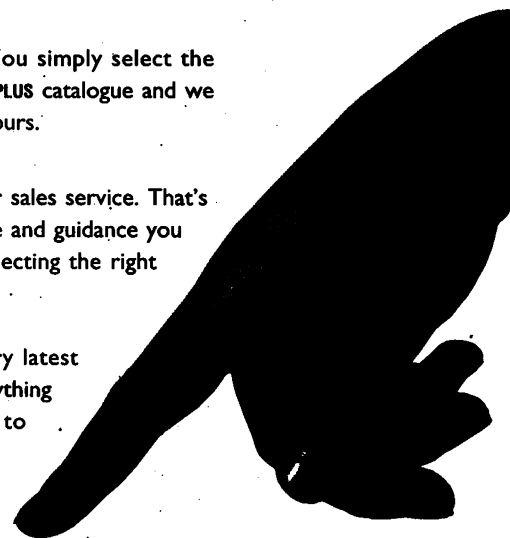
*Practice PLUS* offers a complete surgery equipment mail order service. You simply select the products you need from the extensive range featured in our latest *Practice PLUS* catalogue and we do the rest – including delivery anywhere in the country, normally within 48 hours.

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We are also committed to giving you the very best product advice and after sales service. That's why we have a highly experienced back-up team ready to give you the advice and guidance you may need, because we understand the difficulties sometimes involved in selecting the right product at the best price.

#### *Comprehensive Product Range.*

Our catalogue contains a comprehensive range of products, from the very latest innovations to the best known brands, all at competitive prices. So for everything from examination couches to emergency aspirators, or from scalpels to stethoscopes call us now on 0800 716249 or return the coupon below. We're looking forward to showing you how *Practice PLUS* can help your practice run even more smoothly.



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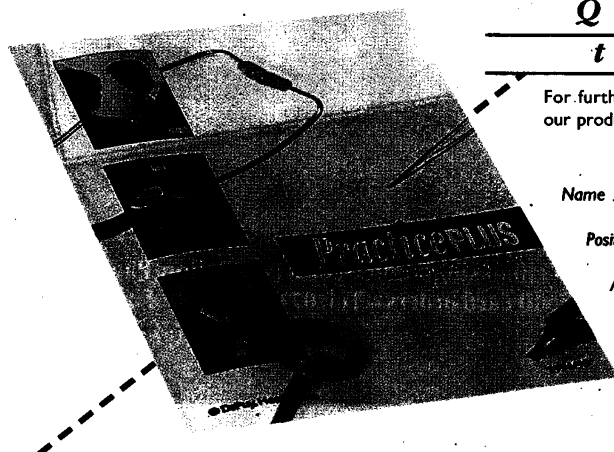
For further information and help on any of our products, please fill in the coupon below. **Helpline 0800 716249**

Name

Position

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Postcode  Tel: No.



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# topical reading



## **The Allitt Inquiry** *Independent inquiry relating to deaths and injuries on the children's ward at Grantham and Kesteven General Hospital during the period February to April 1991*

In May 1991, Nurse Beverly Allitt was arrested for the murders of four children and the attempted murders of nine others in the care of the Grantham and Kesteven General Hospital, crimes for which she was consequently convicted. This shattering news left questions which needed urgent answers. How was she allowed to qualify as a nurse? Why were her crimes not detected earlier? What can be done to prevent another similar tragedy occurring in the future? This inquiry, chaired by Sir Cecil Clothier, attempts to provide answers to these questions and makes recommendations for changes in procedures.

DEPARTMENT OF HEALTH  
February 1994 297x210mm 140 pages  
ISBN 0 11 321714 5 Paperback £6

## **The Care of Frail Elderly People in the United Kingdom**

Anthea Tinker, Claudine McCreadie, Fay Wright and Ann V Salvage

This report brings together, from a diversity of sources, information on the way in which policy on the care of elderly people has developed, the ways in which care is provided, and the sources of funding for services and financial benefits for elderly people.

DEPARTMENT OF HEALTH  
February 1994 246x156mm 114 pages  
ISBN 0 11 321610 6  
Paperback £10.25

## **Resource Allocation and Health Needs: From Research to Policy**

Can policies for allocating resources in the Health Service be equitable and include assessment of the health needs of different populations? This is a topic on which there is currently vigorous debate. This book contains the proceedings of a conference designed to widen the debate by i) reviewing the research on assessment of health care needs and their value, and ii) addressing how these findings may contribute in the framing and implementation of policies for resource allocation in the health service.

UNIVERSITY OF BIRMINGHAM  
March 1994 246x156mm  
ISBN 0 11 701774 4  
Paperback £12

## **Working in Partnership: A Collaborative Approach to Care**

The first major review of mental health nursing since 1968 is described in this report. It explores the impact of changes in society and social policy and their implications for practice, education, research and management. The report outlines a vision for the future which places mental health nurses in the vanguard of practice: building on existing expertise and developing new skills; collaborating confidently and constructively with colleagues in the multi-disciplinary team; and responding directly and appropriately to the needs of the people who use the services.

DEPARTMENT OF HEALTH  
March 1994 297x210mm c74 pages  
ISBN 0 11 321716 1  
Paperback £7

HMSO Books are available from HMSO Bookshops and Agents (see Yellow Pages: Booksellers) and through all good booksellers. Credit card orders - Tel: 071-873 9090 Fax: 071-873 8200

## CLASSIFIED ADVERTISEMENTS

Classified Advertisements are welcomed and should be sent to: The Advertising Sales Executive, Royal College of General Practitioners, 14 Princes Gate, Hyde Park, London SW7 1PU. Telephone: 071 - 581 3232. Fax: 071 - 225 3047. Copy must be received three weeks before the 1st of the month of issue to ensure inclusion. Every effort will be made to include advertisements received after this date but publication cannot be guaranteed and the advertisement may have to be held over to the following issue. The publisher will not be responsible for any error in the insertion of, or omission to insert, any advertisement. The charge for space in this section is £12.00 per single column centimetre, plus £10.00 if a box number is required, plus VAT at 17.5%. Fellows, Members and Associates of the Royal College of General Practitioners may claim a 10% reduction. Replies to box numbers should be sent to the above address, with the box number on the envelope. The inclusion of an advertisement in this *Journal* does not imply any recommendation and the Editor reserves the right of refuse, amend or withdraw any advertisement without explanation. All recruitment advertisements in this section are open to both men and women.

## EXAMINATION

Royal College of Physicians of London

### DIPLOMA IN CHILD HEALTH

The Diploma in Child Health is designed to give recognition of competence in the primary care of children and is particularly suitable for General Practitioners and Clinical Medical Officers.

The next examination will be held on Thursday 1st September 1994. Application forms and the necessary documentation and fees must reach the College by Friday 1st July 1994. The Written Section of the examination will now also be held in Manchester.

Experience of six months in the care of children is recommended before candidates apply to sit the examination.

Possession of the Diploma in Child Health is regarded as satisfactory for accreditation of General Practitioners in Child Health Surveillance.

Further details and an application form may be obtained from:

The Examinations Office  
Royal College of Physicians of London  
11 St Andrew's Place  
Regent's Park, London NW1 4LE  
Registered Charity Number 210508

## RECRUITMENT

### TRAINEE GENERAL PRACTITIONER

#### Kimbolton, Cambridgeshire

Trainee vacancy for one year from 1 October 1994 in a four partner rural dispensing practice. Fully equipped modern purpose built surgery with easy access to Huntingdon V T S sessions weekly. Busy village practice in very agreeable surroundings.

*Please write for further details enclosing CV to:*

Dr John Rawlinson  
The Medical Centre  
Hunters Way  
Kimbolton, Cambs PE18 0JF

## EDUCATION & LEARNING



### MRCGP DCH DRCOG

Success in exams is vital for improving your career prospects. To be sure of passing at your first attempt you need to be well prepared. PasTest has 20 years specialist experience in helping doctors to pass their exams and we can help you to be successful.

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Start your revision now. Write or telephone us for full details, information is sent by return of post.

**PasTest Service, Dept. GP,  
Freeport, Knutsford, Cheshire WA16 7BR**

**Tel: 0565 - 755226**

## MANAGEMENT

### HEALTHCARE FACILITIES DESIGN & PROJECT MANAGEMENT

Health Service Managers and local GPs will be aware that NHS Estates are advocating the use of local, commercial business space for health care facilities.

We undertake a comprehensive nationwide service for the complete design and project management of health care facilities from surgeries to special units, in newly built or refurbished premises. Whatever your premises requirements, contact Paul Brooks on 0753 544201 for further information.

#### ADRIAN BROOKS ASSOCIATES

SHIRLEY LODGE, 470 LONDON RD,  
LANGLEY, BERKS SL3 8QY  
TEL: 0753 544201

## EXCHANGE

"German physician (ENT) seeks exchange partner for two 14 year old daughters, interests: horses, sailing, golf, preferably with possibility of visiting England this summer and reciprocal visits in southern Germany in future."

Dr. J. Krapp, D-71032 Böblingen, Klaffensteinstr.1  
Fax: 07031/226525



# Better Writing Workshops

## ONE DAY COURSE FOR GENERAL PRACTITIONERS

A workshop in effective writing will be held in a variety of locations around the country this Autumn.

This practical course has been developed to help doctors improve their written communication skills. Also suitable for other members of primary care teams.

With emphasis on participation and exercises, plus attention to individual needs, each workshop will include:

- Keys to expressing ideas clearly and effectively
- Overcoming inhibitions to writing; mastering procrastination
- How to compose cohesive, readable articles, memos, brochures
- Matching writing styles to outlets

Course fee estimate: £100  
(includes background materials and light refreshments)  
PGEA approval to be sought

*Better Writing Workshops* are led by Susan Kerr, BA, author, freelance health writer and qualified adult teacher, and by Dr Richard Maxwell, MA FRCGP, a published practising GP with an interest in communication skills.

Dates, venues and final details arranged according to demand. Further information:  
Dr Richard Maxwell, Lodgeside Surgery,  
22 Lodgeside Avenue, Kingswood, Bristol BS15 1NH.  
Telephone 0272 615666; Fax 0272 476854.

Closing date for enquiries: 20 July 1994.

## 1994 AUDGP/RCGP RESEARCH COURSE for GENERAL PRACTITIONERS

12-14 September 1994

### St George's Hospital Medical School General Practice and Primary Care with Public Health Sciences

This three day course is to introduce a range of basic skills required to undertake research.

*The course will cover-*

- \*Practical issues in defining and organising research
- \*A range of research methodologies and study designs
- \*Statistical aspects of study design
- \*Searching and using existing information
- \*Presenting research findings

The course will be taught by members of the Division of General Practice and of the Department of Public Health Sciences under the auspices of the Association of University Departments of General Practice and is approved by the Royal College of General Practitioners. PGEA approval for Service Management is anticipated. The course is also suitable for other NHS research workers.

The registration fee is £260 to include light lunch, refreshments, and course notes. Basic overnight accommodation can be arranged at extra cost. Further details are available on request. Application including payment should be sent to the address below by 19 August.

Booking Secretary  
Mrs Beulah Scott  
Public Health Sciences  
St George's Hospital Medical School  
London SW17 0RE  
081-725-5467

Course Organiser  
Mrs Pit Rink  
Research Manager  
General Practice and Primary Care  
081-725-5418

## THE WELLINGTON SOCIETY

**June 9:** "OLYMPIC ATHLETES - DEATH AND INJURY IN SPORT"  
by: DR MICHAEL S TURNER (Dir. Med. Services, British Team, Lillehammer, February 1994)

**July 5:** "FINANCIAL SURGERY" - A Seminar to be given by CITROEN WELLS, CHARTERED ACCOUNTANTS (TAX, INVESTMENTS, FINANCIAL PLANNING, INDEPENDENT ADVICE).

Supper: 7.15 pm  
Lecture: 8 pm prompt

The Society holds 10 supper meetings a year on a wide variety of topics at THE WELLINGTON HOSPITAL, SOUTH, WELLINGTON PLACE, LONDON NW8.

Subscription: £40 per year. Non-members: £7.50 per meeting. Please contact the Secretary: The Wellington Society, 34 Circus Rd., London NW8 9SG. Tel: 071 586 9361.

## UNIVERSITY OF WESTMINSTER

### Is your future in community care or primary health?

The Centre for Community Care & Primary Health offers the following MA one day release courses plus one year dissertation starting September 1994.

- MSc in General Practice & Primary Health\*
- MA in Community & Primary Health Care; towards reflective practice
- MA in Community Observation\*
- MA in Community Development\*
- MA in Therapeutic Bodywork

For details contact: Centre for Community Care & Primary Health, University of Westminster, 33 Queen Anne Street, London W1M 9FB.

Telephone 071 255 3550. (\*subject to approval)

## JOHN HORDER PRINT

Dr John Horder, founder member, fellow of the College and past President is also a talented artist. His water colour of 14 Princes Gate, painted in 1991 is produced as a limited edition print for sale to members and supporters of the College. The original of this painting was presented to past President, HRH Prince of Wales in 1992.

*Provide a unique and valued gift for your friends or colleagues available from RCGP Sales at £135.00*



## RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES .

### MRCGP COURSE

Course Leaders: Dr D R Dare and Dr H P Joshi

**22/25 September 1994**

This is an intensive Course employing unique teaching methods to enable candidates to prepare for the MRCGP examination. The course is particularly directed to cater for the needs of the candidates who have difficulty in obtaining an invitation to the oral examinations. It is also aimed to introduce candidates to the use of videos for consultation analysis and to help them to gain an insight into the role and functions of the College of which they seek membership. Section 63 Applied for.

The fee (inclusive of VAT) is £450.00

### EFFECTIVE PERSONNEL MANAGEMENT

Course Director: Sally Irvine Course Tutor: Hilary Haman

**28/29 September 1994**

This course is designed for members of the practice team whose responsibilities include staff management. The principles of personnel management, and their application in the management of staff whose conduct and performance are problematic, are covered. This two day residential course addresses the contract of employment, the motivation of staff and dealing with disciplinary issues. 2 days PGEA under Service Management.

The fee (inclusive of VAT) is £250.00 including lunch and refreshments and dinner on the first evening.

### PERFORMANCE APPRAISAL

Course Tutor: Hilary Haman

**11/12 October & 29/30 November 1994**

Two day course open to general practitioners and practice and health centre managers. It aims to provide an appreciation of performance appraisal, the opportunity to practice interviewing skills, including role play and the use of video, and to develop a plan to allow participants to introduce a staff appraisal scheme into their practice. This course is aimed at both newcomers to appraisal and those who have experience of appraisal but wish to revisit the subject. It is a highly intensive course and therefore limited to twelve participants only. 2 days PGEA under Service Management.

The fee (inclusive of VAT) is £325.00 including lunch and refreshments and dinner on the first evening.

*For further details please contact: RCGP Courses and Conferences on 071 823 9703 or Fax 071 225 3047*

## RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES . RCGP COURSES .

# Take a fresh look at Cardura



**CARDURA\***  
doxazosin

**A first line antihypertensive  
that can also lower cholesterol**

**ABBREVIATED PRESCRIBING INFORMATION FOR CARDURA\* (doxazosin):** UK. **Presentation:** White tablets containing doxazosin mesylate to the equivalent of 1, 2 and 4mg doxazosin. **Indications:** First-line treatment of hypertension and may be used as the sole agent to control blood pressure in the majority of patients, including those with asthma, diabetes mellitus, gout and the elderly. **Dosage:** CARDURA is used in a once daily regimen. The initial dose is 1mg. Dosage may then be increased after 1 or 2 weeks of therapy to 2mg and thereafter, if necessary, to 4mg. The majority of patients who respond to CARDURA will do so at a dose of 4mg or less. Dosage can be further increased, if necessary, to 8mg or the maximum recommended dose of 16mg. **Use in children:** Not recommended. **Contra-indications:** Sensitivity to



CARDURA and related quinazolines. Lactation. **Use during pregnancy:** CARDURA should only be used during pregnancy when, in the opinion of the physician, potential benefit outweighs potential risk. **Side-effects:** Postural hypotension, rarely associated with fainting. Other reactions include: dizziness, vertigo, headache, fatigue, asthenia and oedema. **Further information:** In short-term studies, CARDURA produced a modest reduction in plasma total cholesterol and LDL cholesterol. **Legal Category:** POM. **Basic NHS Cost:** 1mg tablet (PL 57/0276) Calendar pack of 28, £10.56; 2mg tablet (PL 57/0277) Calendar pack of 28, £14.08; 4mg tablet (PL 57/0278) Calendar pack of 28, £17.60. Further information is available on request from INVICTA\* Pharmaceuticals, A Division of Pfizer Limited, Sandwich, Kent CT13 9NJ

\* Trademark

55962 Oct '93