

BATES NO:

AAPM000000005

PLAINTIFFS TRIAL
EXHIBIT
P-25240_00001



4700 West Lake Avenue
Glenview, IL 60025 - 1485
847-375-4731 Phone
847-375-6429 Fax
info@painmed.org
.....
www.painmed.org

June 8, 2012

The Honorable Charles E. Grassley
The Honorable Max Baucus
United States Senate
Committee on Finance
219 Dirksen Senate Office Building
Washington, D.C. 20510-6200

Re: Relationship Between Opioid Manufacturers and Health Care Organizations

Dear Senator Grassley and Senator Baucus:

Martin Grabois, M.D., President of the American Academy of Pain Medicine ("AAPM"), has asked me to respond, as Executive Director of AAPM, to your May 8 letter seeking information on the relationship between opioid manufacturers and non-profit health care organizations. At the outset, let me say that the AAPM strongly supports the position that the improper use of prescription pain medications should be combated— not only to save costs for health insurers but, even more importantly, to save lives. We also share the views expressed in your letter that it is critical that patients continue to have access to opioids for appropriate use in the treatment of serious pain – and that information about opioids must be accurate and unbiased in order to prevent improper use and diversion to abusers. Accordingly, we intend to cooperate fully with your investigation.

To this end, we are providing the information requested in your letter. To begin, in response to numbered item 1 of that letter, the attached chart—Attachment A—(which, as you requested, has been prepared in a searchable .pdf format) provides "a detailed account of all payments/transfers received [by AAPM] from corporations and any related corporate entities and individuals that develop, manufacture, produce, market, or promote the use of opioid drugs." Please note, however, that although that paragraph calls for this information from 1997 to the present, we explained to Christopher Law, of the staff of Senator Baucus, that obtaining that information going back to 1997 would be very difficult and would impose substantial costs on AAPM – which is a professional association with a small staff and limited budget. Mr. Law agreed that, at least for now, we could limit our response to the period 2009 to the present. Thus, the information in the attached chart begins with data as of January 1, 2009.

Subject to that note, the attached chart sets forth the details of all payments/transfers received by AAPM from any corporation that manufactures, distributes, or promotes opioids – and any related corporate entities and individuals. As you requested, those details include the date of payment, a brief description of the purpose of the payment, the amount of the payment, total payment from each such organization (broken down by year) as well as a cumulative payment record from each organization, and the percentage of funding from each such organization (again broken down by year) relative to total revenue of the AAPM for each such year. With respect to 2012, we cannot, of course, provide the percentage of total revenue since we do not as yet know our total revenue.

In connection with the attached chart, I would offer three observations: First, we have listed the payments by date received rather than by intended purpose of the payment. Thus, for example, if a payment was received in 2009 for an event that was to occur in 2010, we attributed the payment to 2009. Second, the chart provides a general description of the purpose of the payment. If you would like further detail, we will provide such detail to the extent we can. Third, we tried to determine accurately the companies that manufacture, distribute, or promote opioids – and related corporate entities and individuals. In some cases, however, it is difficult to know whether a particular company falls within this definition. We would be pleased to explain our methodology to your staff if you would like.

Moving to item 2 of your letter, AAPM has not received any funding from the federal government.

As for item 3 and item 4, we have identified five responsive activities: The first involved an AAPM professional education initiative held in conjunction with the 2008 New York State Society of Anesthesiologists/Post Graduate Assembly. The program was titled, "Emerging Advances in Cancer Pain Management." A copy of the program brochure is attached as Attachment B. In 2008, AAPM received funding for this program, in the amount of \$15,000 from Purdue Pharma, LP. In 2009, AAPM received funding for this program, in the amount of \$25,000, from Endo Pharmaceuticals.

The second activity involved collaboration with the American College of Physicians (ACP) facilitated by Conrad and Associates, LLC of Potomac, Maryland. AAPM worked with ACP and Conrad and Associates to develop a patient-focused publication, "Managing Chronic Pain." That publication was released in 2008, at the AAPM Annual Meeting, and was subsequently provided to all AAPM members by mail. A copy of this publication is attached as Attachment C. As Conrad and Associates had initiated the collaboration between AAPM and ACP, it dispensed funds to cover associated costs. The amount paid to AAPM in 2008 for this project was \$25,000.

The third activity, involved collaboration with the American Geriatrics Society (AGS) and was also facilitated by Conrad and Associates. AAPM worked with AGS and Conrad and Associates to develop a publication titled, "Pain Management for Older Adults." The publication (attached as Attachment D) was released in 2009 at the AAPM Annual Meeting. It was likewise sent to all AAPM members via mail.

In the two referenced collaborations, Conrad and Associates engaged and worked with writers and production personnel and secured funding for the project. The professional medical associations provided knowledgeable physicians to review content. The staff of the associations worked with these physicians and interacted with Conrad and Associates. As

referenced on the chart prepared in response to item 1, the amount paid to AAPM in 2009 for its role in the development of "Pain Management for Older Adults" was \$25,000.

The fourth activity involved collaboration with Chandler Chicco of New York, NY. This project entailed hosting a Webcast titled, "The FibroCollaborative Roadmap for Change: A Call to Action for Fibromyalgia." The Webcast was held during the 2010 AAPM Annual Meeting. Since the Webcast is not the property of AAPM, we are unable to provide a copy on disk as requested. We have, however, provided a link that gives access to the Webcast: <http://fibrocollaborative.stream57.com/february5>. As you will observe, a physician content expert and the Executive Director of AAPM participated in the Webcast. Additionally, AAPM staff helped to promote the Webcast to attendees at the Annual Meeting. Chandler Chicco paid AAPM \$36,300 for its involvement in this project.

The fifth activity involved collaboration with the CARES Alliance, which is sponsored by the pharmaceutical company, Covidien, and includes the National Association of Drug Diversion Investigators and Project Lazarus, as well as other groups. This collaboration also involved the Palm Springs Police Department, and participating area Walgreens, WalMart, and Rite-Aid pharmacies. It centered around a prescription drug take-back activity held in Palm Springs the weekend before the AAPM Annual Meeting was held there. AAPM is not a member of the CARES Alliance, but we did participate as a guest in a 2011 Alliance planning meeting, which resulted in the prescription drug take-back day. Additionally, AAPM was represented by a physician member at the press conference relating to the project.

AAPM does not have copies of handouts or any other materials that might have been used for the activity. We have, however, provided a link to the CARES Alliance Website reporting on this event: <http://www.caresalliance.org/Resources/Palm%20Springs.pdf>. Covidien's funding of AAPM for this activity, in the amount of \$3,360 covered the travel and meal expenses for AAPM representatives attending a CARES Alliance planning meeting the preceding summer in Washington, DC. There was no other payment to AAPM.

With respect to item 5, we note that AAPM clinician-focused educational activities (Continuing Medical Education – CME) accredited by the Accreditation Council for Continuing Medical Education (ACCME) are governed, both by AAPM procedures and by ACCME guidelines. These guidelines prohibit the involvement of industry in the planning or content development of a CME activity. AAPM recently achieved "Accreditation with Commendation," the highest level of accreditation offered by the ACCME, in part for its adherence to ACCME policies and guidelines.

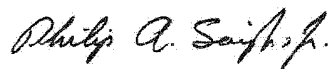
With respect to all non-CME materials covered by item 5—including such efforts as non-CME educational initiatives, advertisements, exhibit booth sales, Web links—the names, responsibilities, and dates of employment of the individuals who would have principally communicated with any organization identified in item 1 regarding the content of materials pertaining to opioid use are set forth below:

- Philip Saigh, Executive Director; oversight of and responsibility for all operational and management activities for AAPM; employed from 2005 to present.
- Kathryn M. Checea, Director of Professional Relations; oversight of and responsibility for identifying and securing external funding for AAPM initiatives through advertising and exhibit sales as well as sponsorship; employed 1988 to present.

Other staff in various reporting capacities to the above-mentioned individuals as well as staff with CME responsibilities—those alluded to in a preceding paragraph of this letter—have also had engagement with industry.

I hope that this letter provides the information that you are seeking. Please let me know if you would like to follow up in any way.

Sincerely,

A handwritten signature in black ink, reading "Philip A. Saigh, Jr." in a cursive script.

Philip A. Saigh, Jr.
Executive Director

cc: Martin Graboys, MD, President
Jack R. Bierig, Legal Counsel

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2008 Fiscal Year Revenue
01/12/09	Annual Meeting - Corporate Satellite Symposium	Academy for Continued Healthcare Learning	55,000.00	55,000.00	1.4372%
10/01/09	Annual Meeting - Corporate Satellite Symposium	AccelMed	55,000.00		
12/18/09	Annual Meeting Advertising - Room Drop	AccelMed	3,500.00	58,500.00	1.5286%
01/08/09	Annual Meeting Advertising - Room Drop	Advanced Studies in Medicine	3,000.00	3,000.00	0.0784%
12/18/09	Annual Meeting Exhibit Booth	Bioniche Pharma	2,500.00	2,500.00	0.0653%
01/16/09	Annual Meeting - President's Reception	Cephalon Inc	15,000.00		
03/17/09	Annual Meeting Advertising - Program Book	Cephalon Inc	2,613.75		
03/17/09	Annual Meeting Advertising - Program Book	Cephalon Inc	5,737.50		
04/01/09	Corporate Relations Council Annual Assessment	Cephalon Inc	5,000.00		
09/15/09	Annual Meeting - Attendee Break	Cephalon Inc	7,500.00		
11/18/09	Annual Meeting Exhibit Booth	Cephalon Inc	30,000.00	65,851.25	1.7207%
07/28/09	Annual Meeting Advertising - Program Book	Compass Inc	5,673.75		
07/28/09	Annual Meeting Advertising - Room Drop	Compass Inc	3,000.00	8,673.75	0.2266%
03/26/09	Finding Relief DVD	Conrad & Associates LLC	25,000.00	25,000.00	0.6533%
03/16/09	Annual Meeting Advertising - Program Book	Corona Productions	1,593.75	1,593.75	0.0416%
01/08/09	Annual Meeting Advertising - Room Drop	DIME (Discovery Institute of Medical Education)	3,000.00		
01/08/09	Membership Label Sale	DIME (Discovery Institute of Medical Education)	425.00		
04/08/09	Annual Meeting Advertising - Program Book	DIME (Discovery Institute of Medical Education)	1,338.75		
08/25/09	Annual Meeting - Corporate Satellite Symposium	DIME (Discovery Institute of Medical Education)	55,000.00		
12/07/09	Annual Meeting Advertising - Room Drop	DIME (Discovery Institute of Medical Education)	3,500.00	63,263.75	1.6531%
11/24/09	Annual Meeting Exhibit Booth	Elan Pharmaceuticals Corp	7,500.00	7,500.00	0.1960%
10/09/09	Corporate Relations Council Annual Assessment	Eli Lilly & Company	5,000.00		
08/24/09	Annual Meeting Exhibit Booth	Lilly USA LLC	30,000.00	35,000.00	0.9146%
01/07/09	Membership Label Sale	Endo Pharmaceuticals Inc	425.00		
01/22/09	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00		
02/04/09	NYSSA Course - Cancer Pain program date (12/2008)	Endo Pharmaceuticals Inc	25,000.00	30,425.00	0.7950%
12/08/09	Corporate Relations Council Annual Assessment	Forest Laboratories Inc	5,000.00	5,000.00	0.1307%
11/17/09	Corporate Relations Council Annual Assessment	GlaxoSmithKline	5,000.00	5,000.00	0.1307%
12/14/09	Annual Meeting - Non CME CSS Session	Haymarket Media Inc	55,000.00	55,000.00	1.4372%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2009 Fiscal Year Revenue
01/08/09	Membership Label Sale	Integrity Continuing Education	425.00		
02/18/09	Annual Meeting Advertising - Room Drop	Integrity Continuing Education	1,500.00	1,925.00	0.0503%
05/06/09	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	5,000.00		
06/25/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	1,250.00		
06/25/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	10,000.00		
10/08/09	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	5,000.00		
11/24/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	1,250.00		
11/24/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	10,000.00	32,500.00	0.8492%
02/03/09	Annual Meeting Advertising - Room Drop	Marketing OverTime	3,000.00	3,000.00	0.0784%
06/26/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	2,500.00		
06/26/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	15,000.00		
06/30/09	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	5,000.00		
09/02/09	Annual Meeting - Flash Drives	Meda Pharmaceuticals	15,000.00		
10/15/09	Annual Meeting - Opening Reception	Meda Pharmaceuticals	25,000.00		
10/15/09	Annual Meeting - WI-FI	Meda Pharmaceuticals	10,000.00		
12/08/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	5,000.00	77,500.00	2.0251%
01/05/09	Annual Meeting Advertising - Room Drop	MediCom Worldwide Inc	1,500.00		
01/05/09	Annual Meeting - Corporate Satellite Symposium	MediCom Worldwide Inc	55,000.00	56,500.00	1.4764%
01/05/09	Annual Meeting Commercial Support (MEG) - Intrathecal Therapies	Medtronic Inc	5,000.00		
01/14/09	Corporate Relations Council Annual Assessment	Medtronic Inc	5,000.00		
04/16/09	Annual Meeting Exhibit Booth	Medtronic Inc	7,500.00		
08/14/09	Annual Meeting Exhibit Booth	Medtronic Inc	7,500.00		
12/18/09	Corporate Relations Council Annual Assessment	Medtronic Inc	5,000.00	30,000.00	0.7839%
01/08/09	Annual Meeting Advertising - Room Drop	MedXcel LLC	3,000.00	3,000.00	0.0784%
06/24/09	Corporate Relations Council Annual Assessment	Merck & Company Inc	5,000.00	5,000.00	0.1307%
01/13/09	Annual Meeting Advertising - Room Drop	MK Medical Communications LLC	3,000.00		
03/23/09	Annual Meeting Advertising - Program Book	MK Medical Communications LLC	1,950.75		
09/04/09	Annual Meeting - Corporate Satellite Symposium	MK Medical Communications LLC	55,000.00	59,950.75	1.5865%
02/04/09	Annual Meeting Exhibit Booth	Neuromed Pharmaceuticals Ltd	2,500.00	2,500.00	0.0653%
09/25/09	Corporate Relations Council Annual Assessment	Ortho-McNeil Janssen Pharma Inc	5,000.00	5,000.00	0.1307%
10/08/09	Corporate Relations Council Annual Assessment	Pfizer Inc	5,000.00		
12/29/09	Annual Meeting Exhibit Booth	Pfizer Inc	5,000.00		

Page 6

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2009 Fiscal Year Revenue
12/29/09	Annual Meeting - Award	Pfizer Inc	5,000.00	15,000.00	0.3920%
03/06/09	Annual Meeting Advertising - Program Book	Pharmacom Group Inc	393.75	393.75	0.0103%
04/20/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	7,500.00		
10/13/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,000.00		
12/30/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	2,500.00	20,000.00	0.5226%
01/16/09	Annual Meeting Exhibit Booth	Pricara Unit of Ortho-McNeil Inc	75.00	75.00	0.0020%
01/27/09	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00		
05/06/09	Newsletter Sponsorship	Purdue Pharma LP	25,000.00		
06/25/09	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00		
11/05/09	Annual Meeting Exhibit Booth	Purdue Pharma LP	20,000.00	65,000.00	1.6985%
10/23/09	Annual Meeting - Corporate Satellite Symposium	USF Health Professions Conferencing Corp	55,000.00	55,000.00	1.4372%
04/02/09	Corporate Relations Council Annual Assessment	Wyeth Pharmaceuticals	5,000.00	5,000.00	0.1307%
01/08/09	Membership Label Sale	Xanodyne Pharmaceuticals	425.00		
12/16/09	Corporate Relations Council Annual Assessment	Xanodyne Pharmaceuticals	5,000.00		
12/16/09	Annual Meeting Exhibit Booth	Xanodyne Pharmaceuticals	20,000.00	25,425.00	0.6644%
2009 Calendar Year Total			884,077.00	884,077.00	23.1013%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2010 Fiscal Year Revenue
04/05/10	Corporate Relations Council Annual Assessment	Abbott Laboratories	5,000.00	5,000.00	0.1341%
03/15/10	Annual Meeting Advertising - Program Book	AccelMed	1,593.75		
12/28/10	Annual Meeting - Corporate Satellite Symposium	AccelMed	60,000.00	61,593.75	1.6519%
02/04/10	Annual Meeting - Corporate Satellite Symposium	Asante Communications	55,000.00	55,000.00	1.4751%
03/22/10	Annual Meeting Advertising - Room Drop	Catalyst Agency Inc	3,500.00	3,500.00	0.0939%
02/01/10	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00		
02/22/10	Corporate Relations Council Annual Assessment	Cephalon Inc	5,000.00		
06/03/10	Annual Meeting Advertising - Program Book	Cephalon Inc	5,737.50		
12/06/10	Annual Meeting Exhibit Booth	Cephalon Inc	5,200.00	19,437.50	0.5213%
03/22/10	Annual Meeting - Fibro Collaborative Webcast	Chandler Chicco Companies	36,300.00	36,300.00	0.9736%
03/11/10	Annual Meeting - Lanyards	Compass Inc	5,000.00	5,000.00	0.1341%
11/23/10	Annual Meeting Exhibit Booth	Coviden	5,200.00	5,200.00	0.1395%
09/23/10	Annual Meeting Exhibit Booth	Czarnowski Exhibit Services	15,600.00	15,600.00	0.4184%
03/03/10	Annual Meeting Advertising - Voicemail	DIME (Discovery Institute of Medical Education)	5,000.00		
04/12/10	Annual Meeting Advertising - Program Book	DIME (Discovery Institute of Medical Education)	1,593.75	6,593.75	0.1768%
09/23/10	Corporate Relations Council Annual Assessment	Eli Lilly & Company	5,000.00		
11/23/10	Essentials Course - Commercial Support (MEG)	Lilly USA LLC	10,000.00	15,000.00	0.4023%
01/12/10	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	15,000.00		
01/14/10	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00		
03/02/10	Essentials Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	25,000.00	45,000.00	1.2069%
01/19/10	Annual Meeting Advertising - Room Drop	Haymarket Media Inc	3,500.00		
04/15/10	Annual Meeting Advertising - Program Book	Haymarket Media Inc	1,593.75	5,093.75	0.1366%
01/12/10	Annual Meeting - Non CME Session CSS Session	Integrity Continuing Education	55,000.00		
03/26/10	Annual Meeting Advertising - Voicemail	Integrity Continuing Education	5,000.00		
04/06/10	Annual Meeting Advertising - Program Book	Integrity Continuing Education	1,593.75	61,593.75	1.6519%
01/20/10	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	7,500.00		
02/10/10	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	50,000.00	57,500.00	1.5421%
11/23/10	Annual Meeting Exhibit Booth	Mallinckrodt Pharmaceuticals	2,600.00		

Page 8

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2010 Fiscal Year Revenue
12/28/10	Annual Meeting Exhibit Booth	Mallinckrodt Pharmaceuticals	2,600.00	5,200.00	0.1395%
02/08/10	Membership Label Sale	Meda Pharmaceuticals	425.00		
07/26/10	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	5,000.00	5,425.00	0.1455%
11/09/10	Annual Meeting - Corporate Satellite Symposium	MediCom Worldwide Inc	60,000.00	60,000.00	1.6092%
01/12/10	Membership Label Sale	Medtronic Inc	425.00		
01/26/10	Annual Meeting Exhibit Booth	Medtronic Inc	25.00		
02/12/10	Annual Meeting Commercial Support (MEG)	Medtronic Inc	25,000.00		
02/12/10	Annual Meeting Commercial Support (MEG) - Neuromodulation	Medtronic Inc	27,500.00		
02/12/10	Annual Meeting - Key Cards	Medtronic Inc	10,000.00		
04/09/10	Annual Meeting Exhibit Booth	Medtronic Inc	7,800.00		
08/16/10	Annual Meeting Exhibit Booth	Medtronic Inc	7,800.00		
12/01/10	Cadaver Course - Non CME - General Financial Support	Medtronic Inc	15,000.00	93,550.00	2.5090%
03/25/10	Corporate Relations Council Annual Assessment	Merck Sharp & Dohme Corporation	5,000.00	5,000.00	0.1341%
01/22/10	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	3,500.00		
04/06/10	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	1,950.75		
10/20/10	Annual Meeting - Corporate Satellite Symposium	Miller Medical Communications LLC	60,000.00	65,450.75	1.7554%
01/12/10	Membership Label Sale	One World Inc	425.00	425.00	0.0114%
12/08/10	Corporate Relations Council Annual Assessment	Ortho-McNeil Janssen Pharma Inc	5,000.00	5,000.00	0.1341%
02/04/10	Visiting Professorship in Pain Medicine	Pfizer Inc	10,000.00		
09/27/10	Corporate Relations Council Annual Assessment	Pfizer Inc	5,000.00	15,000.00	0.4023%
01/20/10	Annual Meeting - Corporate Satellite Symposium	Pharmacom Group Inc	55,000.00		
01/28/10	Annual Meeting Advertising - Room Drop	Pharmacom Group Inc	2,000.00	57,000.00	1.5287%
04/01/10	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,400.00		
10/18/10	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,400.00	20,800.00	0.5579%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2010 Fiscal Year Revenue
02/03/10	Essential Course - Commercial Support (MEG)	Purdue Pharma LP	25,000.00		
02/08/10	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00		
04/12/10	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,500.00		
06/03/10	Newsletter Sponsorship	Purdue Pharma LP	35,000.00		
07/12/10	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00		
12/03/10	Annual Meeting - Corporate Showcase	Purdue Pharma LP	5,000.00	88,500.00	2.3736%
01/15/10	Annual Meeting Advertising - Room Drop	Ready for REMS	3,500.00		
01/26/10	Annual Meeting Exhibit Booth	Ready for REMS	2,500.00	6,000.00	0.1609%
02/01/10	Annual Meeting - Corporate Satellite Symposium	Rockpointe Corp	55,000.00	55,000.00	1.4751%
01/19/10	Annual Meeting Advertising - Room Drop	University of South Florida	3,500.00	3,500.00	0.0939%
11/24/10	Annual Meeting - Corporate Satellite Symposium	USF Health Professions Conferencing Corp	60,000.00	60,000.00	1.6092%
02/01/10	Annual Meeting Exhibit Booth	Victory Pharma Inc	2,500.00	2,500.00	0.0670%
12/28/10	Annual Meeting Exhibit Booth	Xanodyne Pharmaceuticals	15,600.00	15,600.00	0.4184%
2010 Calendar Year Total			961,363.25	961,363.25	25.7836%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2011 Fiscal Year Revenue
01/07/11	Corporate Relations Council Annual Assessment	Abbott Laboratories	7,500.00		
12/19/11	Corporate Relations Council Annual Assessment	Abbott Laboratories	7,500.00	15,000.00	0.3790%
02/01/11	Annual Meeting Advertising - Room Drop	AccelMed	3,500.00		
02/01/11	Annual Meeting Advertising - Voicemail	AccelMed	5,000.00		
05/02/11	Annual Meeting Advertising - Program Book	AccelMed	1,950.00	10,450.00	0.2841%
03/29/11	Annual Meeting - Corporate Showcase	Avant	10,000.00	10,000.00	0.2527%
01/26/11	Essentials Course - Commercial Support (Medical Education Grant - MEG)	Cephalon Inc	15,000.00		
03/01/11	Annual Meeting Commercial Support (MEG)	Cephalon Inc	5,000.00		
03/28/11	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00		
06/02/11	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00		
08/04/11	Corporate Relations Council Annual Assessment	Cephalon Inc	7,500.00	34,500.00	0.8718%
03/14/11	Cadaver Course - General Financial Support	Codman & Shurtleff Inc	2,000.00	2,000.00	0.0505%
02/15/11	Annual Meeting Exhibit Booth	Corona Productions	5,200.00		
02/24/11	Annual Meeting Advertising - Room Drop	Corona Productions	3,500.00		
05/17/11	Annual Meeting Advertising - Program Book	Corona Productions	2,210.00	10,910.00	0.2757%
02/01/11	Corporate Relations Council Annual Assessment	Covidien	7,500.00		
04/04/11	Annual Meeting Advertising - Room Drop	Covidien	3,500.00		
06/28/11	Annual Meeting Exhibit Booth	Covidien	5,500.00		
07/25/11	Annual Meeting Exhibit Booth	Covidien	2,750.00		
12/12/11	Corporate Relations Council Annual Assessment	Covidien	7,500.00	26,750.00	0.6759%
04/18/11	Annual Meeting Advertising - Room Drop	DWA Healthcare Communications Group	4,500.00	4,500.00	0.1137%
04/29/11	Corporate Relations Council Annual Assessment	Eli Lilly & Company	9,583.31		
03/22/11	Annual Meeting Commercial Support (MEG)	Lilly USA LLC	25,000.00	34,583.31	0.8739%
03/02/11	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	5,200.00		
03/16/11	Essentials Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	25,000.00		
04/14/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	25,000.00		
12/07/11	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	5,500.00		
12/07/11	Membership Label Sale	Endo Pharmaceuticals Inc	500.00		
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00		
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	10,000.00		
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	10,000.00	86,200.00	2.1782%
03/10/11	Annual Meeting Exhibit Booth	GA Communications	16,600.00	15,600.00	0.3942%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2011 Fiscal Year Revenue
01/07/11	Annual Meeting - Corporate Satellite Symposium	Haymarket Media Inc	55,000.00		
04/29/11	Annual Meeting Advertising - Program Book	Haymarket Media Inc	1,657.50	56,657.50	1.4317%
03/08/11	Annual Meeting - Corporate Satellite Symposium	Health Education Alliance Inc	60,000.00	60,000.00	1.5161%
11/15/11	Annual Meeting Exhibit Booth	Insys Therapeutics Inc	2,750.00	2,750.00	0.0695%
01/19/11	Annual Meeting - Corporate Satellite Symposium	Integrity Continuing Education	60,000.00		
03/21/11	Annual Meeting Advertising - Room Drop	Integrity Continuing Education	3,500.00		
04/26/11	Annual Meeting Advertising - Voicemail	Integrity Continuing Education	5,000.00	68,500.00	1.7309%
10/28/11	Corporate Relations Council Annual Assessment	Janssen Pharmaceuticals Inc	7,500.00	7,500.00	0.1895%
03/29/11	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	50,000.00		
01/26/11	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	20,800.00		
02/04/11	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	2,600.00		
05/12/11	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	7,500.00	80,900.00	2.0443%
09/22/11	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	5,500.00	5,500.00	0.1390%
02/14/11	Corporate Relations Council Annual Assessment	Medtronic Inc	25,000.00		
02/24/11	Annual Meeting - Key Cards	Medtronic Inc	10,000.00		
03/11/11	Annual Meeting Exhibit Booth	Medtronic Inc	175.00		
03/22/11	Annual Meeting - Keycard Sleeves	Medtronic Inc	5,000.00		
04/20/11	Annual Meeting Exhibit Booth	Medtronic Inc	11,000.00		
05/17/11	Annual Meeting Advertising - Program Book	Medtronic Inc	2,945.00		
07/29/11	Annual Meeting Exhibit Booth	Medtronic Inc	11,000.00	65,120.00	1.6455%
02/10/11	Annual Meeting Advertising - Room Drop	MedXcel LLC	3,500.00	3,500.00	0.0884%
12/19/11	Annual Meeting - Corporate Satellite Symposium	Miller Medical Communications LLC	60,000.00		
02/24/11	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	3,500.00		
05/17/11	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	2,040.00	65,540.00	1.6561%
07/26/11	Annual Meeting - Award	Pfizer Inc	5,000.00		
08/04/11	Local Initiatives Network	Pfizer Inc	10,000.00		
09/20/11	Corporate Relations Council Annual Assessment	Pfizer Inc	15,000.00		
12/15/11	Safe Opioid Prescribing - Commercial Support (MEG)	Pfizer Inc	100,000.00	130,000.00	3.2850%
02/28/11	Annual Meeting Advertising - Room Drop	Pharmacom Group Inc	3,500.00		
04/22/11	Annual Meeting Advertising - Program Book	Pharmacom Group Inc	1,657.50		
05/23/11	Annual Meeting - Corporate Satellite Symposium	Pharmacom Group Inc	60,000.00	65,157.50	1.6465%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2011 Fiscal Year Revenue
03/16/11	Annual Meeting Advertising - Room Drop	PRI Healthcare Solutions	3,500.00		
03/16/11	Annual Meeting Advertising - Voicemail	PRI Healthcare Solutions	5,000.00	8,500.00	0.2148%
05/02/11	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	11,000.00		
08/29/11	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	11,000.00	22,000.00	0.5559%
01/25/11	Annual Meeting - Corporate Showcase	Purdue Pharma LP	5,000.00		
02/16/11	Annual Meeting Exhibit Booth	Purdue Pharma LP	15,600.00		
03/16/11	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,750.00		
04/22/11	Newsletter Sponsorship	Purdue Pharma LP	45,000.00		
04/26/11	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00		
05/03/11	Annual Meeting Advertising - Program Book	Purdue Pharma LP	4,500.00		
06/02/11	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,750.00		
07/19/11	Corporate Relations Council Annual Assessment	Purdue Pharma LP	3,125.00		
11/29/11	Safe Opioid Prescribing Course - Commercial Support (MEG)	Purdue Pharma LP	50,000.00		
12/20/11	Brett Hale	Purdue Pharma LP	250.00		
12/21/11	Essentials Course - Commercial Support (MEG)	Purdue Pharma LP	25,000.00	170,975.00	4.3204%
02/08/11	Annual Meeting Exhibit Booth	Roxane Laboratories Inc	2,600.00	2,600.00	0.0657%
11/14/11	Annual Meeting Exhibit Booth	Teva Pharmaceuticals	5,500.00		
12/19/11	Annual Meeting Commercial Support (MEG)	Teva Pharmaceuticals	5,000.00	10,500.00	0.2653%
2011 Calendar Year Total			1,076,193.31	1,076,193.31	27.1944%

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year Amount	Subtotal by Company	% of Overall 2012 Fiscal Year Revenue
01/25/12	Annual Meeting Advertising - Room Drop	Covidien	4,000.00		
01/25/12	CARES Alliance - Reimbursement	Covidien	3,359.87		
03/23/12	Safe Opioid Prescribing Course - Commercial Support (Medical Education Grant - MEG)	Covidien	200,000.00	207,359.87	N/A
01/17/12	Corporate Relations Council Annual Assessment	Eli Lilly & Company	15,000.00		
02/27/12	Essentials Course - Commercial Support (MEG)	Eli Lilly & Company	25,000.00		
02/27/12	Annual Meeting Commercial Support (MEG)	Eli Lilly & Company	25,000.00	65,000.00	N/A
02/01/12	Safe Opioid Prescribing Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	75,000.00	75,000.00	N/A
01/09/12	Membership Label Sale	Meda Pharmaceuticals	500.00		
02/10/12	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	25.00		
02/10/12	Annual Meeting Exhibit Booth Badge	Meda Pharmaceuticals	50.00	575.00	N/A
01/30/12	Cadaver Course - General Financial Support	Medtronic Inc	25,000.00		
01/31/12	Corporate Relations Council Annual Assessment	Medtronic Inc	25,000.00		
02/07/12	Annual Meeting - Corporate Satellite Symposium	Medtronic Inc	60,000.00		
02/07/12	Annual Meeting - Corporate Satellite Symposium	Medtronic Inc	60,000.00		
02/20/12	Annual Meeting Exhibit Booth Badge	Medtronic Inc	400.00		
05/18/12	Corporate Satellite Symposium - Food & Beverage	Medtronic Inc	21,280.87	191,680.87	N/A
03/05/12	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	4,000.00		
05/09/12	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	2,600.00	6,600.00	N/A
03/13/12	Annual Meeting - Award	Pfizer Inc	5,000.00		
03/27/12	Corporate Relations Council Annual Assessment	Pfizer Inc	15,000.00	20,000.00	N/A
01/24/12	Annual Meeting Exhibit Booth	ProStrakan Inc	5,500.00		
02/02/12	Annual Meeting - Corporate Showcase	ProStrakan Inc	5,000.00		
02/02/12	Membership Label Sale	ProStrakan Inc	500.00	11,000.00	N/A
01/06/12	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00		
01/06/12	Corporate Relations Council Annual Assessment	Purdue Pharma LP	10,000.00		
01/24/12	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00		
02/29/12	Safe Opioid Prescribing Course - Commercial Support (MEG)	Purdue Pharma LP	50,000.00		
04/03/12	Annual Meeting Exhibit Booth	Purdue Pharma LP	16,500.00		
05/16/12	Newsletter Sponsorship	Purdue Pharma LP	45,000.00	141,500.00	N/A
01/17/12	Annual Meeting Advertising - Room Drop	Teva Pharmaceuticals	4,000.00		
02/22/12	Essentials Course - Commercial Support (MEG)	Teva Pharmaceuticals	25,000.00		
05/21/12	Corporate Relations Council Annual Assessment	Teva Pharmaceuticals	25,000.00	54,000.00	N/A
2012 Calendar Year Total			772,715.74	772,715.74	N/A

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
04/05/10	Corporate Relations Council Annual Assessment	Abbott Laboratories	5,000.00	
01/07/11	Corporate Relations Council Annual Assessment	Abbott Laboratories	7,500.00	
12/19/11	Corporate Relations Council Annual Assessment	Abbott Laboratories	7,500.00	20,000.00
01/12/09	Annual Meeting - Corporate Satellite Symposium	Academy for Continued Healthcare Learning	55,000.00	55,000.00
10/01/09	Annual Meeting - Corporate Satellite Symposium	AccelMed	55,000.00	
12/18/09	Annual Meeting Advertising - Room Drop	AccelMed	3,500.00	
03/15/10	Annual Meeting Advertising - Program Book	AccelMed	1,593.75	
12/28/10	Annual Meeting - Corporate Satellite Symposium	AccelMed	60,000.00	
02/01/11	Annual Meeting Advertising - Room Drop	AccelMed	3,500.00	
02/01/11	Annual Meeting Advertising - Voicemail	AccelMed	5,000.00	
05/02/11	Annual Meeting Advertising - Program Book	AccelMed	1,950.00	130,543.75
01/08/09	Annual Meeting Advertising - Room Drop	Advanced Studies in Medicine	3,000.00	3,000.00
02/04/10	Annual Meeting - Corporate Satellite Symposium	Asante Communications	55,000.00	55,000.00
03/29/11	Annual Meeting - Corporate Showcase	Avant	10,000.00	10,000.00
12/18/09	Annual Meeting Exhibit Booth	Bioniche Pharma	2,500.00	2,500.00
03/22/10	Annual Meeting Advertising - Room Drop	Catalyst Agency Inc	3,500.00	3,500.00
01/16/09	Annual Meeting - President's Reception	Cephalon Inc	15,000.00	
03/17/09	Annual Meeting Advertising - Program Book	Cephalon Inc	2,613.75	
03/17/09	Annual Meeting Advertising - Program Book	Cephalon Inc	5,737.50	
04/01/09	Corporate Relations Council Annual Assessment	Cephalon Inc	5,000.00	
09/15/09	Annual Meeting - Attendee Break	Cephalon Inc	7,500.00	
11/18/09	Annual Meeting Exhibit Booth	Cephalon Inc	30,000.00	
02/01/10	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00	
02/22/10	Corporate Relations Council Annual Assessment	Cephalon Inc	5,000.00	
06/03/10	Annual Meeting Advertising - Program Book	Cephalon Inc	5,737.50	
12/06/10	Annual Meeting Exhibit Booth	Cephalon Inc	5,200.00	
01/26/11	Essentials Course - Commercial Support (MEG)	Cephalon Inc	15,000.00	
03/01/11	Annual Meeting Commercial Support (MEG)	Cephalon Inc	5,000.00	
03/28/11	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00	
06/02/11	Annual Meeting Advertising - Room Drop	Cephalon Inc	3,500.00	
08/04/11	Corporate Relations Council Annual Assessment	Cephalon Inc	7,500.00	119,788.75
03/22/10	Annual Meeting - Fibro Collaborative Webcast	Chandler Chicco Companies	36,300.00	36,300.00
03/14/11	Cadaver Course - General Financial Support	Codman & Shurtleff Inc	2,000.00	2,000.00

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
07/28/09	Annual Meeting Advertising - Program Book	Compass Inc	5,873.75	
07/28/09	Annual Meeting Advertising - Room Drop	Compass Inc	3,000.00	
03/11/10	Annual Meeting - Lanyards	Compass Inc	5,000.00	13,673.75
03/26/09	Finding Relief DVD	Conrad & Associates LLC	25,000.00	25,000.00
03/16/09	Annual Meeting Advertising - Program Book	Corona Productions	1,593.75	
02/15/11	Annual Meeting Exhibit Booth	Corona Productions	5,200.00	
02/24/11	Annual Meeting Advertising - Room Drop	Corona Productions	3,500.00	
05/17/11	Annual Meeting Advertising - Program Book	Corona Productions	2,210.00	12,503.75
11/23/10	Annual Meeting Exhibit Booth	Covidien	5,200.00	
02/01/11	Corporate Relations Council Annual Assessment	Covidien	7,500.00	
04/04/11	Annual Meeting Advertising - Room Drop	Covidien	3,500.00	
06/28/11	Annual Meeting Exhibit Booth	Covidien	5,500.00	
07/25/11	Annual Meeting Exhibit Booth	Covidien	2,750.00	
12/12/11	Corporate Relations Council Annual Assessment	Covidien	7,500.00	
01/25/12	Annual Meeting Advertising - Room Drop	Covidien	4,000.00	
01/25/12	CARES Alliance - Reimbursement	Covidien	3,359.87	
03/23/12	Safe Opioid Prescribing Course - Commercial Support (MEG)	Covidien	200,000.00	239,309.87
09/23/10	Annual Meeting Exhibit Booth	Czarnowski Exhibit Services	15,600.00	15,600.00
01/08/09	Annual Meeting Advertising - Room Drop	DIME (Discovery Institute of Medical Education)	3,000.00	
01/08/09	Membership Label Sale	DIME (Discovery Institute of Medical Education)	425.00	
04/08/09	Annual Meeting Advertising - Program Book	DIME (Discovery Institute of Medical Education)	1,338.75	
08/25/09	Annual Meeting - Corporate Satellite Symposium	DIME (Discovery Institute of Medical Education)	55,000.00	
12/07/09	Annual Meeting Advertising - Room Drop	DIME (Discovery Institute of Medical Education)	3,500.00	
03/03/10	Annual Meeting Advertising - Voicemail	DIME (Discovery Institute of Medical Education)	5,000.00	
04/12/10	Annual Meeting Advertising - Program Book	DIME (Discovery Institute of Medical Education)	1,593.75	69,857.50
04/18/11	Annual Meeting Advertising - Room Drop	DWA Healthcare Communications Group	4,500.00	4,500.00
11/24/09	Annual Meeting Exhibit Booth	Elan Pharmaceuticals Corp	7,500.00	7,500.00
10/09/09	Corporate Relations Council Annual Assessment	Eli Lilly & Company	5,000.00	
09/23/10	Corporate Relations Council Annual Assessment	Eli Lilly & Company	5,000.00	
04/29/11	Corporate Relations Council Annual Assessment	Eli Lilly & Company	9,583.31	
01/17/12	Corporate Relations Council Annual Assessment	Eli Lilly & Company	15,000.00	
02/27/12	Essentials Course - Commercial Support (MEG)	Eli Lilly & Company	25,000.00	
02/27/12	Annual Meeting Commercial Support (MEG)	Eli Lilly & Company	25,000.00	84,583.31

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
01/07/09	Membership Label Sale	Endo Pharmaceuticals Inc	425.00	
01/22/09	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00	
02/04/09	NYSSA Course - Cancer Pain program date (12/2008)	Endo Pharmaceuticals Inc	25,000.00	
01/12/10	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	15,000.00	
01/14/10	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00	
03/02/10	Essentials Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	25,000.00	
03/02/11	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	5,200.00	
03/16/11	Essentials Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	25,000.00	
04/14/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	25,000.00	
12/07/11	Annual Meeting Exhibit Booth	Endo Pharmaceuticals Inc	5,500.00	
12/07/11	Membership Label Sale	Endo Pharmaceuticals Inc	500.00	
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	5,000.00	
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	10,000.00	
12/21/11	Corporate Relations Council Annual Assessment	Endo Pharmaceuticals Inc	10,000.00	
02/01/12	Safe Opioid Prescribing Course - Commercial Support (MEG)	Endo Pharmaceuticals Inc	75,000.00	236,625.00
12/08/09	Corporate Relations Council Annual Assessment	Forest Laboratories Inc	5,000.00	5,000.00
03/10/11	Annual Meeting Exhibit Booth	GA Communications	15,600.00	15,600.00
11/17/09	Corporate Relations Council Annual Assessment	GlaxoSmithKline	5,000.00	5,000.00
12/14/09	Annual Meeting - Non CME CSS Session	Haymarket Media Inc	55,000.00	
01/19/10	Annual Meeting Advertising - Room Drop	Haymarket Media Inc	3,500.00	
04/15/10	Annual Meeting Advertising - Program Book	Haymarket Media Inc	1,593.75	
01/07/11	Annual Meeting - Corporate Satellite Symposium	Haymarket Media Inc	55,000.00	
04/29/11	Annual Meeting Advertising - Program Book	Haymarket Media Inc	1,657.50	116,751.25
03/08/11	Annual Meeting - Corporate Satellite Symposium	Health Education Alliance Inc	60,000.00	60,000.00
11/15/11	Annual Meeting Exhibit Booth	Insys Therapeutics Inc	2,750.00	2,750.00
01/08/09	Membership Label Sale	Integrity Continuing Education	425.00	
02/18/09	Annual Meeting Advertising - Room Drop	Integrity Continuing Education	1,500.00	
01/12/10	Annual Meeting - Non CME Session CSS Session	Integrity Continuing Education	55,000.00	
03/26/10	Annual Meeting Advertising - Voicemail	Integrity Continuing Education	5,000.00	
04/06/10	Annual Meeting Advertising - Program Book	Integrity Continuing Education	1,593.75	
01/19/11	Annual Meeting - Corporate Satellite Symposium	Integrity Continuing Education	60,000.00	
03/21/11	Annual Meeting Advertising - Room Drop	Integrity Continuing Education	3,500.00	
04/26/11	Annual Meeting Advertising - Voicemail	Integrity Continuing Education	5,000.00	132,018.75
10/26/11	Corporate Relations Council Annual Assessment	Janssen Pharmaceuticals Inc	7,500.00	7,500.00

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
05/06/09	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	5,000.00	
06/25/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	1,250.00	
06/25/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	10,000.00	
10/08/09	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	5,000.00	
11/24/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	1,250.00	
11/24/09	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	10,000.00	
01/20/10	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	7,500.00	
02/10/10	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	50,000.00	
01/26/11	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	20,800.00	
02/04/11	Annual Meeting Exhibit Booth	King Pharmaceuticals Inc	2,600.00	
03/29/11	Annual Meeting Commercial Support (MEG)	King Pharmaceuticals Inc	50,000.00	
05/12/11	Corporate Relations Council Annual Assessment	King Pharmaceuticals Inc	7,500.00	170,900.00
08/24/09	Annual Meeting Exhibit Booth	Lilly USA LLC	30,000.00	
11/23/10	Essentials Course - Commercial Support (MEG)	Lilly USA LLC	10,000.00	
03/22/11	Annual Meeting Commercial Support (MEG)	Lilly USA LLC	25,000.00	65,000.00
11/23/10	Annual Meeting Exhibit Booth	Mallinckrodt Pharmaceuticals	2,600.00	
12/28/10	Annual Meeting Exhibit Booth	Mallinckrodt Pharmaceuticals	2,600.00	5,200.00
02/03/09	Annual Meeting Advertising - Room Drop	Marketing OverTime	3,000.00	3,000.00
06/26/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	2,500.00	
06/26/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	15,000.00	
06/30/09	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	5,000.00	
09/02/09	Annual Meeting - Flash Drives	Meda Pharmaceuticals	15,000.00	
10/15/09	Annual Meeting - Opening Reception	Meda Pharmaceuticals	25,000.00	
10/15/09	Annual Meeting - Wi-Fi	Meda Pharmaceuticals	10,000.00	
12/08/09	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	5,000.00	
02/08/10	Membership Label Sale	Meda Pharmaceuticals	425.00	
07/26/10	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	5,000.00	
09/22/11	Annual Meeting Exhibit Booth	Meda Pharmaceuticals	5,500.00	
01/09/12	Membership Label Sale	Meda Pharmaceuticals	500.00	
02/10/12	Corporate Relations Council Annual Assessment	Meda Pharmaceuticals	25.00	
02/10/12	Annual Meeting Exhibit Booth Badge	Meda Pharmaceuticals	50.00	89,000.00
01/05/09	Annual Meeting Advertising - Room Drop	MediCom Worldwide Inc	1,500.00	
01/05/09	Annual Meeting - Corporate Satellite Symposium	MediCom Worldwide Inc	55,000.00	
11/09/10	Annual Meeting - Corporate Satellite Symposium	MediCom Worldwide Inc	60,000.00	116,500.00
01/05/09	Annual Meeting Commercial Support (MEG) - Intrathecal Therapies	Medtronic Inc	5,000.00	
01/14/09	Corporate Relations Council Annual Assessment	Medtronic Inc	5,000.00	
04/16/09	Annual Meeting Exhibit Booth	Medtronic Inc	7,500.00	

Page 18

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
08/14/09	Annual Meeting Exhibit Booth	Medtronic Inc	7,500.00	
12/18/09	Corporate Relations Council Annual Assessment	Medtronic Inc	5,000.00	
01/12/10	Membership Label Sale	Medtronic Inc	425.00	
01/26/10	Annual Meeting Exhibit Booth	Medtronic Inc	25.00	
02/12/10	Annual Meeting Commercial Support (MEG)	Medtronic Inc	25,000.00	
02/12/10	Annual Meeting Commercial Support (MEG) - Neuromodulation	Medtronic Inc	27,500.00	
02/12/10	Annual Meeting - Key Cards	Medtronic Inc	10,000.00	
04/09/10	Annual Meeting Exhibit Booth	Medtronic Inc	7,800.00	
08/16/10	Annual Meeting Exhibit Booth	Medtronic Inc	7,800.00	
12/01/10	Cadaver Course - Non CME - General Financial Support	Medtronic Inc	15,000.00	
02/14/11	Corporate Relations Council Annual Assessment	Medtronic Inc	25,000.00	
02/24/11	Annual Meeting - Key Cards	Medtronic Inc	10,000.00	
03/11/11	Annual Meeting Exhibit Booth	Medtronic Inc	175.00	
03/22/11	Annual Meeting - Keycard Sleeves	Medtronic Inc	5,000.00	
04/20/11	Annual Meeting Exhibit Booth	Medtronic Inc	11,000.00	
05/17/11	Annual Meeting Advertising - Program Book	Medtronic Inc	2,945.00	
07/29/11	Annual Meeting Exhibit Booth	Medtronic Inc	11,000.00	
01/30/12	Cadaver Course - General Financial Support	Medtronic Inc	25,000.00	
01/31/12	Corporate Relations Council Annual Assessment	Medtronic Inc	25,000.00	
02/07/12	Annual Meeting - Corporate Satellite Symposium	Medtronic Inc	60,000.00	
02/07/12	Annual Meeting - Corporate Satellite Symposium	Medtronic Inc	60,000.00	
02/20/12	Annual Meeting Exhibit Booth Badge	Medtronic Inc	400.00	
05/18/12	Corporate Satellite Symposium - Food & Beverage	Medtronic Inc	21,280.87	380,350.87
01/08/09	Annual Meeting Advertising - Room Drop	MedXcel LLC	3,000.00	
02/10/11	Annual Meeting Advertising - Room Drop	MedXcel LLC	3,500.00	6,500.00
06/24/09	Corporate Relations Council Annual Assessment	Merck & Company Inc	5,000.00	5,000.00
03/25/10	Corporate Relations Council Annual Assessment	Merck Sharp & Dohme Corporation	5,000.00	5,000.00
01/22/10	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	3,500.00	
04/06/10	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	1,950.75	
10/20/10	Annual Meeting - Corporate Satellite Symposium	Miller Medical Communications LLC	60,000.00	
02/24/11	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	3,500.00	
05/17/11	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	2,040.00	
12/19/11	Annual Meeting - Corporate Satellite Symposium	Miller Medical Communications LLC	60,000.00	
03/05/12	Annual Meeting Advertising - Room Drop	Miller Medical Communications LLC	4,000.00	
05/09/12	Annual Meeting Advertising - Program Book	Miller Medical Communications LLC	2,600.00	137,590.75
01/13/09	Annual Meeting Advertising - Room Drop	MK Medical Communications LLC	3,000.00	
03/23/09	Annual Meeting Advertising - Program Book	MK Medical Communications LLC	1,950.75	
09/04/09	Annual Meeting - Corporate Satellite Symposium	MK Medical Communications LLC	55,000.00	59,950.75

Page 19

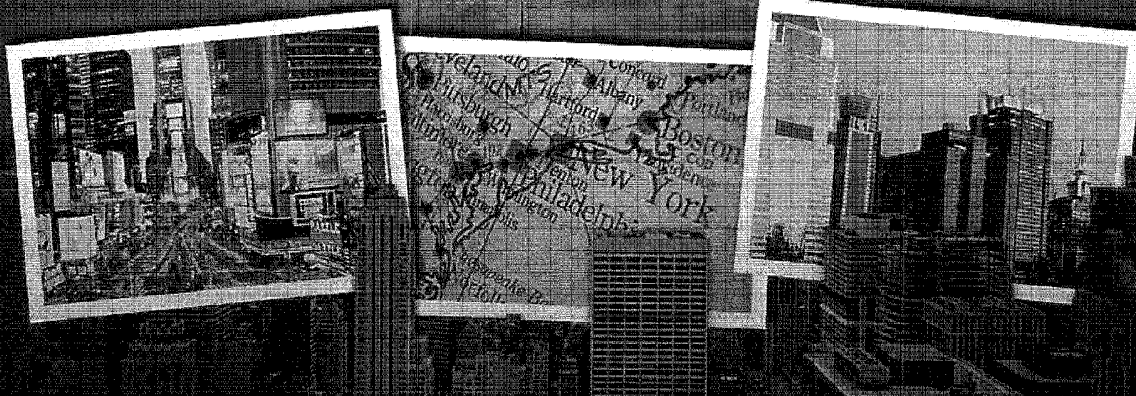
Calendar Year Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
02/04/09	Annual Meeting Exhibit Booth	Neuromed Pharmaceuticals Ltd	2,500.00	2,500.00
01/12/10	Membership Label Sale	One World Inc	425.00	425.00
09/25/09	Corporate Relations Council Annual Assessment	Ortho-McNeil Janssen Pharma Inc	5,000.00	
12/08/10	Corporate Relations Council Annual Assessment	Ortho-McNeil Janssen Pharma Inc	5,000.00	10,000.00
10/08/09	Corporate Relations Council Annual Assessment	Pfizer Inc	5,000.00	
12/29/09	Annual Meeting Exhibit Booth	Pfizer Inc	5,000.00	
12/29/09	Annual Meeting - Award	Pfizer Inc	5,000.00	
02/04/10	Visiting Professorship in Pain Medicine	Pfizer Inc	10,000.00	
09/27/10	Corporate Relations Council Annual Assessment	Pfizer Inc	5,000.00	
07/28/11	Annual Meeting - Award	Pfizer Inc	5,000.00	
08/04/11	Local Initiatives Network	Pfizer Inc	10,000.00	
09/20/11	Corporate Relations Council Annual Assessment	Pfizer Inc	15,000.00	
12/15/11	Safe Opioid Prescribing - Commercial Support (MEG)	Pfizer Inc	100,000.00	
03/13/12	Annual Meeting - Award	Pfizer Inc	5,000.00	
03/27/12	Corporate Relations Council Annual Assessment	Pfizer Inc	15,000.00	180,000.00
03/06/09	Annual Meeting Advertising - Program Book	Pharmacom Group Inc	393.75	
01/20/10	Annual Meeting - Corporate Satellite Symposium	Pharmacom Group Inc	55,000.00	
01/28/10	Annual Meeting Advertising - Room Drop	Pharmacom Group Inc	2,000.00	
02/28/11	Annual Meeting Advertising - Room Drop	Pharmacom Group Inc	3,500.00	
04/22/11	Annual Meeting Advertising - Program Book	Pharmacom Group Inc	1,657.50	
05/23/11	Annual Meeting - Corporate Satellite Symposium	Pharmacom Group Inc	60,000.00	122,551.25
03/16/11	Annual Meeting Advertising - Room Drop	PRi Healthcare Solutions	3,500.00	
03/16/11	Annual Meeting Advertising - Voicemail	PRi Healthcare Solutions	5,000.00	8,500.00
04/20/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	7,500.00	
10/13/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,000.00	
12/30/09	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	2,500.00	
04/01/10	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,400.00	
10/18/10	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	10,400.00	
05/02/11	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	11,000.00	
08/29/11	Annual Meeting Exhibit Booth	Pricara Div of Ortho McNeil Janssen Pharma	11,000.00	62,800.00
01/16/09	Annual Meeting Exhibit Booth	Pricara Unit of Ortho-McNeil Inc	75.00	75.00
01/24/12	Annual Meeting Exhibit Booth	ProStrakan Inc	5,500.00	
02/02/12	Annual Meeting - Corporate Showcase	ProStrakan Inc	5,000.00	
02/02/12	Membership Label Sale	ProStrakan Inc	500.00	11,000.00

Calendar Year: Receipt Date	Description	Payor / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
01/27/09	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00	
05/06/09	Newsletter Sponsorship	Purdue Pharma LP	25,000.00	
06/25/09	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00	
11/05/09	Annual Meeting Exhibit Booth	Purdue Pharma LP	20,000.00	
02/03/10	Essential Course - Commercial Support (MEG)	Purdue Pharma LP	25,000.00	
02/08/10	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00	
04/12/10	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,500.00	
06/03/10	Newsletter Sponsorship	Purdue Pharma LP	35,000.00	
07/12/10	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00	
12/03/10	Annual Meeting - Corporate Showcase	Purdue Pharma LP	5,000.00	
01/25/11	Annual Meeting - Corporate Showcase	Purdue Pharma LP	5,000.00	
02/16/11	Annual Meeting Exhibit Booth	Purdue Pharma LP	15,600.00	
03/16/11	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,750.00	
04/22/11	Newsletter Sponsorship	Purdue Pharma LP	45,000.00	
04/26/11	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00	
05/03/11	Annual Meeting Advertising - Program Book	Purdue Pharma LP	4,500.00	
06/02/11	Annual Meeting Advertising - Room Drop	Purdue Pharma LP	3,750.00	
07/19/11	Corporate Relations Council Annual Assessment	Purdue Pharma LP	3,125.00	
11/29/11	Safe Opioid Prescribing Course - Commercial Support (MEG)	Purdue Pharma LP	50,000.00	
12/20/11	Brett Hale	Purdue Pharma LP	250.00	
12/21/11	Essentials Course - Commercial Support (MEG)	Purdue Pharma LP	25,000.00	
01/06/12	Corporate Relations Council Annual Assessment	Purdue Pharma LP	5,000.00	
01/06/12	Corporate Relations Council Annual Assessment	Purdue Pharma LP	10,000.00	
01/24/12	Annual Meeting - Cyber Café	Purdue Pharma LP	15,000.00	
02/29/12	Safe Opioid Prescribing Course - Commercial Support (MEG)	Purdue Pharma LP	50,000.00	
04/03/12	Annual Meeting Exhibit Booth	Purdue Pharma LP	16,500.00	
05/16/12	Newsletter Sponsorship	Purdue Pharma LP	45,000.00	465,975.00
01/15/10	Annual Meeting Advertising - Room Drop	Ready for REMS	3,500.00	
01/26/10	Annual Meeting Exhibit Booth	Ready for REMS	2,500.00	6,000.00
02/01/10	Annual Meeting - Corporate Satellite Symposium	Rockpointe Corp	55,000.00	55,000.00
02/08/11	Annual Meeting Exhibit Booth	Roxane Laboratories Inc.	2,800.00	2,800.00
11/14/11	Annual Meeting Exhibit Booth	Teva Pharmaceuticals	5,500.00	
12/19/11	Annual Meeting Commercial Support (MEG)	Teva Pharmaceuticals	5,000.00	
01/17/12	Annual Meeting Advertising - Room Drop	Teva Pharmaceuticals	4,000.00	
02/22/12	Essentials Course - Commercial Support (MEG)	Teva Pharmaceuticals	25,000.00	
05/21/12	Corporate Relations Council Annual Assessment	Teva Pharmaceuticals	25,000.00	64,500.00
01/19/10	Annual Meeting Advertising - Room Drop	University of South Florida	3,500.00	3,500.00

American Academy of Pain Medicine

Calendar Year Receipt Date	Description	Payer / Relevant Pharmaceutical Company	Calendar Year 2009-12 Amount	Subtotal by Company
10/23/09	Annual Meeting - Corporate Satellite Symposium	USF Health Professions Conferencing Corp	55,000.00	
11/24/10	Annual Meeting - Corporate Satellite Symposium	USF Health Professions Conferencing Corp	60,000.00	115,000.00
02/01/10	Annual Meeting Exhibit Booth	Victory Pharma Inc	2,500.00	2,500.00
04/02/09	Corporate Relations Council Annual Assessment	Wyeth Pharmaceuticals	5,000.00	5,000.00
01/08/09	Membership Label Sale	Xanodyne Pharmaceuticals	425.00	
12/16/09	Corporate Relations Council Annual Assessment	Xanodyne Pharmaceuticals	5,000.00	
12/16/09	Annual Meeting Exhibit Booth	Xanodyne Pharmaceuticals	20,000.00	
12/28/10	Annual Meeting Exhibit Booth	Xanodyne Pharmaceuticals	15,600.00	41,025.00
2009-2012 Receipts Total			3,694,349.30	3,694,349.30

the AMERICAN ACADEMY of PAIN MEDICINE



PAIN | NEW YORK 2008

THURSDAY, December 11 & **FRIDAY**, December 12

Pain Initiatives from the American Academy of Pain Medicine and the NYSSA PGA62 (www.nyssa-pga.org)

Register for **BOTH SESSIONS** today at WWW.PAINMED.ORG or Call 847-375-4731

PAIN

NEW YORK 2008

THURSDAY, December 11
& **FRIDAY**, December 12



4700 W. Lake Avenue
Glenview, IL 60025-1485
www.PainMed.org

PRESORTED
STANDARD
US POSTAGE
PAID
PERMIT #1096
CAROL STREAM, IL



COMMERCIAL SUPPORTERS
Supported by unrestricted grants from:
Alpharma Pharmaceuticals LLC
and Purdue Pharma LP

Register for **BOTH SESSIONS** today at WWW.PAINMED.ORG or Call 847-375-4731

Page 23

the AMERICAN ACADEMY of PAIN MEDICINE

1

THURSDAY, DECEMBER 11, 2008
Evidence-Based, Nontraditional Approaches
to the Treatment of Back Pain
Moderated by Norman J. Marcus, MD

FEE: \$150, includes Cancer Pain Session on Friday
2:00 - 5:00PM - Register online at www.painmed.org

Millennium Broadway Hotel New York
145 West 44th Street, New York, NY
(212) 768-4400

OSTEOPOROSIS: COMPRESSION FRACTURE **IN LOW BACK PAIN**

Jennifer Knopp-Sihota, NP MN PhD

Assistant Professor

Centre for Nursing & Health Studies
Athabasca University
Athabasca, AB, Canada

LOW BACK PAIN IN PREGNANCY

Vicki Pennick, RN BScN MHSc

Senior Clinical Research Project Manager

Managing Editor - Cochrane Back Review Group

Institute for Work & Health
Toronto, ON, Canada

PATHOPHYSIOLOGY OF LOW BACK PAIN

Siegfried Mense, MD PhD

Professor

Institute für Anatomie und Zellbiologie III
Universität Heidelberg
Heidelberg, Germany

MUSCULAR CAUSES AND TREATMENTS **OF LOW BACK PAIN**

Norman J Marcus, MD

Director

Norman Marcus Pain Institute
New York, NY

2

FRIDAY, DECEMBER 12, 2008
Emerging Advances in
Cancer Pain Management
Moderated by Vitaly Gordin, MD

FEE: N/C, Registration is Required AT WWW.PAINMED.ORG
9:00 - 11:30AM - Astor Ballroom

New York Marriott Marquis Hotel
1535 Broadway, New York, NY
(212) 398-1900

MEDICAL MANAGEMENT OF CANCER RELATED PAIN **Vitaly Gordin, MD**

Director

Pain Division
Penn State University College of Medicine
Hershey, PA

ETHICAL ISSUES IN CANCER PAIN MANAGEMENT

Russell K. Portenoy, MD

Chair

Department of Pain Medicine and Palliative Care
Beth Israel Medical Center
New York, NY

CURRENT TRENDS IN CANCER PAIN MANAGEMENT

Allen W. Burton, MD

Department of Anesthesia

University of Texas - MD Anderson Cancer Center
Houston, TX

INTERVENTIONAL APPROACH TO **CANCER RELATED PAIN**

Oscar de Leon-Casasola, MD

Professor of Anesthesiology

University at Buffalo
School of Medicine and Biomedical Sciences
Chief - Pain Medicine
Department of Anesthesiology and Pain Medicine
Roswell Park Cancer Institute
Buffalo, NY

PROGRAM GOALS

Pain: New York 2008, Pain Initiatives from AAPM and NYSSA PGA 62
presents an excellent opportunity to advance AAPM's educational mission to an extended national and international community of physicians by aligning exceptional thought leaders in pain medicine with a most prestigious contingency of anesthesiologists.

PROGRAM HIGHLIGHTS INCLUDE

Collaborative outreach with world renowned pain care faculty.

Evidenced based scientific sessions for the multidisciplinary practitioner, general practitioner, integrative and interventional pain medicine physician.

Advancing practice across the pain medicine spectrum with clinical topics including Advancements in Back Pain Treatment and Advances in Cancer Pain Management.

PLANNING COMMITTEE

Vitaly Gordin, MD, Chair, Educational Programs Committee, AAPM Norman Marcus, MD, Rollin Gallagher, MD, MPH, Editor in Chief Pain Medicine, Michel Dubois MD, PGA Planning Committee Representative, Phil Saigh, AAPM Executive Director, Susie Juozitis, Director of Education.

TARGET AUDIENCE

The target audience for these CME activities will include multidisciplinary practitioners, regionally based internal medicine, family practice, integrative and interventional pain medicine practitioners.

CONTINUING MEDICAL EDUCATION CREDITS

The American Academy of Pain Medicine (AAPM) is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to sponsor continuing medical education for physicians.

AAPM designates all AAPM CME activities associated with the Pain: New York 2008 for a maximum of 5.5 AMA PRA Category 1 Credits™. Physicians should only claim credit commensurate with the extent of their participation in the activity.

STANDARD DISABILITY STATEMENT

AAPM will work to accommodate any attendees with a disability. Advance notification is needed to accommodate all special requests.

COMMERCIAL SUPPORTERS

Supported by unrestricted grants from:
Alpharma Pharmaceuticals LLC
and **Purdue Pharma LP**

Register for BOTH SESSIONS today at WWW.PAINMED.ORG or Call 847-375-4731

DVD
Inside

Managing Chronic Pain

A GUIDE FOR PATIENTS

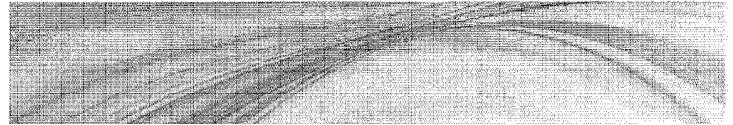
● Featuring Donna Mills



ACP
AMERICAN COLLEGE OF PHYSICIANS
INTERNAL MEDICINE • Doctors for Adults



ALPHARMA.
Pain Pharmaceuticals



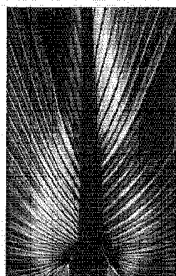
Contents

What is Chronic Pain?	5
The Puzzle of Pain.....	7
Finding Out What's Wrong	8
Pain Relief is Not the Only Goal	11
Medications for Pain Relief.....	12
Responsible Prescription Use.....	17
Alternative Methods of Pain Relief.....	18
Tips for Managing Chronic Pain	20
Working With Your Doctor	22
Pain Medicine Specialists.....	23
Reasons for Hope.....	24
Resources for Patients	26

©2007 Alpharma Pharmaceuticals LLC. All rights reserved. Printed in USA. ALMA07-0161A.

ALPHARMA® is a registered trademark of Alpharma Inc.

Page 26



“Pain upsets and
destroys the nature of the
person who feels it.”

--Aristotle

What is Chronic Pain?

Complaints of pain are the #1 reason people go to the doctor. In fact, pain affects more Americans than diabetes, heart disease, and cancer combined. Pain is often caused by an injury such as a cut, broken bone, or infection. This kind of pain can be intense, but it does not usually last very long. It is called *acute* pain.

If pain remains even after an injury has healed or if it continues for longer than expected, it is called *chronic* pain. About 70 million people suffer from chronic pain in the U.S. alone. Chronic pain can be frustrating and exhausting. It can become the focus of your life. Work, play, and relationships can suffer.

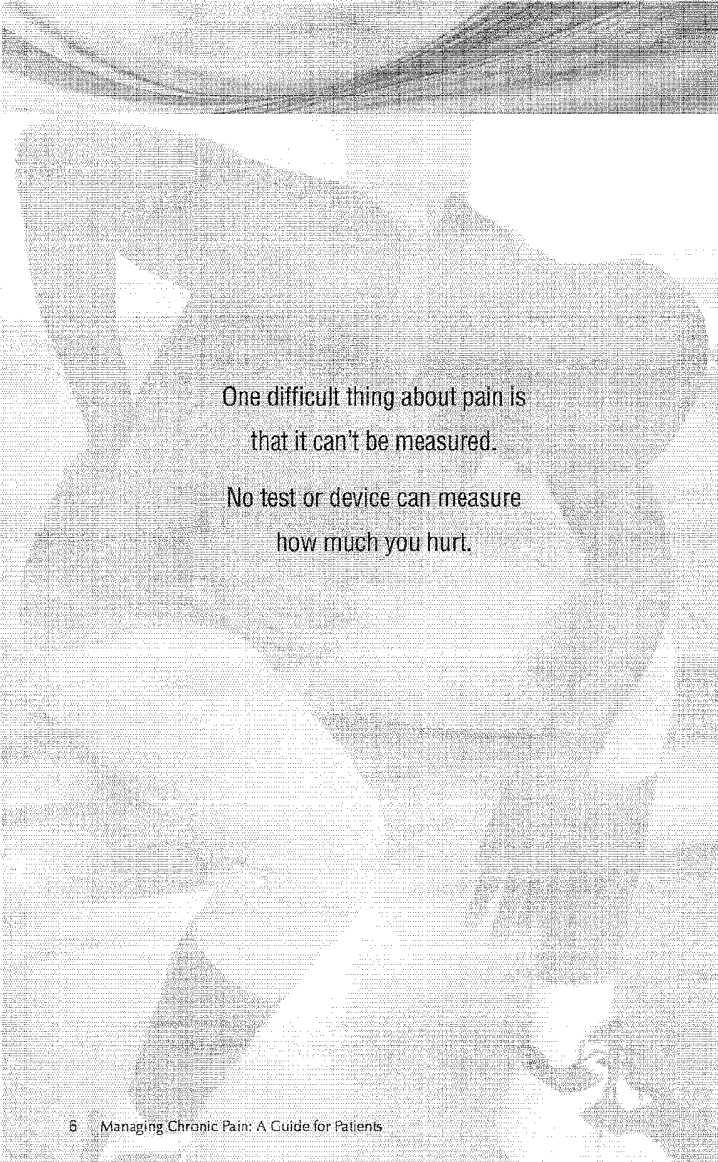
The good news is that today most chronic pain conditions can be treated. The pain can be managed. You can return to doing the things you did before the pain began. This booklet will tell you how to get the help you need. It reviews non-surgical treatments for most chronic pain conditions. (Chronic pain caused by cancer or pain at the end-of-life will not be covered here.)

As you learn to manage chronic pain, keep these goals in mind:

Be educated—learn as much as you can about your pain and possible treatments.

Be responsible—follow your doctor's advice regarding all aspects of treatment; if medications are required, follow all prescription information.

Be confident—you can manage your pain and return to the life you knew.



One difficult thing about pain is
that it can't be measured.

No test or device can measure
how much you hurt.

The Puzzle of Pain

Pain is the body's alarm system. It tells us when something is wrong. It is very helpful when it works well. But sometimes the alarm never shuts off. And sometimes the alarm system breaks—it sends signals even when all is well. This is called chronic pain.

One difficult thing about pain is that it can't be measured. No test or device can measure how much you hurt. That's why most doctors agree that "pain is what the patient says it is." But even describing pain can be hard.

Pain comes in many "flavors"—burning, shooting, dull, sharp, prickly, throbbing, and many others. Sometimes the source of pain is clear. But often a physical cause cannot be found. Some people worry that a doctor will think their pain is "all in their head." Most doctors know better. They will take your pain seriously and work hard to find a solution.



Finding Out What's Wrong

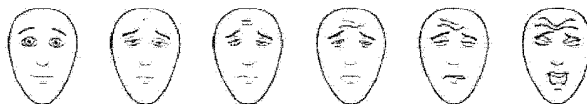
When you visit your doctor, he or she will ask you questions about your pain. The questions will help him or her understand the pain. You may be asked:

- Where does it hurt?
- Does the pain move from place to place?
- Do you have pain in more than one place?
- When does the pain happen?
- How long does it last?
- Does the pain come and go?
- Have you had this pain before?
- Does the pain keep you from doing all you want to do?
- Does the pain disrupt your sleep?
- Has your mood changed because of the pain?
- Are your relationships being affected by the pain?
- What do you think is causing the pain?
- What makes the pain better?
- What makes it worse?



The answers to these questions help the doctor find possible causes.

You may also be asked to rate your pain on a scale of some kind. Some scales use faces showing different expressions:



PAIN 2001; 93:173-183. Used with permission from IASP®. The instructions for administration are currently available in over 24 languages from www.painsourcebook.ca.

Other scales use numbers from zero to 10:

0	1	2	3	4	5	6	7	8	9	10
No pain					Moderate pain					Worst pain possible

After talking with you, your doctor may suggest more tests, such as x-rays or other types of body scans. These may uncover the source of the pain. But even if a cause cannot be found, your pain is real! And even when the source is unknown, the pain can almost always be managed.



Your doctor may also suggest that you see a pain specialist. Many areas have special centers for treating pain. (You can locate the center nearest you from the website of the American Pain Foundation, provided at the end of this booklet.) Many people with chronic pain rely on a team that might include:

- Their doctor
- A pain specialist
- A clinical pharmacist
- A physical therapist
- A mental health worker
- Specialists in other disorders like diabetes or heart disease

Pain Relief is Not the Only Goal

If you are in pain, you want it to stop. That's an understandable goal! But pain relief is not the only goal in treating chronic pain. Sometimes people stop doing things because of pain. They stop exercising, working, walking, or even just sleeping in their own bed. Full recovery means regaining functions lost to chronic pain. Reducing pain is often just the first step.

Your recovery will be measured by how well you reach functional goals such as:

- Sleeping without waking from pain
- Returning to work
- Going to physical therapy
- Having sex
- Walking without help
- Climbing stairs

You and your doctor will together set goals that are right for you. The key is finding the right balance between your goals and the treatments needed to achieve those goals.

Treating chronic pain is a
marathon, not a sprint!

Page 30

Managing Chronic Pain: A Guide for Patients 41

Medications for Pain Relief

Medications that relieve pain are called *analgesics*. Analgesics are the mainstay of pain management. But many non-drug treatments can also be used with medications. Combining such treatments may reduce pain intensity, boost your ability to cope, enhance your comfort and improve your quality of life. Your healthcare professional may suggest

non-drug techniques such as heat or cold, physical therapy, exercise, meditation, diversion therapy (for example, singing), or working with a mental health specialist.

There are many types of analgesics. You can buy some in stores. Others require a prescription. This section will explain common types of analgesics.



Aspirin

Aspirin was discovered and first used more than a century ago. It remains one of the most widely-used pain relievers in the world.

Advantages

- Relieves minor to moderate pain, fever, headaches, and swelling
- Inexpensive
- No prescription needed

Disadvantages

- Can cause stomach upset or bleeding in the stomach
- Can cause kidney damage if taken at high doses or for a long time
- May cause adverse reactions in people with asthma

Acetaminophen

Acetaminophen is a non-aspirin pain reliever. It is used alone for mild to moderate pain. It is also combined with other types of pain medications for more serious pain.


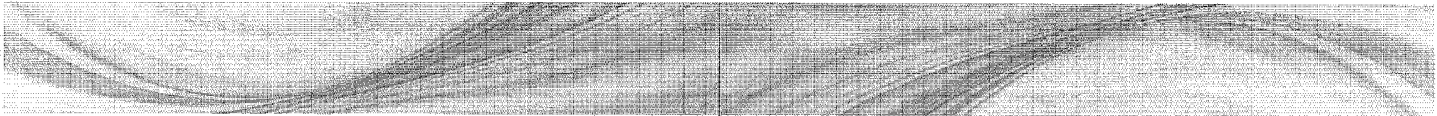
Advantages

- Relieves minor to moderate pain, headaches, and fever
- Little or no stomach upset or bleeding
- Inexpensive
- No prescription needed

Disadvantages

- Does not reduce swelling
- Can cause liver and kidney damage if taken in excessive doses (Always let your doctor know what medications, how much and how often you are taking both prescription drugs and “store-bought”—so-called ‘over-the-counter’—medicines. Many have acetaminophen in them that you might not be aware of).





Non-steroidal anti-inflammatory drugs (NSAIDs)

This is a large family of medicines that work in a similar way to aspirin by relieving both pain and swelling. This class includes drugs such as ibuprofen, naproxen, and celecoxib. Some are available without a prescription.

Advantages

- Relieve mild to moderate pain, fever, headaches, and swelling

Disadvantages

- Can cause stomach upset or bleeding in stomach
- Can cause kidney or liver damage if taken at high doses or for a long time
- May cause adverse reactions in people with asthma
- Can increase the risk of heart attack and stroke (an exception is low-dose aspirin, that reduces the risk of heart attack in certain people who are at high risk for heart disease)

Opioid medications

Medicines containing opioids have been used for centuries. Opioids—such as morphine, oxycodone and others—are strong pain medicines for moderate to severe pain. Today, opioids come in many forms and strengths. Some work very quickly but don't last very long. Some give long-lasting pain relief. And some are less likely to be overused or used by non-patients.

Talk to your doctor about what type of opioid would be best for you. All opioids require a prescription.

Opioids usually produce some side effects. At first, the drugs can cause stomach upset or sleepiness. These side effects often go away as you get used to the drugs.

Other side effects, such as constipation, don't lessen with time. Constipation can be prevented or lessened by taking a laxative on a regular basis.



Used properly, opioid medications may make it possible for people with chronic pain to “return to normal”—getting back to work, walking or running, playing sports, and doing other activities.

Opioid Myths

Myth: Opioid medications are always addicting.

Fact: Many studies show that opioids are rarely addicting when used properly for the management of chronic pain.

Myth: Opioids make it harder to function normally.

Fact: When used correctly for appropriate conditions, opioids may make it easier for people to live normally.

Myth: Opioid doses have to get bigger over time because the body gets used to them.

Fact: Unless the underlying cause of your pain gets worse (such as with cancer or arthritis), you will probably remain on the same dose or only need small increases over time.

Other types of medications

Many types of drugs relieve pain. Some have special effects that can be very helpful for some people. For example, some medicines improve mood and relieve pain. This can be good for people who are depressed and in pain. Here are three types of drugs your healthcare professional might suggest:

- Drugs that improve mood (antidepressants)
- Drugs that give you more energy (stimulants)
- Drugs that relieve anxiety (anxiolytics)

These drugs may be combined with other pain medications. Sometimes a combination of drugs works better than a single drug.

Responsible Prescription Use



Some young people today use prescription drugs to get “high” or to relieve stress. They may steal those drugs from parents, friends, or relatives. If you are taking an opioid medication for pain, you must be careful. Follow this advice:

- Store medications in a safe place
- Notice if any pills seem to be missing
- Never share your medication with others
- Don't take more of a medication—or more often—than prescribed



Being responsible also means knowing yourself. Be aware of how you react to your medication. Are you having any unusual side effects? Is the medication working as well as you think it should? Your goal is always to balance the benefits of a drug with the side effects the drug might cause. If you have any questions, call your doctor or other healthcare professional.

Alternative Methods of Pain Relief

Many Americans have tried alternative ways to try to control their pain, such as acupuncture or hypnosis. Some of these methods have been shown to work for some patients. Most alternative treatments rely on the power of the mind to control pain. These methods are often used together with medications and other “traditional” treatments.

Acupuncture

Acupuncture uses very fine needles inserted into the skin. Needles are placed according to theories developed in China more than 2000 years ago. Some scientific studies show that acupuncture can relieve chronic pain. The evidence is most clear for back, neck, and arthritis pain.

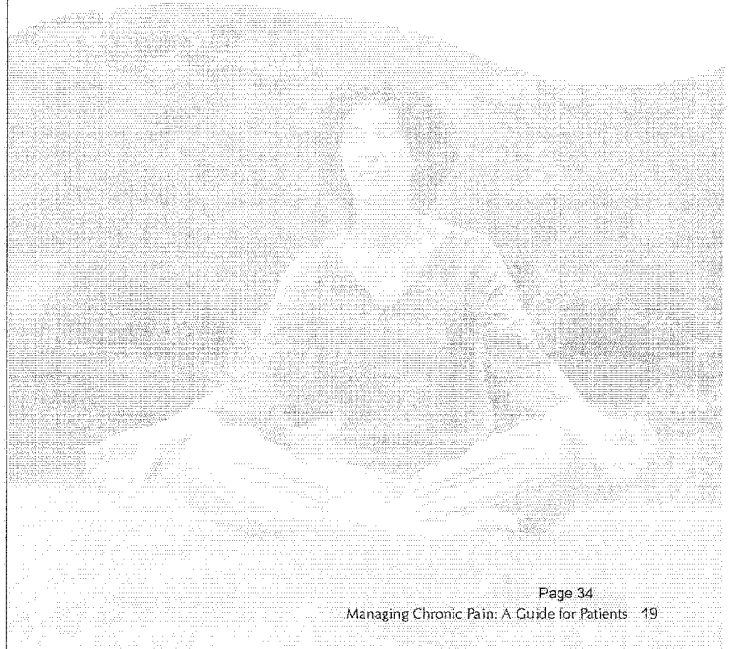


Hypnosis

Hypnosis is a range of techniques that can alter a person's awareness of themselves or their surroundings. It was first used over 100 years ago to help patients in pain. Scientific study of hypnosis continues, but some early results are promising. When a patient is hypnotized, his or her mind is focused and aware. For reasons that are not yet understood, this state can relieve many types of pain.

Meditation

Meditation is any method of focusing and calming the mind. It need not have any religious or spiritual component. Several medical centers now use meditation to help patients manage chronic pain. The techniques vary, but all involve calming the body, being aware of oneself, and focusing attention. Some scientific studies have shown “dramatic” reductions in pain among patients who meditate regularly.



Tips for Managing Chronic Pain

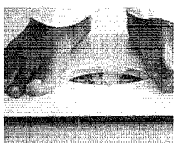
People in chronic pain can almost always be helped these days. With the right treatments and a good healthcare team, most people can return to the activities they enjoy. There are many things you can do to secure your progress and prevent future pain. The choices you make can make a big difference! Keep the following tips in mind:

Exercise regularly. Keeping your muscles strong will help prevent future injury. Start slow and easy. Work up gradually to more distance, time, or weight. The type of exercise is less important than doing some kind every day.



Stay flexible. Talk to your doctor about stretching exercises you can do every day. Yoga can be a great way to become more flexible. Just be careful to stretch gently. If it hurts, you're going too far!

Lose weight if you need to. Extra body weight strains joints, muscles, and your back. Even losing just 10 pounds can make a difference!



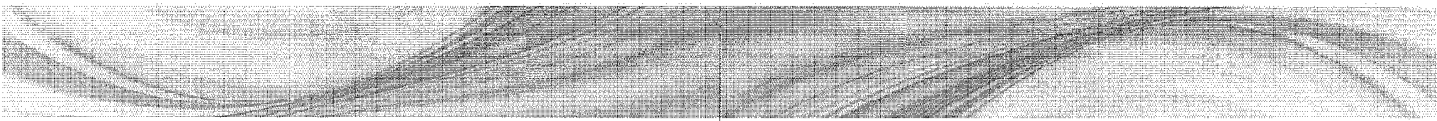
Learn how to lift, sit, and stand. Keep your back straight when lifting. Use your legs, not your back! Keep your back straight when sitting and standing. If you use a computer,

be sure that the position of your arms and hands is relaxed and well-supported.



Connect with others. It can be hard for others to understand what it feels like to be in chronic pain. That's why it can be so helpful to find people who can "share your pain." Chronic pain support groups can be found in almost every city. You can also find online support groups. People can share their feelings and swap tips that have helped them manage their pain. (You can find support groups through the organizations listed at the back of this booklet.)





Working With Your Doctor

Your own doctor will be a key member of your healthcare team. She or he will know you best. You should feel comfortable talking with your doctor. The talking should be a two-way street. You need your doctor's expert opinion and advice. In turn, he or she needs accurate information from you and your cooperation with all treatments.

Always be honest about your pain! Some people are afraid to tell their doctor how they really feel. They don't want to look "weak" or be seen as a "complainer." Such fears must be overcome. They block progress toward real pain relief.

Pain Medicine Specialists

Pain Medicine is a fairly new medical field. It is focused on helping people in chronic pain. Pain specialists are physicians with extra training in pain medicine. These doctors use many types of treatments to stop pain, including:

- Medications taken by mouth
- Injections of medication
- Physical therapy
- Medical devices
- Counseling and therapy

Pain specialists try to restore patients to their normal day-to-day activities. They are trained to treat the whole person, not just the pain. They try to give a balance of different treatments that are tailored for each person's needs.

Reasons for Hope

The key messages of this program are to be educated, responsible, and confident. Chronic pain can almost always be managed! It may take some time to find the best balance between your goals and a treatment program. But if you stick with it, you can overcome your pain.

Remember that you have a right to adequate and effective pain relief. Nobody should suffer with needless pain today. Work closely with your doctor. Determine if you should see a pain specialist. Use a team of healthcare professionals who can give you what you need.

By reading this booklet, you have begun learning about your condition. You can be confident now that relief from chronic pain is within your reach.

Be educated, responsible,
and confident.

Chronic pain can almost
always be managed!

Resources for Patients

American Academy of Pain Medicine

The AAPM is the largest medical specialty society involved in education, training, advocacy, and research in the comprehensive specialty of Pain Medicine. To find a board certified pain physician, visit the Academy's Website at www.painmed.org.

American College of Physicians

The ACP is the nation's largest medical specialty organization. Its mission is to enhance the quality and effectiveness of health care by fostering excellence and professionalism in the practice of medicine.

www.doctorsforadults.com

800-523-1546, x2600

American Chronic Pain Association

The ACPA provides support for those suffering with chronic pain through education and self-help group activities.

www.theacpa.org

800-533-3231

American Pain Foundation

The mission of the American Pain Foundation is to improve patient quality of life by providing practical information, raising public awareness and understanding of pain, and advocating against barriers to effective treatment.

www.painfoundation.org

888-615-PAIN (7246)

The National Pain Foundation

The National Pain Foundation is an online education and support community for pain patients and their families.

www.painconnection.org

Sponsor

Alpharma Pharmaceuticals LLC

Alpharma Inc. (NYSE: ALO) is a global specialty pharmaceutical company with leadership positions in products for humans and animals. With 1,355 employees and revenues of \$654 million, Alpharma is active in more than 60 countries around the world. Founded in Norway in 1903, Alpharma is currently positioned for growth atop three strong anchors: pharmaceutical products, animal health and active pharmaceutical ingredients.

In the pharmaceutical area, Alpharma Pharmaceuticals LLC has a growing franchise in the acute and chronic pain market with NSAIDs and opioids. Alpharma Animal Health is internationally recognized as a leading provider of pharmaceutical products for poultry and livestock through its animal-health division. Alpharma Active Pharmaceutical Ingredients is among the world's leading producers of specialty pharmaceutical-grade bulk antibiotics.



ALPHARMA® is a registered trademark of Alpharma Inc.

Partners

American Academy of Pain Medicine

The American Academy of Pain Medicine (AAPM) is the medical specialty society representing physicians practicing in the field of Pain Medicine. As a medical specialty society, the Academy is involved in education, training, advocacy, and research in the specialty of Pain Medicine.

The practice of Pain Medicine is comprehensive and multi-disciplinary in approach, incorporating modalities from various specialties to ensure the comprehensive evaluation and treatment of the pain patient. AAPM represents the diverse scope of the field through membership from a variety of origins, including such specialties as anesthesiology, internal medicine, neurology, neurological surgery, orthopedic surgery, physiatry, and psychiatry.



American College of Physicians (ACP)

Established in 1915, the American College of Physicians (ACP) is the nation's largest medical specialty organization and second largest physician group. Its mission is to enhance the quality and effectiveness of health care by fostering excellence and professionalism in the practice of medicine. ACP membership includes about 119,000 members including medical students. Members are physicians in general internal medicine and related subspecialties, including cardiology, gastroenterology, nephrology, endocrinology, hematology, rheumatology, neurology, pulmonary disease, oncology, infectious diseases, allergy and immunology, and geriatrics. Internists treat the majority of adults in the United States.



Credits

Sponsor

Alpharma Pharmaceuticals LLC

Partners

American Academy of Pain Medicine

American College of Physicians

Patrick C. Alguire, MD, FACP
Director, Education and Career Development

Contributors to the Video

Scott M. Fishman, MD

Chief, Division of Pain Medicine
Professor of Anesthesiology
Dept of Anesthesiology and Pain Medicine
University of California, Davis

B. Todd Sitzman, MD, MPH

President, American Academy of Pain Medicine
Director, Advanced Pain Therapy
Forrest General Cancer Center
Hattiesburg, Mississippi

Eric A. Voth, MD, FACP

Internal Medicine, Addiction Medicine, and Pain Management
Stormont-Vail Healthcare
Topeka, Kansas
Chairman, Institute on Global Drug Policy

Special thanks to:

Donna Mills



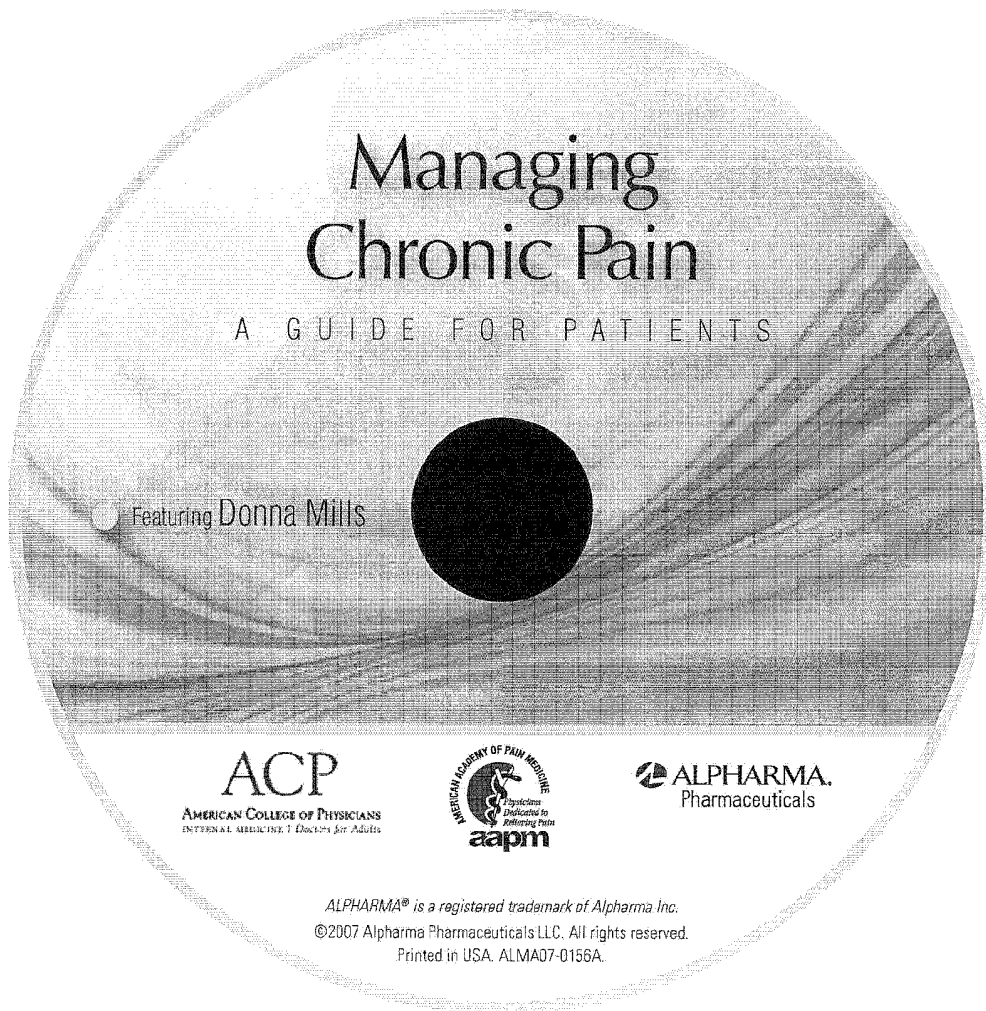
DISCLAIMER: This guidebook and DVD program is intended for informational purposes only, with the understanding that no one should rely upon this information as the basis for medical decisions. Anyone requiring medical or other health care should consult a medical or healthcare professional. Any actions based on the information provided are entirely the responsibility of the user and of any medical or other healthcare professionals who are involved in such actions.

The sponsor (Alpharma Pharmaceuticals LLC), the producers (Conrad Productions and Alan Weiss Productions), the guidebook author (Stephen Braun), the video scriptwriter (Deborah Gobble), and the partners (American Academy of Pain Medicine and American College of Physicians) have used reasonable efforts to include timely and accurate information in this guidebook and DVD. Accordingly, the sponsor, producers, writers, and partners make no representations or warranties, express or implied, regarding the accuracy or completeness of the information provided herein and specifically disclaim any liability, express or implied, in connection therewith.

Project Manager
Carol Brandenburg
Executive Producer
Conrad Productions

Guidebook Author
Stephen R. Braun
Medical Writer
Amherst, MA

Guidebook Design
Design Partners
www.dgdesignpartners.com



Managing Chronic Pain

A GUIDE FOR PATIENTS

Featuring Donna Mills

ACP
AMERICAN COLLEGE OF PHYSICIANS
INTERNAL MEDICINE | Doctors for Adults



ALPHARMA.
Pharmaceuticals

ALPHARMA® is a registered trademark of Alpharma Inc.
©2007 Alpharma Pharmaceuticals LLC. All rights reserved.
Printed in USA. ALMA07-0156A.

DVD
Inside

Managing Chronic Pain

A GUIDE FOR PATIENTS

Complaints of pain are the #1 reason people go to the doctor. When pain remains even after an injury has healed or if it continues for longer than expected, it is called chronic pain. Chronic pain can be frustrating and exhausting. Work, play, and relationships can suffer.

Today most chronic pain can be managed. You can return to doing the things you did before the pain began. This guidebook and DVD will help you:

- **Be educated** about your pain and possible treatments
- **Be responsible** about your use of prescription medications
- **Be confident** that you can find relief and return to the life you knew

Featuring Donna Mills



*"Pain can really get you down mentally.
Know that there are so many things that can be
done these days—so many ways to make it better!"*

ACP
AMERICAN COLLEGE OF PHYSICIANS
INTERNAL MEDICINE | Doctors for Adults



CONRAD
& ASSOCIATES
partnering for progress

alan-
weiss
productions

ALPHARMA.
Pharmaceuticals

Page 42


PAIN

Finding Relief


Pain Management for Older Adults

DVD
Inside

Featuring
KATHY BAKER




*Complaints of
pain are the
#1 reason older
adults go to the
doctor!*




PHYSICIANS DEDICATED TO RELIEVING PAIN

**the AMERICAN
ACADEMY of
PAIN MEDICINE**

the voice of pain medicine



AMERICAN
GERIATRICS SOCIETY



ASSOCIATION
FOR GERIATRIC
PSYCHIATRY

Sponsored by

PriCara

Page 48 © 2004 Janssen Pharmaceutica, Inc.

Confidential

TEVA_MDL_A_13738357

P-25240 _ 00044

Copyright © 2005

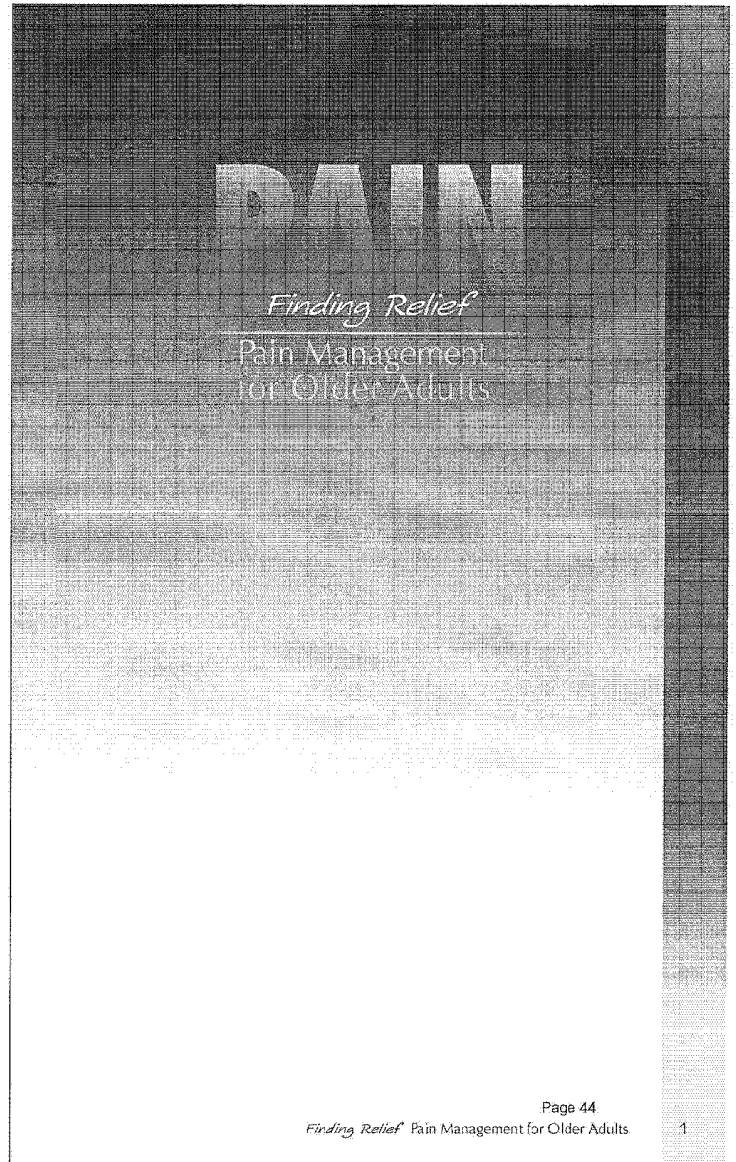
Conrad & Associates, LLC

All Rights Reserved.

No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying or recording, or by any information storage and retrieval system, without the written permission of the publisher, except when permitted by law.

Manufactured in the United States of America

The sponsor (PriCara®), the producers (Conrad Productions and Alan Weiss Productions), the guidebook author (Stephen Braun), the DVD scriptwriter (Deborah Gobble), and the partners (American Academy of Pain Medicine, American Geriatrics Society and the AGS Foundation for Health in Aging) have made reasonable efforts to include timely and accurate information in this guidebook and DVD. Accordingly, the sponsor, producers, writers, and partners make no representations or warranties, express or implied, regarding the accuracy or completeness of the information provided herein and specifically disclaim any liability, express or implied, in connection therewith.



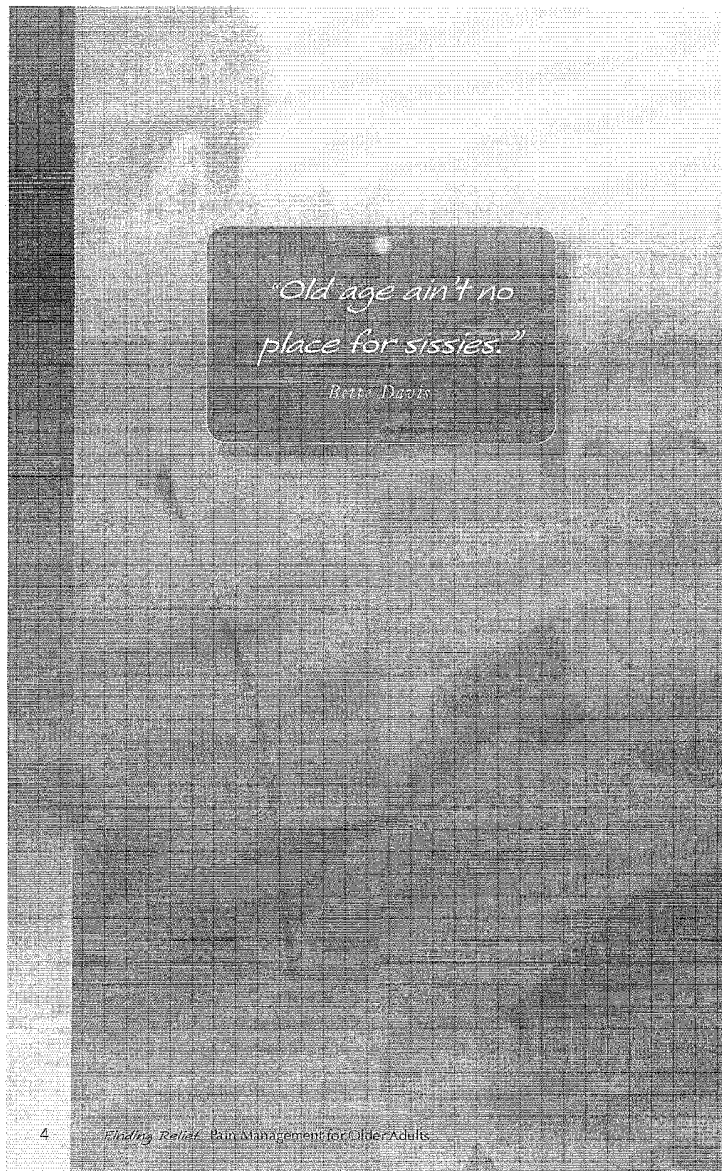
Page 44

Finding Relief Pain Management for Older Adults

1

Contents

Introduction	5
Pain Basics	7
Finding Out What's Wrong.....	8
Pain-Medicine Specialists.....	11
Treatment Goals	13
Medications for Pain Relief	14
Opioid Medications	17
Responsible Prescription Use.....	19
Injection Therapies	21
Physical Therapy	21
Counseling and Emotional Support	23
Alternative and Complementary Approaches.....	24
Tips for Managing Pain.....	26
Reasons for Hope	29
Resources.....	30

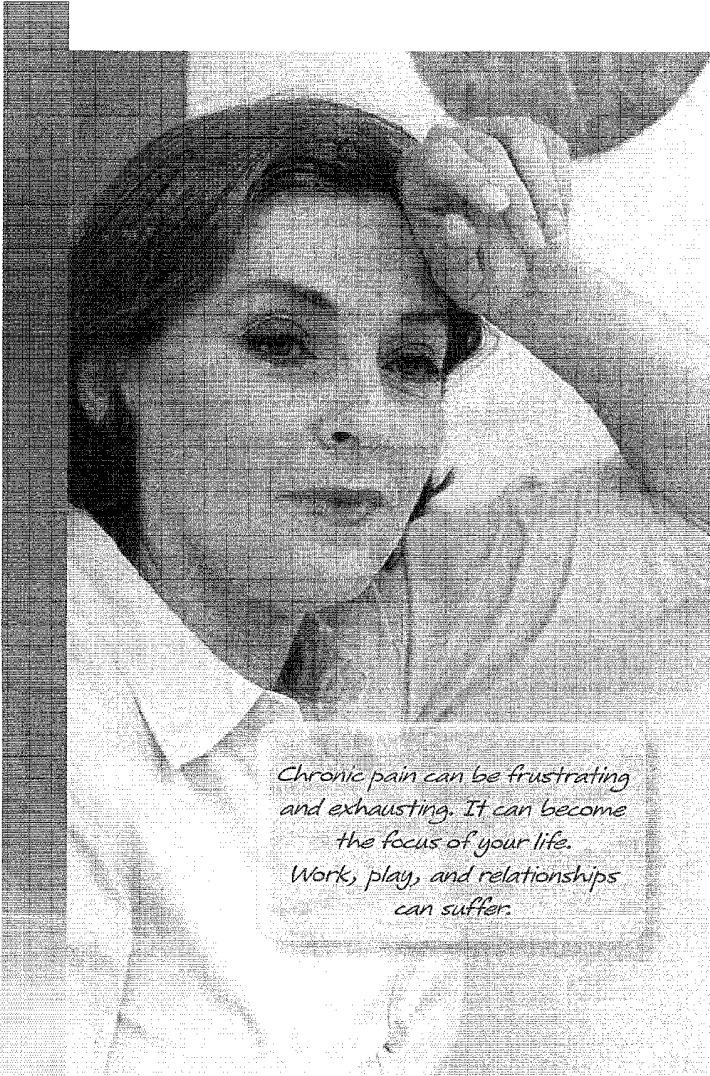


Introduction

Complaints of pain are the #1 reason people go to the doctor, and the incidence of painful conditions, such as arthritis, tend to increase with age. Pain affects more Americans than diabetes, heart disease, and cancer combined.

These days, most pain can be very effectively treated. But, unfortunately, many patients don't get the relief they deserve. Untreated pain not only causes needless suffering, but it can also lead to many other problems. If pain is not treated quickly, it may become worse or become more difficult to treat. In general, long-term pain can lead to less function at home and work, lost income, and personal-relationship problems.

This brochure and DVD are aimed specifically at older adults and what they need to know to get effective pain relief. You will learn about your options for pain management and how to talk to your doctor about finding a treatment that's right for you. By learning more about pain and the many ways it can be treated, you are taking solid steps toward reducing the pain you or a loved one may be feeling.



Chronic pain can be frustrating and exhausting. It can become the focus of your life. Work, play, and relationships can suffer.

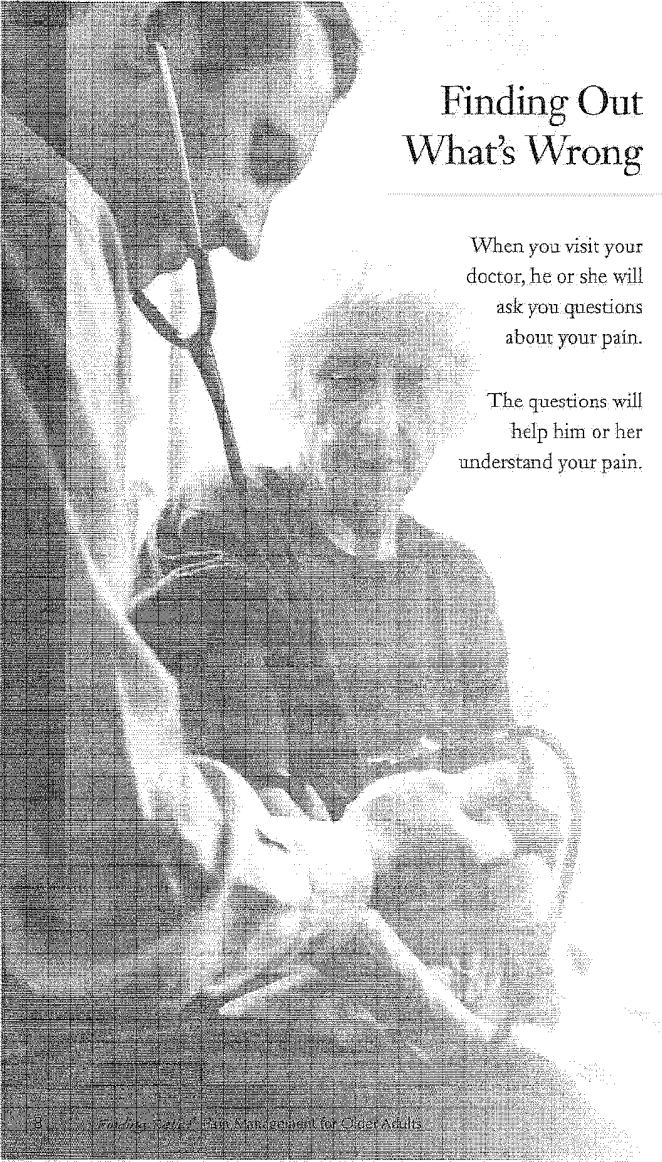
Pain Basics

Pain is the body's alarm system. It tells us when something is wrong. Pain caused by an injury such as a cut, broken bone, or infection can be intense, but it doesn't usually last very long. This is called *acute* pain.

If pain remains even after an injury has healed, or if it continues for longer than expected, it is called *chronic* pain. About 70 million people suffer from chronic pain in the US alone. Chronic pain can be frustrating and exhausting. It can become the focus of your life. Work, play, and relationships can suffer.

One difficult thing about pain is that it can't be physically measured. No test or device can measure how much you hurt. That's why most doctors say that "pain is what the patient says it is." In addition, sometimes a physical cause of pain cannot be found. Some people worry that a doctor will think their pain is "all in their head." Most doctors know better. They will take your pain seriously and work hard to find a solution.


This booklet focuses on treatments for the most common causes of acute and chronic pain. It does not address the special situations of pain caused by cancer or nerve damage, or pain occurring at the end of life.



Finding Out What's Wrong

When you visit your doctor, he or she will ask you questions about your pain.

The questions will help him or her understand your pain.

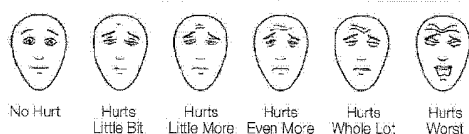


You may be asked:

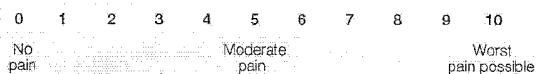
- Where does it hurt?
- Does the pain move from place to place?
- Do you have pain in more than one place?
- When does the pain happen?
- How long does it last?
- Does the pain come and go?
- Have you had this pain before?
- Does the pain keep you from doing all you want to do?
- Does the pain disrupt your sleep?
- Has your mood changed because of the pain?
- Are your relationships being affected by the pain?
- What do you think is causing the pain?
- What makes the pain better?
- What makes it worse?

The answers to these questions can help your doctor find possible causes.

You may also be asked to rate your pain on a scale of some kind. Some scales use faces showing different expressions:



Other scales use numbers, from 0 to 10:



In most cases, additional tests, such as x-rays, are not needed. A thorough patient history and physical exam are usually used to guide effective pain treatment.

But even if a specific physical cause cannot be found, your pain is real! And even when the source is unknown, the pain can almost always be managed.



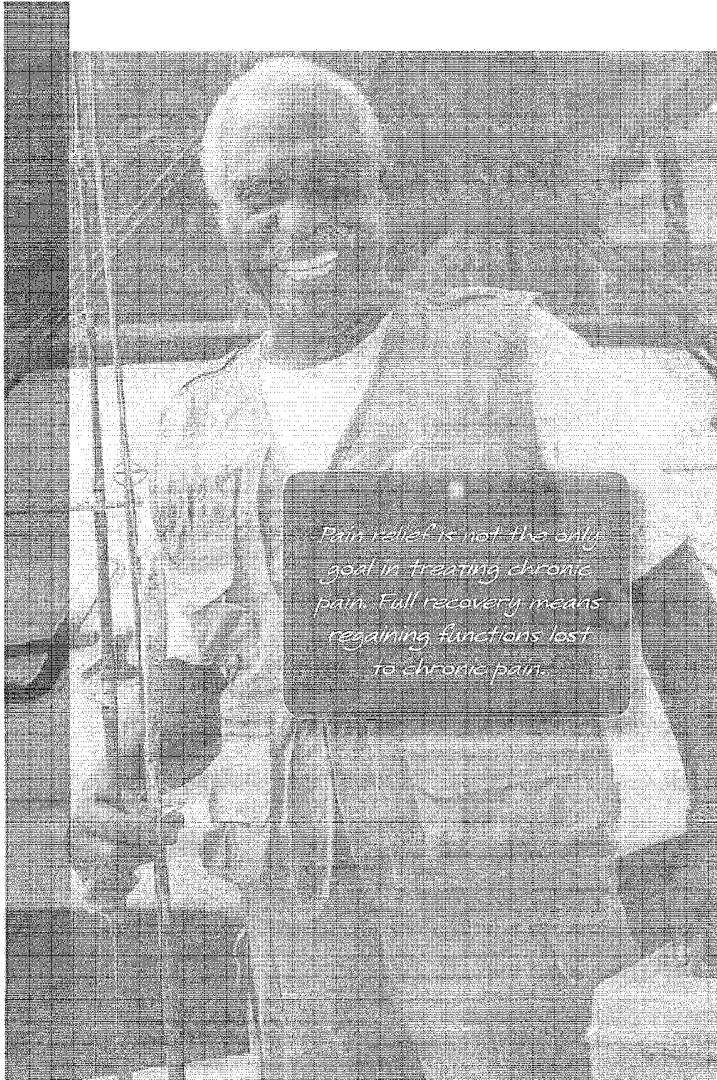
Pain-Medicine Specialists

Your doctor may suggest that you see a pain specialist. Pain specialists are physicians with extra training in pain medicine. They try to treat the whole person, not just the pain. They look for a balance of different treatments that are tailored to each person's needs.

Special centers for treating pain are in many parts of the country. You can find a physician who is an expert in treating pain by using the "Physician Finder" on the Web site of the American Academy of Pain Medicine, www.painmed.org, or by calling 1-847-375-4731.

Many people with chronic pain rely on a team that may include:

- Their doctor
- A pain specialist
- A physical therapist
- A mental health worker
- Specialists in other disorders, such as diabetes or heart disease



Treatment Goals—It's Not Just About Pain Relief!

If you are in pain, you want it to stop. That's certainly understandable! But pain relief is not the *only* goal in treating chronic pain. Sometimes people stop doing things because of pain. They might stop exercising, working, walking, or even just sleeping. Recovery means regaining at least some functions lost to chronic pain. Reducing pain is often just the first step.

Your recovery will be measured by how well you reach functional goals, such as:

- Sleeping without waking from pain
- Sleeping in your own bed
- Returning to work
- Enjoying recreational activities
- Having sex
- Walking without help
- Climbing stairs



You and your doctor will work together to set goals that are right for you. The key to success is finding the right balance between your goals and the treatments needed to achieve those goals.

Treating chronic pain is a marathon, not a sprint!

Medications for Pain Relief

Some medications that relieve pain are called *analgesics*. Analgesics are the mainstay of pain management. But many nondrug treatments, such as exercise or acupuncture, can also be used, either alone or with medications. Combining such treatments may reduce the intensity of your pain, boost your ability to cope, enhance your comfort and improve your quality of life.

There are many types of analgesics. You can buy some in stores; others require a prescription. This section describes the common types of analgesics.

Aspirin

Aspirin was discovered and first used more than a century ago. It remains one of the most widely used pain relievers in the world.

Advantages

- Relieves mild to moderate pain, fever, headaches, and swelling
- Inexpensive
- No prescription needed

Disadvantages

- Can cause stomach upset or bleeding in the stomach or intestines
- Can cause kidney damage if taken at high doses or for a long time

Acetaminophen

Acetaminophen is a non-aspirin pain reliever. It is used alone for mild to moderate pain. It is also combined with other types of pain medications to treat more serious pain.

Advantages

- Relieves mild to moderate pain, headaches, and fever
- Little or no stomach upset or bleeding
- Inexpensive
- No prescription needed

Disadvantages

- Does not reduce swelling
- Can cause liver and kidney damage if taken in excessive doses

Nonsteroidal anti-inflammatory drugs (NSAIDs)

NSAIDs are a large family of medicines that work in a similar way to aspirin by relieving both pain and swelling. This class includes drugs such as ibuprofen, naproxen, and celecoxib. Some are available without a prescription.

Advantages

- Relieve mild to moderate pain, fever, headaches, and swelling

Disadvantages

- Can cause stomach upset or bleeding in stomach or intestines
- Can cause kidney or liver damage if taken at high doses or for a long time
- May cause adverse reactions in people with asthma
- Can increase the risk of heart attack and stroke

Topical anesthetics

Topical anesthetics are used to numb the surface of a body part. They can be used to numb the front of the eye, the inside of the nose, the throat, the skin, the ear, the anus, and the genital area. Topical anesthetics are available in creams, ointments, aerosols, sprays, lotions, and jellies. They are used to relieve many types of pain and itching, such as that caused by sunburn, minor burns, insect bites or stings, nerve damage, or conditions such as hemorrhoids.

Opioid medications

Medicines containing opioids have been used for centuries. *Opioids* are strong pain medicines for moderate to severe pain. Today, opioids come in many forms and strengths. Some work very quickly but don't last very long. Some give long-lasting pain relief. And some are less likely to be addictive.

All opioids require a prescription. Talk to your doctor about what type of opioid would be best for you.

Opioids usually produce side effects. At first, the drugs can cause upset stomach or sleepiness. These side effects often go away as you get used to the drugs. Some other side effects, such

as constipation, may not lessen with time. Talk to your doctor about adjusting your treatment.

Opioid myths

Myth: Opioid medications are always addictive.

Fact: Many studies show that opioids are *very* addictive when used properly for the management of chronic pain.

Myth: Opioids make it harder to function normally.

Fact: When used correctly for appropriate conditions, opioids may make it *easier* for people to live normally.

Myth: Opioid doses have to get bigger over time because the body gets used to them.

Fact: Unless the underlying cause of your pain gets worse (such as with cancer or arthritis), you will probably remain on the same dose or need only small increases over time.

Used properly, opioid medications can make it possible for people with chronic pain to return to some activities—get back to work, walk or run, play sports, and participate in other activities.

Other types of medications

Many other types of drugs can relieve pain. Some have special effects that can be very helpful for some people. For example, some medicines can improve your mood and relieve pain. This can be good for people who are both depressed and in pain.

Here are 3 types of drugs your healthcare professional might suggest:

- Drugs that improve your mood (antidepressants)
- Drugs that give you more energy (stimulants)
- Drugs that relieve anxiety (anxiolytics)

These drugs may be combined with other pain medications. Sometimes a combination of drugs works better than a single drug.

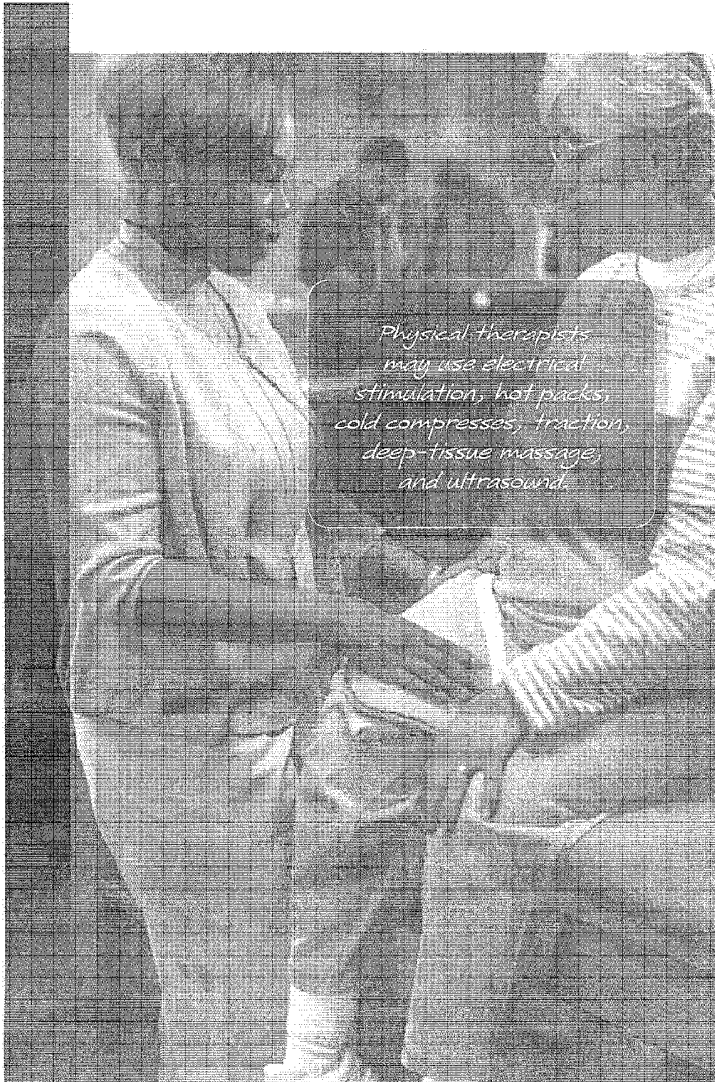
Responsible Prescription Use

Some people today use prescription medicines to get “high” or to relieve stress. They may steal these medicines from parents, friends, or relatives. If you are taking an opioid medication for pain, you must be careful. Follow this advice:

- Store medications in a safe, secure place
- Take note if any pills appear to be missing
- Never share your medication with others
- Don't take your medication more often—or in a larger dose—than prescribed



Being responsible also means knowing yourself. Be aware of how you react to your medication. Are you having any unusual side effects? Is the medication working as well as you think it should? Your doctor's goal should always be to balance the benefits of a drug with the side effects the drug might cause. If you have any questions, call your doctor or other healthcare professional.



Injection Therapies

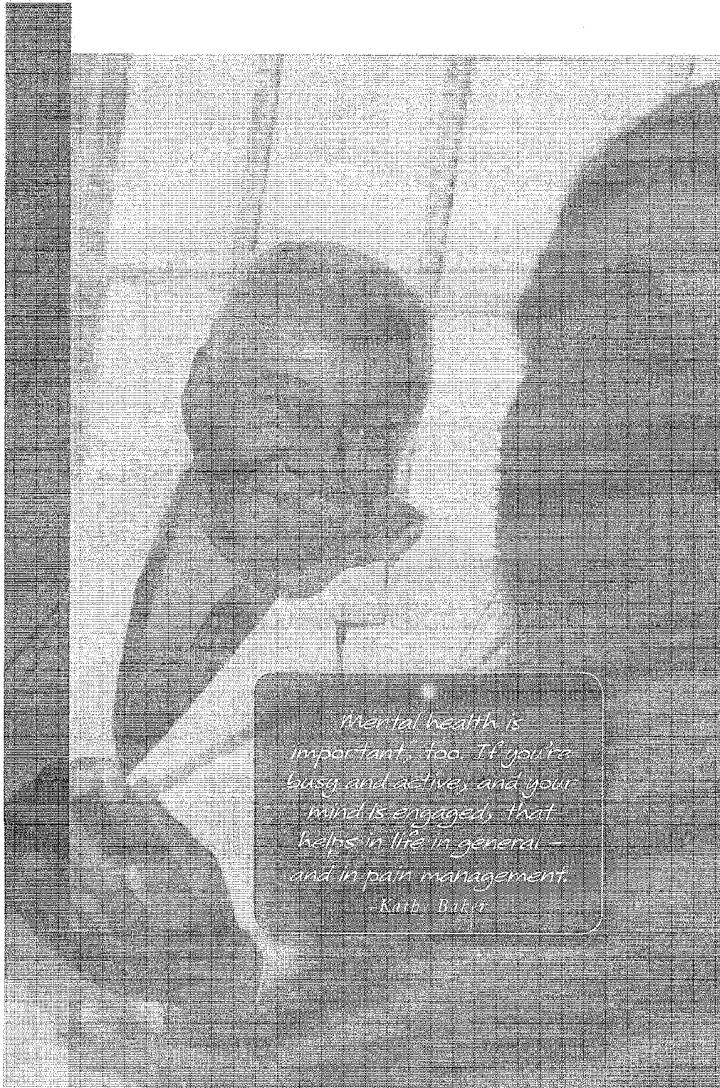
Injection therapies (sometimes called “nerve blocks”) may be used to treat painful conditions in many areas of the body. These procedures involve placing a needle into a muscle, joint, the spine, or around a specific group of nerves. Then medication is injected or some other treatment is used, such as electricity, heat or cold. Injection therapies can be used for both acute and chronic pain.

Physical Therapy

Physical therapy can help restore function, improve mobility, and relieve pain. In addition to teaching patients how to exercise, physical therapists may also use such treatments as electrical stimulation, hot packs, cold compresses, traction, deep-tissue massage, and ultrasound. Physical therapists may also teach patients to use assistive or adaptive devices, such as crutches, prostheses, and wheelchairs.



The most important part of physical therapy is exercise training. Once taught, exercises can be performed at home to help relieve pain flare-ups, improve flexibility, and increase strength and/or endurance. Physical therapy can help you function better even if your pain doesn't completely go away.



Mental health is important, too. If you're busy and active, and your mind is engaged, that helps in life in general – and in pain management.
Kathy Butler

Counseling and Emotional Support

Living with pain often causes a ripple effect that touches many parts of your life. You may feel a range of emotions, such as fear, anger, hopelessness, confusion, and isolation. Those around you may have similar feelings. Individual counseling—and in some cases, counseling with your family—can help. Many people find great benefit from individual or group counseling specifically focused on pain and related worries. Trained professionals can teach useful skills and provide needed emotional support and guidance.



One form of therapy that can help people in chronic pain is *cognitive behavioral therapy* (CBT). This is a short-term, focused form of psychotherapy. You and the therapist identify goals and problem-solve to find ways of reaching them. With any type of therapy, it's important to take an active role in the process. Patients who are assertive and fully engaged in their own health care cope better than those who are more passive.

Alternative and Complementary Approaches

Many Americans have tried alternative methods of controlling their pain, such as acupuncture or hypnosis. Some of these methods have been shown to work for some patients. Most alternative treatments rely on the power of the mind to control pain. These methods can be used alone or combined with medications and other “traditional” treatments. The most important thing older adults with chronic pain can do is work with their doctor to create a treatment plan that is right for them.



Acupuncture

Acupuncture uses very fine needles inserted into the skin. Needles may be placed according to theories developed in China more than 2000 years ago or using techniques developed more recently. Some scientific studies show that acupuncture can relieve chronic pain. The evidence is strongest for relief of back, neck, and osteoarthritis pain.

Hypnosis

Hypnosis is a range of techniques that can alter people's awareness of themselves or their surroundings. It was first used more than 100 years ago to help patients in pain. The scientific study of hypnosis as a treatment for pain is ongoing, but early research has shown promise. When a patient is hypnotized, his or her mind is focused and aware. For reasons that are not yet understood, this state can relieve many types of pain.

Meditation

Meditation is any method of focusing and calming the mind. It need not have a religious or spiritual component. Several medical centers now use meditation to help patients manage chronic pain. The techniques vary, but all involve calming the body, being aware of oneself, and focusing attention. Some scientific studies have shown that patients who meditate regularly may function better and have less pain.

Massage

There are many techniques and approaches to *massage*, but most can help relieve pain. Massage acts directly on the muscles and nerves to promote relaxation. It can ease tight, painful muscles and reduce spasms.

Tips for Managing Pain

Older adults in pain can almost always be helped these days. With the right treatments and a good healthcare team, most people can return to the activities they enjoy. There are many things you can do to secure your progress and manage your pain. The choices you make can make a big difference!

Keep the following tips in mind:

Exercise regularly. Keeping your muscles strong will help prevent future injury. Start slow and easy. Work up gradually to more distance, time, or weight. The type of exercise is not as important as exercising on a regular basis. Always talk to your doctor before trying a new exercise.



Stay flexible. Yoga or stretching exercises can be a great way to become more flexible. Just be careful to stretch gently. If it hurts, you're going too far!



Lose weight if you need to. Extra body weight strains joints, muscles, and your back. Even losing just 10 pounds can make a difference!

Learn how to lift, sit, and stand.

Keep your back straight when lifting. Use your legs, not your back! Keep your back straight when sitting and standing as well. If you use a computer, be sure to position your arms and hands so they are relaxed and well-supported.



Connect with others. It can be hard for others to understand what it feels like to be in chronic pain. That's why it can be so helpful to find people who can "share your pain." Chronic-pain support groups can be found in almost every city. You can also find online support groups. People can share their feelings and swap tips that have helped them manage their pain. (You can find support groups through the organizations listed at the back of this booklet.)



*Be confident now that
relief from pain
is within your reach!*

Reasons for Hope

The key messages of this booklet are; Be educated, be responsible, and be confident. Acute and chronic pain can almost always be managed! It may take some time to find the best balance between your goals and a treatment program. But if you stick with it, you can overcome your pain.

Remember that you have a right to adequate and effective pain relief. Nobody should suffer with needless pain today. Work closely with your doctor. Determine whether you should see a pain specialist. Use a team of healthcare professionals who can give you what you need. By reading this booklet, you have begun learning about your pain. You can be confident now that relief from pain is within your reach!

Resources

American Academy of Pain Medicine

The AAPM site provides educational materials and a search feature to help you find a board-certified pain physician in your region.

www.painmed.org

847-375-4731

American Chronic Pain Association

Support for those suffering with chronic pain through education and self-help group activities.

www.theacpa.org

800-533-3231

American Geriatrics Society

A nonprofit organization devoted to improving the health, independence and quality of life of all older people.

www.americangeriatrics.org

212-308-1414

AGS Foundation for Health in Aging

www.healthinaging.org

800-563-4916

American Pain Foundation

www.painfoundation.org

888-615-7246

Arthritis Foundation

www.arthritis.org

800-283-7800

The National Pain Foundation

An online education and support community for pain patients and their families.

www.painconnection.org

301-309-2444

Sponsor

PriCara®

PriCara®, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc, is a major healthcare organization in the United States that is dedicated to the needs of primary care providers who serve a vital role on the front lines of medicine. For more information about the company, please visit www.PriCara.com.

PriCara.
Division of Ortho-McNeil-Janssen
Pharmaceuticals, Inc.

Partners

American Academy of Pain Medicine

The American Academy of Pain Medicine is the medical specialty society representing physicians practicing in the field of pain medicine. The Academy is involved in education, training, advocacy, and research in the specialty of pain medicine. The practice of pain medicine is multidisciplinary in approach, incorporating modalities from various specialties to ensure the comprehensive evaluation and treatment of the pain patient. AAPM represents the diverse scope of the field through membership from a variety of origins, including such specialties as anesthesiology, internal medicine, neurology, neurological surgery, orthopedic surgery, physiatry, and psychiatry.



American Geriatrics Society

The American Geriatrics Society is a not-for-profit organization of more than 6,700 health professionals devoted to improving the health, independence and quality of life of all older people. The Society provides leadership to healthcare professionals, policymakers and the public by implementing and advocating for programs in patient care, research, professional and public education, and public policy. Our mission is to improve the health, independence and quality of life of all older people.



AGS Foundation for Health in Aging

The AGS Foundation for Health in Aging champions initiatives in public education, clinical research, and public policy that advance the principles and practice of geriatrics medicine; educate policymakers and the public on the healthcare needs and concerns of older adults; support research on aging that reduces disability and frailty, and improves quality of life and health outcomes; encourage older adults to be effective advocates for their own health care; and help family members and caregivers take better care of their older loved ones and themselves.



Credits

Finding Relief: Pain Management for Older Adults has been made possible through the expertise, time, and efforts of many individuals who are committed to the health and wellness of older Americans. Special gratitude to:

Sponsor

PriCara®, Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc.

Partners

American Academy of Pain Medicine

American Geriatrics Society

AGS Foundation for Health in Aging

Contributors to the Video

Bruce Ferrell, MD

Professor of Medicine

Division of Geriatrics

David Geffen School of Medicine at UCLA

Los Angeles, CA

Rollin M. Gallagher, MD, MPH

Director, Pain Management, Philadelphia VA Medical Center

Director for Pain Policy Research and Primary Care, Penn Pain Medicine

Clinical Professor of Psychiatry & Anesthesiology, University of Pennsylvania

Editor-in-Chief, PAIN MEDICINE

President-elect, American Academy of Pain Medicine

Debra K. Weiner, MD

Associate Professor of Medicine, Psychiatry, & Anesthesiology

Director, Older Adult Pain Management Program

University of Pittsburgh, Pittsburgh, PA

Staff Physician, Geriatric Research, Education and Clinical Center

VA Pittsburgh Healthcare System

Special Thanks to:

KATHY BAKER

Actress Kathy Baker has played critically acclaimed roles in more than 2 dozen movies and several television series since she entered the film business in 1983. Her credits include *Edward Scissorhands*, *The Cider House Rules*, and *Cold Mountain*. Her performance in *Street Smart* earned her Best Supporting Actress awards from the Boston Society of Film Critics and the National Society of Film Critics.



Photograph by Gregory Stawarz

Project Manager

Gina Conrad Black

Executive Producer

Conrad Productions, LLC

Guidebook Author

Stephen R. Braun

Medical Writer

Amherst, MA

Guidebook Design

Cinda Debbink

Design Partners

www.dgdesignpartners.com

Video Production

Tania Wilk

Executive Producer

Alan Weiss Productions

www.awptv.com

DISCLAIMER: This guidebook and DVD program are intended for informational purposes only, with the understanding that no one should rely upon this information as the basis for medical decisions. Anyone requiring medical or other health care should consult a medical or healthcare professional. Any actions based on the information provided are entirely the responsibility of the user and of any medical or other healthcare professionals who are involved in such actions.

DVD
Inside

Finding Relief Pain Management for Older Adults

Older adults suffer pain more often than younger people. Complaints of pain are the #1 reason older people go to the doctor.

These days, most pain can be very effectively treated. But, unfortunately, many older adults don't get the relief they deserve. Untreated pain not only causes needless suffering, but it can also lead to many other problems. If pain is not treated quickly, it may become worse or become more difficult to treat. And long-term pain may lead to loss of function at home or work, lost income, or harm to personal relationships.

This program is focused specifically on older adults and what they need to know to get effective pain relief. You will learn that there are many pathways to this relief. You can return to doing the things you did before the pain began!

This guidebook and DVD will help you:

- *Be educated about your pain and possible treatments*
- *Be responsible about your use of prescription medications*
- *Find ways to minimize the side effects of some treatments and maximize their effectiveness*
- *Be confident that you can find relief and manage your pain*

Featuring
KATHY BAKER



Sponsored by

PriCara

Page 63 Division of Ortho-McNeil-Janssen Pharmaceuticals, Inc.

02TL08095