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Meeting with Nigel Gragg 8/4/93

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THE FOUNDATION OF  
PHARMACISTS  
& CORPORATE AMERICA  
FOR AIDS EDUCATION

7293

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August 24, 1993

Kristine M. Gebbie, RN, MN  
National AID Policy Coordinator  
Executive Office of the President  
750 17th Street, NW, Suite 1060  
Washington, DC 20500

Dear Kristine,

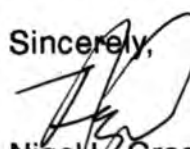
Thanks on behalf of myself, the FPCA and Board members Bill Freeman, Gerry Mossinghoff, Ron Streck and Charlie West for a wonderful meeting and your letter of August 23.

Since we met support continues to build for the FPCA AIDS education program, "Facts From Your Pharmacist: Answers About AIDS." The enclosure will document unprecedented bipartisan support in the Senate to expand our AIDS education program. Our pharmacy colleagues in Arkansas continue in their efforts to endorse this initiative to Ms. Carol Rasco. Additionally, a meeting is being arranged with Dr. David Satcher.

If the needed private sector support can be obtained, in time, we plan to launch the public education component of our pilot program in October.

I've enclosed a set of the actual brochures that will be distributed through our test pharmacy locations. I have every confidence that with your support, these and other educational materials will be available to every American that can walk into a neighborhood pharmacy.

Sincerely,

  
Nigel L. Gragg, R.Ph.  
President

Duane J. Crumb

*American Institute for Teen AIDS Prevention*

John Early, Ph.D.

*Florida A&M University College of Pharmacy*

William H. Edmondson, Ph.D.

Marcellus Grace, Ph.D.

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*National Institutes of Health*

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*National Pharmaceutical Association*

Gerald Mossinghoff

*Pharmaceutical Manufacturers Association*

Alice K. Pau, Pharm.D.

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Marily Rhudy, R.Ph.

*Continental RX*

Ronald J. Streck, R.Ph., J.D.

*National Wholesale Druggist Association*

Carol Webb

*Ortho Biotech*

R. Tim Webster, R.Ph.

*American Society of Consultant Pharmacists*

Charles M. West, P.D.

*NARD—Representing Independent Retail Pharmacy*

Roberta J. Wong, Pharm.D.

*U.C.L.A. AIDS Research Center*

President

\*Nigel L. Gragg, R.Ph.

Consultant

Gary L. Jones Inc.

Accountant

Price Waterhouse

# United States Senate

WASHINGTON, DC 20510

August 6, 1993

Chairman Tom Harkin  
Subcommittee on Labor, Health  
and Human Services  
186 Dirksen Building

Dear Chairman Harkin:

Your subcommittee has previously acknowledged in report language the potential for using pharmacists and pharmacies as community resources for AIDS education. As you approach the FY 94 budget requests, we urge you to support an expansion of the program that has been developed by the Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) and the CDC.

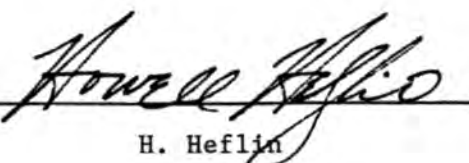
There is an urgent need to establish an effective national AIDS education program. The FPCA has developed a pilot program to utilize pharmacies to provide millions of Americans with vital AIDS information. "Facts From Your Pharmacist: Answers About AIDS" was created in collaboration with the CDC, pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leaders.

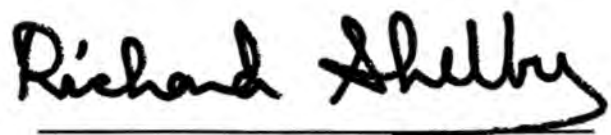
Over thirty million Americans visit pharmacy locations daily. Incorporating HIV and AIDS information into existing infrastructure such as pharmacies would save the federal government millions of dollars while providing accessible information to millions of Americans. The utilization of pharmacists and pharmacy locations to provide diverse populations and communities easy access to AIDS education would be an innovative and affordable component of a neighborhood level, national AIDS education program.

As you evaluate activities for FY 94, pending a positive evaluation of the program, we request that eight million dollars be made available to cover the estimated cost of public educational materials to expand this program to thirty states and 25,000 pharmacy locations. The private sector will provide matching funds to cover the costs of the pharmacists training and the FPCA overhead at no cost to the government.

Thank you for your consideration.

Sincerely

  
H. Heflin

  
R. Shelby

*Edward Kennedy*

E. Kennedy

*Carol M. Browner*

C.M. Braun

*Dennis Pryor*

D. Pryor

*Dan Boren*

D. Borenberger

*John Danforth*

J. Danforth

*Orrin Hatch*

O. Hatch

*Pat Simon*

P. Simon

*D. Boren*

D. Boren

*Jim Jeffords*

J. Jeffords

*Bob Dole*

B. Dole



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WASHINGTON, DC 20510

August 6, 1993

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Subcommittee on Labor, Health  
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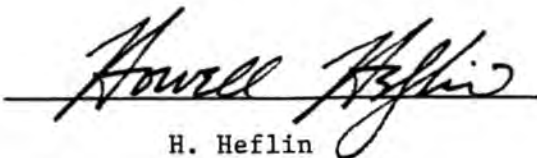
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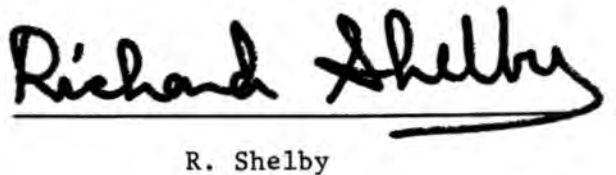
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O. Hatch

*Phil Simon*

P. Simon

*D. Boren*

D. Boren

*Jim Jeffords*

J. Jeffords

*Bob Dole*

B. Dole

THE WHITE HOUSE

WASHINGTON

August 23, 1993

Mr. Nigel L. Gragg, R.Ph., President  
The Foundation of Pharmacists and Corporate  
American for AIDS Education  
Suite 950  
700 Thirteenth Street, N.W.  
Washington, D.C. 20005

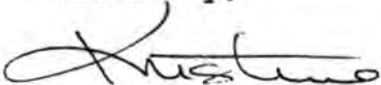
Dear Nigel,

Thank you for arranging the meeting about your pharmacy AIDS education initiative. You have done an impressive job thus far and your enthusiasm is infectious!

I have started making some inquiries to learn more about the possibilities of funding for your program. I am always happy to support worthy initiatives like yours, especially where public-private partnerships are involved. Please keep me posted on your activities.

Best wishes to you and your colleagues.

Sincerely,



Kristine M. Gebbie, RN, MN  
National AIDS Policy Coordinator

cc: W. Freeman  
G. Mossinghoff  
R. Streck  
C. West

THE WHITE HOUSE  
WASHINGTON

August 23, 1993

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The Foundation of Pharmacists and Corporate  
American for AIDS Education  
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National AIDS Policy Coordinator

cc: W. Freeman  
G. Mossinghoff  
R. Streck  
C. West

Prepared by: APO: KMGebbie: gw: 8/16/93: 690-5471: b:\gragg

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KRISTINE M. GEBBIE, R.N., M.N., F.A.A.N.  
NATIONAL AIDS POLICY COORDINATOR  
DEPARTMENT OF HEALTH & HUMAN SERVICES  
Room 729H Humphrey Building  
200 Independence Ave., S.W.  
Washington, D.C. 20201

DAY Wednesday DATE August 4, 1993

TIME 2:30 p.m. LOCATION 750 17th St., N.W.

SUBJECT Meeting with Nigel Gragg

**PARTICIPANTS:**

Mr. Bill Freeman, NAPWA  
Mr. Gerald Mossinghoff, PMA  
Mr. West, Chain Drug Stores  
Dr. Streck, NWDA

The meeting is scheduled for one hour.



**FACTS FROM YOUR PHARMACIST**

# **ANSWERS ABOUT AIDS**

**PHOTOCOPY  
PRESERVATION**

REPRESENTING  
INDEPENDENT  
R E T A I L  
P H A R M A C Y

**N.A.R.D**

Charles M. West, Sc.D., P.D.  
Executive Vice President

205 Daingerfield Road  
Alexandria, Virginia 22314  
Fax (703) 683-3619  
(703) 683-8200



**NAPWA**  
NATIONAL ASSOCIATION  
OF PEOPLE WITH AIDS

**WILLIAM J. FREEMAN**  
Executive Director

1413 K Street, N.W.,  
Washington D.C. 20005  
FAX: (202) 898-0435  
Phone: (202) 898-0414

THE FOUNDATION OF  
PHARMACISTS  
& CORPORATE AMERICA  
FOR AIDS EDUCATION

Nigel L. Gragg, R.Ph.  
President

700 Thirteenth St., N.W. / Suite 950 / Washington, D.C. 20005  
202-434-4515 / FAX 202-434-4514

**Pharmaceutical  
Manufacturers  
Association**

Gerald J. Mossinghoff  
PRESIDENT

1100 Fifteenth Street, NW  
Washington, DC 20005  
(202) 835-3420  
FAX: (202) 835-3429

NWA

**National Wholesale  
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**Ronald J. Streck**  
President & Chief  
Executive Officer

1821 Michael Faraday Drive  
Suite 400  
Reston, VA 22090-5348  
703/787-0000, ext. 219

Mailing Address:  
P.O. Box 2219  
Reston, VA 22090-0219  
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**PHOTOCOPY  
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## Pharmacist with a Vision

Since 1987 pharmacist Nigel Gragg has been on a singular mission: to harness the enormous educational power of community pharmacies in the war against AIDS.

Like most individuals with new ideas (but shallow pockets), Gragg has not had an easy time. But in less than six years, the former Peoples Drug Store pharmacist has taken his concept from a mere outline on paper to a full-blown project, with a portfolio of educational programs for pharmacists and consumers and a community-based project in Alabama. The Alabama program is being supported by the Centers for Disease Control and Prevention. During his six-year quest, Nigel has also had terrific support from individuals and organizations allied to the profession, from chains like Harco Drug to pharmacy schools to a host of pharmaceutical manufacturers.



I first met Nigel six years ago at the beginning of his campaign, and have tried to keep up with his progress through the years. Recently I met with him at the NACDS meeting in Palm Beach. He was there to drum up more support for the Foundation of Pharmacists and Corporate America for AIDS Education, which is the full title of his organization. PHARMACY TIMES has been publishing the organization's newsletter (PT, April 1993), and so we talked about future cooperative efforts and also about his hopes. One of his current objectives, he said, is to persuade Congress to back a national program using community pharmacy as the vehicle to distribute AIDS-prevention information. His organization has the information, but printing the millions of pieces of literature required to get the information out to the public will cost a bundle; he needs government help to do it.

Once again I was impressed with his energy and vision. Nigel's point all along has been that community pharmacy is uniquely positioned to educate the public about AIDS, and in fact, about all matters related to disease prevention and wellness.

Of course, what he said neatly dovetails with what's going on nationally in health care reform and in pharmacy's own vision for its future. With community pharmacy's buying and selling role under siege, the hope lies in shifting the emphasis to information delivery.

The plain truth is, if community pharmacies didn't exist, someone would have to invent them. They're like part of a basic national infrastructure: accessible, efficient and, most important, caring.

Programs like Nigel Gragg's serve to show how well this national "infrastructure" can be used to benefit the nation's health.

BRUCE BUCKLEY  
EDITOR-IN-CHIEF

# Pharmacy Times®

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Howard University

Dennis B. Worthen, Ph.D.  
Director, Pharmacy  
and Government Relations  
Procter & Gamble Pharmaceuticals

# The Pharmacist as a National HIV/AIDS Educator

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"We pharmacists are at a crossroads. Either we can extend ourselves to fill a void in delivering critical health care services, or we can refuse involvement and watch our professional role diminish."

Eileen M. McCormick

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**A**t the time Nigel L. Gragg enrolled in the Florida A&M University College of Pharmacy, his ultimate goal was to become a doctor, and he viewed pharmacy college as an educational adjunct to a future career in medicine. "I really didn't have a lot of counseling or guidance in making my decision about college," he recalls, "but when Florida A&M University offered me a generous scholarship and an opportunity to play football, the scales tipped in that direction." With smiling afterthought, he adds, "Of course, the fact that my mother liked the Florida A&M recruiter better than all the others undoubtedly weighted the scales a bit."

## 'Frequent Flyer'

As an "army brat" born in Germany, Gragg moved with his family from Germany to Italy to New York to Alabama and to Florida by the time

he was ready for college. Following his graduation from pharmacy college, he was hired by Eli Lilly as a detail representative. Not surprisingly,







Nigel Gragg being interviewed by Special Features Editor Eileen M. McCormick

this young man was delighted when Lilly assigned him a California territory. He put his medical education on "hold," headed West, and soon discovered that he had a real affinity for pharmacy and selling.

After a year with Lilly—which he remembers as a very valuable experience—Gragg left the company to begin a personal odyssey which involved him in product promotion in California, business consultation in Africa, and community pharmacy in Ohio. The latter was a "bridge" job while awaiting an opportunity to relocate in Washington, D.C., a city whose dynamic nature attracted him. When Peoples Drug Store responded favorably to his application for a managerial position, he moved to D.C. in the spring of 1984 where he worked for them through the next four years. "Around that time," Gragg recalls, "AIDS was coming increasingly into the public consciousness. I was beginning to get

inquiries about it at the pharmacy, and I was appalled at the ignorance that shrouded this life-threatening disease."

As the national level of concern and hysteria mounted, Gragg became convinced that HIV/AIDS was an area of public health where pharmacists could, and should, make a difference. "I could see that people needed the most basic education about AIDS," he says, "and I felt I should be able to help, given my background as a pharmacist and my experience as a disseminator of health information through community pharmacy." Gragg began talking with his associates and mentors while trying to outline in his own mind just how pharmacy could help fill the national void he saw in terms of educating the public about HIV/AIDS prevention and treatment. He knew it was a task that would require the combined efforts of a great many individuals and organizations.

Continued ►

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## Public Health Crisis

Gragg, who is FPCA's president, recalled his efforts to assemble a representative board of directors for the new Foundation. "I wanted to set up a board that would encompass people of integrity who are involved with pharmacy," he said, "and I am gratified that from the start a number of respected and influential pharmacy business and association executives and prominent educators have agreed to serve FPCA as members of the board of directors." Executive Committee members are Robert D. Gibson, Pharm.D., University of California at San Francisco; Charles Trefrey, NWDA; James T. Doluisio, Ph.D., University of Texas at Austin, College of Pharmacy; and Raymond A. Gosselin, R.Ph., Publisher/Editor-in-Chief, *PHARMACY TIMES*. The current FPCA board members include Harold Cohen, R.Ph., Barr Laboratories, Inc.; John Early, Ph.D., Florida A&M University College of Pharmacy; Marcellus Grace, Ph.D., Xavier University College of Pharmacy; Scott C. Hoyt, Carter-Wallace, Inc.; Willie Leftwich, Esq., Leftwich, Moore & Douglas; Henry Lewis III, Pharm.D., Texas Southern University College of Pharmacy; Gerald Mossinghoff, PMA; Marily Rhudy, R.Ph., Continental RX; R. Tim Webster, R.Ph., ASCP; and Charles M. West, P.D., NARD, representing independent retail pharmacy. Former members include the likes of Ron Ziegler, Carl Trinca, Richard Hammel, and Irwin Gerson.

### A Pilot Project

In answer to PT's question, "Where does the Foundation stand now?" Pharmacist Gragg responds, "The CDC has entered into a cooperative agreement with the FPCA to implement a statewide demonstration project and assess the value, feasibility and effectiveness of engaging pharmacists and pharmacy locations in the

nation's fight against HIV/AIDS. The specific goals of the demonstration project are: 1) to provide educational and training programs for pharmacists on HIV infection and AIDS; 2) to implement a pharmacy-based public education and information program on HIV/AIDS prevention, early intervention and treatment. With vital support provided by Ogilvy Adams & Rinehart, this project is being implemented and evaluated in Alabama, in cooperation with Auburn and Samford Colleges of Pharmacy, the University of Alabama School of Public Health, Alabama Pharmaceutical Association, Alabama Society of Hospital Pharmacists and many other pharmacy institutions, pharmacists and AIDS organizations and experts around the country.

"In our first year, we concluded the development of the workplan, created a Knowledge Attitudes Performance survey for pharmacists, reviewed materials and drafted an outline for a pharmacists HIV/AIDS CE program, recruited chain and independent drug stores to participate in the project, agreed on the evaluation methodology for the project, conducted both consumer and pharmacists focus groups and surveys, and finalized drafts of the in-pharmacy public educational materials.

"In our second year, formally starting September 19, we will implement the pharmacist CE program, produce and distribute public educational materials to pharmacies, establish a pharmacy AIDS hotline, launch a public awareness campaign, and finally, evaluate the program for national expansion."

### World Health Crisis

Pharmacist Gragg notes that because many people do not consider themselves at risk for HIV—and many do not know they are already

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## Public Health Crisis

### Building an Organization

"I felt that there was an important job pharmacists could do," he says, "especially when I attended a meeting of the D.C. Pharmacists Association and heard Don Newman, R.Ph., then U.S. Undersecretary of Health, speak on the subject of the HIV/AIDS public health crisis." After the meeting, Gragg introduced himself to Newman and explained that he had an idea about how pharmacists could help disseminate HIV/AIDS prevention and treatment information to the public. "I told Mr. Newman that I'd like to discuss my ideas with him," recalls Gragg, "and he graciously invited me to call his office to make an appointment." That meeting proved a turning point for Gragg, who subsequently resigned his position with Peoples Drug in 1988, and began the arduous job of building a nonprofit organization that would be known as the Foundation of Pharmacists and Corporate America for AIDS Education (FPCA).

Gragg credits Don Newman with being the catalyst who made possible the eventual evolution of FPCA, and he recalls that Newman included a couple of his administrators in that first meeting at which the federal process was carefully spelled out for him. "Newman gave me credibility in approaching others who might have judged my vision of the Foundation to be too ambitious," says Gragg. "He opened new doors for me not only in the government, but also in the private sector where he was equally well known and respected and, through him, I got additional supportive people to speak on behalf of my idea." One of the significant government doors that opened to FPCA was the U.S. Centers for Disease Control (CDC) which gives active support to the Foundation and its programs. Gragg reports that Mr. Newman was instrumental in

arranging initial government funding of \$60,000 for the Foundation.

### What Is FPCA?

Asked for a basic definition of FPCA, Pharmacist Gragg said, "It is a coalition that includes pharmacists, pharmacy educators, pharmaceutical industry, and representatives of the pharmacy retail, wholesale, industrial, and professional associations. Its principal mission is to develop a nationwide pharmacy-based HIV/AIDS public education program focusing on prevention and treatment issues."

Confirming the magnitude of the job he set for himself, Gragg is swift to credit the hundreds of individuals and the more than 50 organizations nationwide whose collaboration and financial and other support made FPCA possible. For example, when he left Peoples so he could concentrate full-time on the Foundation, Gragg recalls receiving the generous support of his fellow pharmacists and an interest-free loan from the company to help him get started. "The Foundation could never have come into being without the collaboration of hundreds of people and institutions," he says, "and that includes help at every level across the board: friends who allowed me to 'sleep over' when I lacked rent money; people who gave me constant encouragement; individuals, institutions, and pharmaceutical corporations that contributed money; and those generous people who shared their own ideas and expertise with me."

Speaking of his early organizational efforts, Gragg said, "I knew I needed to work with groups and associations, and I'm proud of the support the Foundation has received from numerous state pharmacy groups as well as from such national associations as AACP, APhA, ASCP, NACDS, NARD, NWDA, PMA—and more."

*Continued* ►

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## Public Health Crisis

infected—information on early intervention will be an important component of the Alabama pilot program. Early intervention, he says, is essential not only for the health care of people who test HIV-positive, but also for preventing further spread of HIV. "I believe that HIV/AIDS represents an unprecedented health crisis in this country, and the public does not yet fully comprehend its volatility or how vulnerable we all are," says Gragg. Emphasizing the magnitude of the problem, he offers the following grim statistics:

- More than one million Americans are currently infected with HIV. (Reducing that statistic to more meaningful figures, it represents one in every 250 people; one in 100 adult males; and one in 800 adult females.)
- Every 13 minutes, another American is infected with HIV;
- Every 19 minutes, someone dies of AIDS in the U.S., and
- AIDS is the third leading cause of death in America among all adults age 25–44.

Confirming the potential vital role pharmacists can play in confronting the nation's HIV/AIDS crisis, CDC's Ken Williams, Deputy Chief, National Partnerships Branch, National AIDS Information and Education Program, told PHARMACY TIMES that his agency has approved finan-

cial support of approximately \$500,000 to FPCA's demonstration project. The balance of the \$1 million budget for the project will come from the pharmaceutical industry and from private philanthropical sources, according to Gragg. Regarding the Foundation's efforts to educate the American public, Ken Williams said, "It is critically important that all segments of society contribute to the prevention of HIV/AIDS. Health care professionals—and especially pharmacists because of their credibility and accessibility to the public—have a critical role to play in prevention efforts."

### Opportunity for Pharmacy

If Pharmacist Gragg sees AIDS as an unprecedented *health crisis for the public*, he also sees it as an unprecedented *opportunity for pharmacy*. "We pharmacists are at a crossroads," he declares. "We can either extend ourselves to fill a void in the delivery of critical health care services, or we can refuse to become involved, and watch our professional health care role diminish." **PT**

NOTE: In order to keep pharmacists updated on its progress and programs, the Foundation is publishing a quarterly newsletter ("AIDS & Pharmacy Update"), which PHARMACY TIMES is pleased to bind into our journal, for the benefit of our readers, starting in the November issue.

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**Starting in November, PHARMACY TIMES  
is pleased to announce the inclusion of  
"AIDS & Pharmacy Update," the quarterly  
newsletter of the Foundation of Pharmacists  
and Corporate America for AIDS Education.**

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**Grants in History**

**MADISON, Wis.**—The American Institute of the History of Pharmacy is accepting applications for grants to help graduate students conduct historical investigations of pharmacy.



# Education

**Report on Cigarettes**

**NEW YORK**—The American Council on Science and Health has issued a report on cigarettes that cites cigarettes as the major health hazard facing economically developed countries.

**Issues**

## Conference to Address Asthma Management

The first National Conference on Asthma Management will be held from October 11 through October 13 in Arlington, Va. A symposium on pharmaceutical care will be among the presentations, and there will be various workshops on topics related to the disease and its treatment.

**Pharmacy college expands its staff**

Hsiao-Hui (Sherry) Chow has been appointed assistant professor of pharmaceutical sciences for the University of Arizona's college of pharmacy. Additionally, Brian Ortmeier has been named assistant professor of pharmacy practice.

**Cardiovascular symposium scheduled**

"Nitric Oxide and Vascular Protection" is the title of a two-day symposium to be held on November 5 and November 6 at the Texas Medical Center in Houston. The forum on cardiovascular research is being supported by Bristol-Myers Squibb Co.

**Booklets review psychiatric drugs**

The United States Pharmacopoeial Convention has published two dozen leaflets covering 86 medications that are frequently prescribed for psychiatric conditions. Medication uses and drug interactions are among topics explored. A package with all 24 leaflets is available for \$50; individual leaflets sell for \$2.25.

**ACE inhibitors cut coronary risks**

ACE inhibitors, frequently prescribed to treat high blood pressure, can also reduce the risk of heart attack and heart failure, according to studies published in the *New England Journal of Medicine*. The drug also lowers the risk of death for patients who begin taking it several days after their heart attacks. ACE inhibitors treat high blood pressure by reducing vessel constriction.

**Talk About Prescriptions Month**

The National Council on Patient Information and Education expects over 50,000 health professionals to participate in its Talk About Prescriptions Month campaign, in October. The annual observance is designed to improve communications about prescriptions between health care professionals and patients.

**Burroughs grants NACDS \$11,000**

Burroughs Wellcome Co. has contributed \$169,500 to its 1992 pharmacy scholarship program. Among groups receiving money through the program is the National Association of Chain Drug Stores, which was given grants of \$11,000 this year.

**Astra names award winner**

Michael Ujhelyi, a professor at the college of pharmacy at the University of Cincinnati Medical Center, has received a clinical pharmacy research award from Astra Pharmaceutical Products Inc. He was given \$10,000 to expand his independent drug research.

**Curatek opens information center**

A center offering information on bacterial vaginosis has been established by Curatek Pharmaceuticals Ltd. Health care professionals seeking information on the condition, sometimes confused for a yeast infection, can obtain literature on the subject by contacting the company, which is based in Elk Grove Village, Ill.

**ICI wins health science award**

ICI Pharmaceuticals Group has received the health science award from the American Urological Association. With the support of the association the Delaware-based research company has developed a manual to help patients overcome the effects of prostate cancer. ICI makes Zoladex, a product for treating advanced prostate cancer.

**Maryland groups back Pharm.D. program**

The Maryland Pharmacists Association and the Maryland Society of Hospital Pharmacists have endorsed a decision by the University of Maryland's pharmacy school to launch a Pharm.D. program at the Baltimore school. Campus committees are developing a nontraditional program for practitioners who want to earn such a degree.

**Liver foundation begins screening**

The American Liver Foundation has launched a nationwide screening program to identify individuals infected with hepatitis B or C. The foundation is conducting the educational program to emphasize that millions of Americans may be infected with the potentially fatal liver disease without their knowledge.

## FPCA Offers AIDS Training

**Focus**

WASHINGTON—A pilot program is under way in Alabama to help establish retail pharmacists as integral sources of information about preventing and treating AIDS/HIV.

The Foundation of Pharmacists and Corporate America for AIDS Education (FPCA), the four-year-old organization that is spearheading the effort, maintains that pharmacists are well positioned to provide this information because they are the most accessible health care professionals. "Over 15 million Americans visit pharmacies daily," the FPCA says.

Alabama, site of the pilot program,

had the highest percentage increase of AIDS cases from 1990 to 1991 (58%) among states reporting 50 or more cases, according to the state department of public health. Based on the program's outcome there, the FPCA plans to refine its materials and approach—then expand its efforts next summer to eight other states and the District of Columbia.

Rates of infection in the District of Columbia and the state of New York are among the country's highest: those two regions report 120.4 and 45.3 AIDS cases per 10,000 residents, respectively. The other states targeted are Connecticut, New Jersey, Pennsylvania, Delaware, Maryland, Virginia and West Virginia.

The number of reported cases of

AIDS grew 4.9% nationwide last year, from 43,362 to 45,506. Despite this relatively modest increase, the cumulative national total of AIDS cases is projected to reach from 390,000 to 480,000 by the end of 1993. At the same time, the cumulative number of deaths among AIDS patients is forecast at from 285,000 to 340,000. These totals are roughly double the numbers of AIDS cases and deaths (218,301 and 141,223, respectively) reported from June 1981 through March 1992.

John Karon of the Centers for Disease Control (CDC) explains that the projected totals are that high because they allow for delays in reporting cases as well as for those that will never be reported. "About 85% of all diagnosed cases are eventually reported," he says. "It now looks likely that the actual totals will be toward

10/RX22

## Implements Focus Group Testing

WASHINGTON—The Foundation of Pharmacists and Corporate America for AIDS Education has recently developed a training program for pharmacists. Among the components of the program, which is currently under way in Alabama, are:

- Implementing focus group testing in each state to refine educational materials, conducted in both large and small cities with pharmacists and the general public.

- Establishing advisory committees in each state to guide planning and assist in implementation, with representatives from colleges of pharmacy and public health, state pharmacist / pharmaceutical associations, pharmacy chains, AIDS service organizations and

public health departments.

- Distributing information kits (which include resource directories and an AIDS 800 number staffed by pharmacists) to launch the program.

The program will offer additional pharmacist training through an AIDS 101 self-study course (videotape and workbook) and an AIDS 101 one-day meeting. Pharmacists availing themselves of either will receive continuing education credit. The FPCA's goal is to distribute the self-study modules to 45% of the pharmacists in each state.

For those seeking more in-depth information in order to provide basic counseling services, the FPCA will also offer an AIDS pharmacy and practice seminar.

## APhA Publishes Booklet On Prostate Condition

### Offers two hours worth of credit

WASHINGTON—The American Pharmaceutical Association has published a booklet that will help pharmacists educate patients who have benign prostatic hyperplasia.

The 16-page pamphlet, entitled *Benign Prostatic Hyperplasia: Treatment Advances*, is part of the association's continuing education program for pharmacists.

Copies of the pamphlet have been mailed to 100,000 pharmacists. Those who complete a questionnaire at the back of the booklet can obtain two hours of credit.

Benign prostatic hyperplasia (BPH) is the abnormal enlargement of the prostate gland and a common health problem among men, appearing in 50% of males over 50 and in 90% in those over 80. The study reviews drug therapies and other treatment alternatives, as well as the role of pharmacists in providing patient education.

The booklet contains 10 of the questions that are most frequently

asked by patients concerning BPH. Among these are queries on side effects, the consequences of mixing prescriptions with over-the-counter medications, and possible allergic reactions to medication.

"As health care professionals, pharmacists can promote awareness of BPH as a commonly occurring health problem among men, a problem that has multiple therapeutic options," says one section of the booklet. "By recognizing the symptoms of BPH and the population at risk, pharmacists can provide counseling on avoiding selected nonprescription drugs."

"Pharmacists can educate patients who are receiving drug therapy about the medication, the dose, potential side effects and drug interactions."

## AIDS Program Collaboration Of Many Groups

WASHINGTON—The new program being developed by the Foundation of Pharmacists and Corporate America for AIDS Education (FPCA) would not have been possible without the "unprecedented collaboration" of many groups, says president Nigel Gragg.

Among them are the Public Health Service, colleges of pharmacy, state and national pharmacy associations, the pharmaceutical industry, drug wholesalers and drug stores. "These groups are working together so that the potential of pharmacies as an AIDS education resource will be realized," notes Gragg.

Speaking on behalf of the Centers for Disease Control, Kenneth Williams says that the agency views the pharmacy-based HIV/AIDS prevention and treatment project as promising for several reasons.

"First, the public has tremendous access to pharmacy locations," he says. "Equally important, the public holds pharmacists in extremely high regard. This project also serves to utilize the unique accessibility of pharmacy locations in one of the key missions of the Public Health Service: to serve the public need for timely and accessible health information."

"The National Association of Chain Drug Stores has been another one of our champions," says Gragg. "NACDS president and chief executive officer Ron Ziegler has been very supportive from the beginning."

Gragg also praises the time and effort put in by the association's Len DeMino and Laura Weber to make the FPCA program a reality. Weber, director of pharmacy educational and professional programs, says, "Several NACDS members are working with the FPCA and participating in focus groups as part of its pilot project in Alabama."

Gragg notes that Tuscaloosa-based Harco Drug has been involved in the pilot project from the very beginning.



## RX/EDUCATION

## Arthritis Drugs Found to Cause Ulcers in the Small Intestine

NEW YORK—Arthritis drugs can raise the risk of ulcers in the small intestine, according to a study that was published in *The New England Journal of Medicine*.

Although anti-inflammatory drugs have been known to cause cancer in other regions of the gastrointestinal tract, their effect on the small intestine has only recently come to light. The small intestine is where most food is digested and eventually absorbed into the bloodstream.

The Arthritis Foundation says that about 37 million Americans are afflicted with arthritis. Approximately one-third of arthritis patients use

**Aspirin is the most frequently used drug for arthritis**

anti-inflammatory drugs on a regular basis.

As to O-T-Cs, aspirin is the drug used most frequently to treat the pain and inflammation caused by arthritis. Commonly prescribed drugs include ibuprofen-based products, Ciba-Geigy Corp.'s Voltaren, Syntex Corp.'s Naprosyn and Pfizer Inc.'s Feldene.

## New Compound May Enhance Organ Transplant Success

CHICAGO — The success rate of organ transplants could be enhanced by a drug undergoing tests at the University of Chicago.

The genetically engineered protein has been found to reduce the potential for infection and organ rejection after transplants. A dozen diabetic mice were implanted with human pancreas tissue and then treated with a new compound, CTLA4lg.

Over three months after the experiment began the rodents

displayed no indications of the disease.

Researchers report that the mice accepted the transplants because the drug closed down the part of the immune system that would attack the new tissue. The rest of the immune system was left to combat infections.

If similar success is attained in humans, the major problems surrounding safety and success in transplants could be eradicated. As it now stands, organ recipients now

face a lifelong task of taking powerful drugs to suppress their immune systems.

The research suggests that the drug may be equally effective in procedures that involve transplanting organs from other animals into human beings, a development that would ease the pressure from the current shortage of human organ donors.

Nevertheless, experiments with animals more closely related to humans must be conducted.

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## Agenda Is Set For NAMES Fall Meetings

ATLANTA—Five key educational sessions are on the agenda for the fall forum sponsored by the National Association of Medical Equipment Suppliers (NAMES).

The five meetings will be held November 17 at the Georgia World Congress Center, and they will precede the opening of the National Home Health Care Exposition.

Primary discussions at the forum will focus on legislative and regulatory issues affecting the home medical equipment industry, customer service and reimbursement, showroom planning, and a review of recently enacted legislation dealing with Americans with disabilities.

"These educational sessions offer something for all of the home medical equipment suppliers," says NAMES president Corrine Parver.

Over a dozen other sessions will convene each morning prior to the opening hours of the exposition.

## Offers AIDS Education

From R21

the low end of the projections."

To date, the CDC has contributed \$514,000 of the FPCA program's anticipated \$1 million budget. Matching funds are expected to come from the private sector, notes FPCA president Nigel Gragg, a registered pharmacist.

Pharmacy groups helping to develop and implement the program include the National Association of Chain Drug Stores, the National Association of Retail Druggists, the National Wholesale Druggists Association, the Pharmaceutical Manufacturers Association and the American Association of Colleges of Pharmacy.

Pharmacist training will precede the FPCA program's introduction in each state. In Alabama that introduction is scheduled for February.

In addition to various media outreach activities, the FPCA will create and distribute radio and print public-service announcements to raise public awareness of pharmacists and pharmacies as resources for HIV/AIDS information. Gragg adds that some type of media event is possible in connection with AIDS Awareness Month in October.



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# AIDS & PHARMACY

U P D A T E

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## Letter from the President

**W**elcome to "AIDS & Pharmacy Update," a service to Pharmacy Times readers sponsored by the Foundation of Pharmacists and Corporate America for AIDS Education (FPCA).

HIV infection and AIDS are emerging as the defining public health crises of modern times. But for all its tragic consequences, HIV, the virus that causes AIDS, is preventable and treatable. Education is the key. And pharmacists can play a critical role as educators.

Every day, more than 15 million Americans visit pharmacies — making pharmacists America's most accessible health care provider. Virtually every American would have access to HIV prevention and treatment messages if they were available at their pharmacy.

FPCA was established to take advantage of this crucial role of pharmacists and pharmacies — to provide effective, accessible HIV/AIDS education for communities across the country. FPCA is a coalition that includes pharmacists, pharmacy educators, the pharmaceutical industry, and professional pharmacy associations.

The Foundation is mobilizing the entire pharmacy community — including pharmacists, chain and independent drug stores, other retail pharmacies, along with colleges of pharmacy, pharmacy associations, drug manufacturers and drug wholesalers. Working together, pharmacy can provide our communities with vital information on HIV prevention, treatment, early intervention, and patient management of HIV/AIDS medicines.

Because you are integral to the success of our programs, we are sponsoring AIDS & Pharmacy Update to keep you informed. AIDS & Pharmacy Update will provide current information about:

- the status of the FPCA national education project
- HIV/AIDS continuing education activities and training
- Congressional action that affects pharmacy/AIDS education
- developing HIV/AIDS therapies
- worldwide and U.S. status of HIV/AIDS.

We feel AIDS & Pharmacy Update will offer you valuable reading.

Nigel L. Gragg, R. Ph.  
President, FPCA

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# ANSWERS ABOUT AIDS

**EMBARGOED RELEASE**  
**1:00 p.m.**  
**February 22, 1993**

**Contacts:** Shirley Simson  
202-452-9433  
Nigel Gragg  
202-434-4515

## **OVER 1,000 ALABAMA PHARMACISTS TO RECEIVE HIV/AIDS TRAINING CONTINUING EDUCATION PROGRAMS OFFERED ACROSS STATE**

Birmingham, Alabama — The Foundation of Pharmacists and Corporate America for AIDS Education (FPCA) today launched a statewide initiative to provide Alabama pharmacists with extensive training on the transmission, prevention and treatment of HIV infection and AIDS. Through an unprecedented collaboration between FPCA, the U.S. Centers for Disease Control and Prevention (CDC), and the Alabama pharmacy and public health community, an estimated 1,000 pharmacists will receive HIV/AIDS training in a series of continuing education programs held in Birmingham, Huntsville, Mobile, and Montgomery.

"Approximately 20 million Americans visit pharmacies every day, making pharmacists the most accessible health care professional in the nation," said Nigel Gragg, R.Ph., President and Founder of FPCA. "By providing pharmacists with the most up-to-date information on HIV and AIDS, we can equip them to bring prevention and treatment messages directly to local communities throughout the state."

The three-hour seminar, "HIV/AIDS: Issues and Answers for Pharmacists," will include in-depth discussion about the impact of the AIDS epidemic on Alabama, symptoms and disease progression, patterns of infection, the latest treatments available, and the role of pharmacists in fighting the epidemic. For those pharmacists unable to attend a live seminar, a self-study module will be available for completion at home later this year.

The continuing education courses are just the first step of a multi-faceted Facts From

- more -



**Your Pharmacist: Answers About AIDS** program, a comprehensive public education program to utilize pharmacies as sources of information on HIV prevention. By May 1993, in-store public education materials including brochures, bag stuffers, and posters will be available to the general public in participating pharmacies. The materials will be promoted through a statewide public awareness campaign including radio public service announcements and print advertisements. Following an evaluation of the Alabama pilot project, FPCA intends to launch the program nationally beginning in eight targeted states and the District of Columbia.

Donald Williamson, M.D., State Health Officer, Alabama Department of Public Health, said, "With nearly 2,000 reported cases of AIDS in Alabama since the epidemic began, it's essential that we use all available resources to deliver HIV prevention messages. This program offers another source for information -- it encourages people to rely on pharmacists not only to fill prescriptions, but also for advice and information on transmission, prevention, and other issues associated with HIV and AIDS."

HIV infection and AIDS are growing concerns in Alabama. An estimated 10,000-15,000 people in the state are infected with HIV. More than 1,000 Alabamians have died of AIDS. 13% of the AIDS cases were heterosexually transmitted -- more than double the 6% national rate. According to a University of Alabama-Birmingham School of Public Health statewide survey of 4,100 Alabama pharmacists, 78% said providing HIV/AIDS information is a responsibility of pharmacists. 86% said they would be willing to provide HIV/AIDS education brochures to consumers.

Ken Williams, Deputy Chief of the National Partnerships Branch, CDC National AIDS Information and Education Program, said, "It is critically important that all segments of the health care profession contribute to the prevention of HIV/AIDS. Pharmacists and pharmacy locations -- because of their credibility and accessibility to the public -- can have a powerful impact."

Harco Drug, Inc., one of Alabama's leading chain drug store companies, has been involved in the program from its inception. "Pharmacists can play a vital role in educating people about how to avoid behaviors that put them at risk for HIV," said Jim Harrison, Jr., Harco Drug President. "We're delighted our state will serve as the testing ground for this



much needed initiative."

In addition to Harco Drug, Inc., many Alabama independent drug stores and major chains are participating in the program. Anthony Brooklere, President of the Alabama Pharmacy Co-op (representing 514 independent pharmacies), said, "Through this program, we believe independent pharmacists in Alabama will demonstrate the vital contribution they can make to AIDS education and prevention."

Big B, the largest drug store chain in Alabama, is requiring each of its 700 pharmacists to attend one of the twelve seminars offered during the next four weeks. Tim Burelle, Big B Vice President of Professional Relations, said, "FPCA has taken the lead in educating people in Alabama about HIV prevention through pharmacies, and we are committed to helping them provide potentially life-saving health information to the public."

The Alabama pilot program is a cooperative effort between FPCA and the Alabama Department of Public Health, the Alabama Pharmacists' Association, the Alabama Society of Hospital Pharmacists, the Auburn University School of Pharmacy, the Samford University School of Pharmacy, the University of Alabama-Birmingham School of Public Health, the Alabama Red Cross, AIDS in Minorities, the AIDS Task Force of Alabama, and drug wholesalers Durr Drug and Walker Drug. Funding for the program has been provided by CDC, Carter-Wallace, Inc., Ortho Biotech, Inc., and the Roerig Division of Pfizer Pharmaceuticals.

FPCA is a non-profit organization founded in 1988 to develop and manage a national pharmacy-based AIDS education and prevention program.

###

# ANSWERS ABOUT AIDS

FOR IMMEDIATE RELEASE  
January 27, 1993

Contacts: Nigel Gragg 202-434-4515  
Shirley Simson 202-452-9433

## Pharmacies To Provide AIDS Information to the Public Pilot Program To Be Launched in Alabama

Washington, D.C. - - Pharmacies will soon become the nation's most accessible source of information on HIV/AIDS prevention and treatment, through a comprehensive AIDS education initiative announced today by The Foundation of Pharmacists and Corporate America for AIDS Education (FPCA). Sponsored by the U.S. Centers for Disease Control and Prevention (CDC), pharmaceutical manufacturers, and The Equitable Foundation, the FPCA project represents an unprecedented partnership between the CDC and the pharmacy community.

"Approximately 20 million Americans visit pharmacies every day, making pharmacists the most accessible health care professionals in the nation. This project represents an opportunity to bring HIV & AIDS prevention and treatment information directly to local communities nationwide," said Nigel Gragg, R.Ph., President and Founder of the FPCA.

The program, "Facts From Your Pharmacists: Answers About AIDS," is a public education campaign which includes a series of comprehensive educational brochures for pharmacy customers. Brochure titles include: "A Parent's Guide to Talking About AIDS," "Information About Testing & Counseling," "Questions and Answers: Get The Latest Facts," and "How to Use and Talk About Condoms." Pharmacists will also receive HIV/AIDS education - - to equip them to answer basic questions from their customers.

Ken Williams, Deputy Chief of the National Partnerships Branch, National AIDS information and Education Program at the CDC, said, "It is critically important that all segments of the health care profession contribute to the prevention of HIV/AIDS. Pharmacists and pharmacy locations - - because of their credibility and accessibility to the public - - have a critical role to play."

"Working with the CDC and pharmaceutical manufacturers, pharmacies can reach communities throughout the country with vital AIDS education," said Kevin Browett, R.Ph., Divisional Vice President, K Mart. "K Mart, along with our colleagues in pharmacy, is committed to working with the FPCA to provide potentially life-saving health information to the public."

The program will be introduced through a statewide demonstration project in Alabama in the spring of 1993. Following an evaluation of the pilot project, FPCA intends to launch the program nationally beginning in eight targeted states and the District of Columbia.

Carol Webb, Vice President of Sales & Marketing at Ortho Biotech and a member of the FPCA Board of Directors, said, "We at Ortho Biotech believe this program is a model for AIDS education efforts nationwide -- a unique partnership between the government and the private sector that puts AIDS information directly in the hands of those who need it."

In Alabama, all major chain drug stores, as well as the Alabama Pharmacy Co-op (representing 514 independent pharmacies) are participating in this project. Drug wholesalers Durr-Fillauer and Walker Drug are also providing support. Additionally, the Alabama Pharmacists' Association, the Auburn University School of Pharmacy, the Samford University School of Pharmacy, the University of Alabama-Birmingham School of Public Health, the Alabama Department of Public Health, the Alabama Medicaid Agency, the Alabama Red Cross, AIDS in Minorities, and the Alabama AIDS Network have all played critical roles in project development and implementation.

Anthony Brooklere, President of the Alabama Pharmacy Co-op, said, "We believe pharmacists in Alabama will be able to demonstrate the vital contribution pharmacists can make to AIDS education and prevention."

"Pharmacists can play a vital role in educating people about how to avoid behaviors that put them at risk for HIV," said Mr. Jim Harrison, Jr., President, Harco Drug, Inc., one of Alabama's leading chain drug store companies. "We're delighted our state will serve as the testing ground for this much needed initiative."

The "Facts From Your Pharmacists: Answers About AIDS" program has been made possible through the cooperation and support of many national pharmacy organizations including the American Association of Colleges of Pharmacy, American Society of Consultant Pharmacists, National Association of Chain Drug Stores, NARD-Representing Independent Retail Pharmacy, National Pharmaceutical Council, National Wholesale Druggists' Association, and the Pharmaceutical Manufacturers Association. Ogilvy Adams & Rinehart is the project manager.

The Foundation of Pharmacists and Corporate America for AIDS Education is a non-profit organization founded in 1988 to develop and manage a national pharmacy based AIDS education and prevention program.

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**Congress of the United States**  
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June 7, 1993

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Hon. William Natcher  
Chairman  
Subcommittee on Labor, Health  
And Human Services, Education  
2358 Rayburn House Office Bldg  
Washington, D.C. 20515

Dear Mr. Chairman:

Over the past years, your Subcommittee has acknowledged in report language the potential for using pharmacists and pharmacies as community resources for AIDS and HIV information and education. As you approach the FY 94 budget requests, we urge you to review the program that has been developed by the Centers for Disease Control and Prevention (CDC) and the Foundation of Pharmacists & Corporate America for AIDS Education (FPCA).

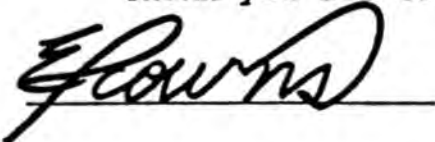
The FPCA pilot program, "Facts From Your Pharmacist: Answers About AIDS", has been launched in Alabama. This program is a public education campaign which includes a series of comprehensive AIDS education brochures for dissemination to pharmacy customers. Pharmacists also receive HIV/AIDS training to equip them to answer questions from their customers.

We are very encouraged by this cooperative effort involving an alliance of public health experts, pharmacies and pharmacists to assist in combating HIV and AIDS at the neighborhood level. Incorporating HIV/AIDS education and prevention information into already existing organization and structures like pharmacies could provide local communities easy access to life-saving information.

Pharmacists are accessible in the communities where people live. Over 20 million Americans visit pharmacy locations daily. The role of the pharmacist includes dissemination of health information, counseling, and reinforcement, as well as continued contact due to return visits, visibility and accessibility in the community.

As you evaluate activities for FY 94, we would hope that every effort would be made to determine if this pharmacy-based approach to AIDS education and prevention can be applied throughout the country.

Thank you for consideration of this matter.

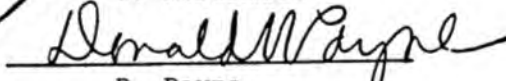


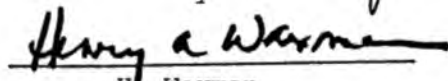


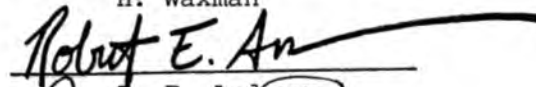
  
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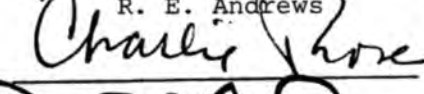
  
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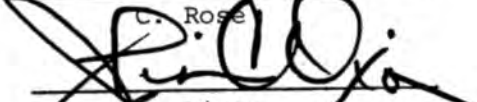
  
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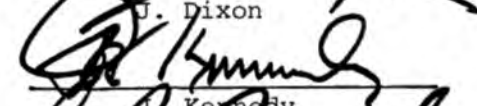
  
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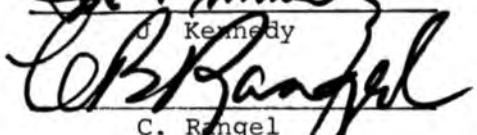
  
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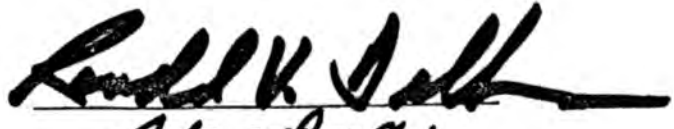
  
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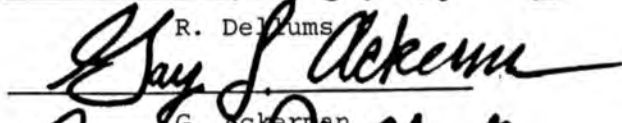
  
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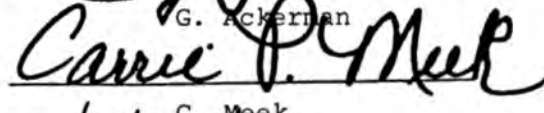
  
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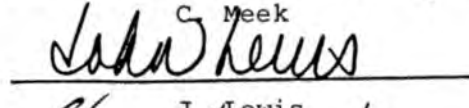
  
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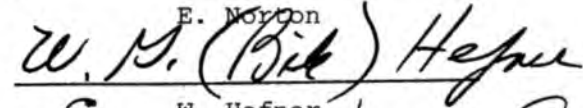
  
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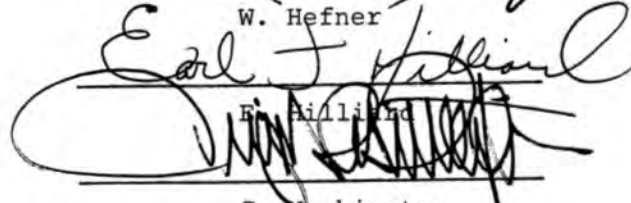
  
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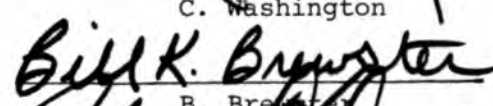
  
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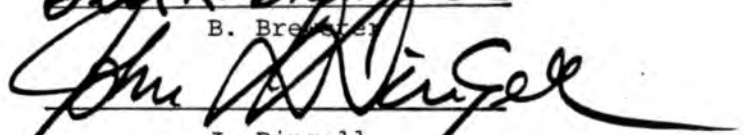
  
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ADA, OK 74820  
(405) 436-1980101 WEST MAIN STREET  
ARDMORE, OK 73401  
(405) 226-6300118 CARL ALBERT FEDERAL BUILDING  
MCALISTER, OK 74501  
(918) 423-5951123 W. 7TH AVENUE, SUITE 206  
STILLWATER, OK 74074  
(405) 743-1400

July 13, 1993

The Honorable Donna Shalala  
Secretary of Health and Human Services  
U.S. Department of Health and Human Services  
200 Independence Avenue SW  
Washington, D.C. 20201

Dear Secretary Shalala:

I would like to bring to your attention an outstanding public/private sector HIV/AIDS education partnership involving the CDC, pharmacists and pharmacy locations, which I feel can play a critical role in confronting the AIDS crisis in America.

The Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) has developed a program to utilize pharmacies to reach millions of Americans with vital AIDS information. "Facts From your Pharmacists: Answers about AIDS," was created in collaboration with the CDC, pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leaders.

This public education program includes a series of HIV/AIDS educational brochures for dissemination to pharmacy customers. Pharmacists also receive training regarding HIV and AIDS -- to equip them to answer questions from their customers.

Over 25 million Americans visit pharmacy locations daily. Pharmacists and pharmacy locations could provide diverse populations and communities easy access to essential information in the areas of prevention, treatment and living with HIV and AIDS. On an annual basis pharmacists have over 1.5 billion patient contacts. The free access Americans have to pharmacists and pharmacy locations provides an excellent opportunity for information exchange.

President Clinton has committed this administration to the establishment of an effective national AIDS education program. You have spoken eloquently to the urgent and vital need to establish an effective and accessible AIDS education program in the United States. The House Appropriations Committee in 1991, 1992 and this year has been supportive of a pharmacy based AIDS

education program.

My own experience as a pharmacist leads me to believe that the utilization of pharmacy locations and pharmacists to provide communities meaningful access to AIDS education could be an effective and affordable component to a national AIDS education program.

With this in mind, I and my colleagues, along with FPCA representatives, would appreciate the opportunity to meet with you at the earliest possible date. We wish to determine how this pharmacy-based, public/private sector partnership approach to AIDS education and prevention can be applied throughout the country.

Thanking you for your attention to this matter.

Sincerely,



Bill K. Brewster  
Member of Congress

BB/jl

BILL K. BREWSTER  
3d DISTRICT  
OKLAHOMA

WAYS AND MEANS  
COMMITTEE



PATRICK J. RAFFANIELLO  
CHIEF OF STAFF  
TAX COUNSEL

1727 LONGWORTH HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515-3603  
(202) 225-4565  
FAX: (202) 225-9029

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515-3603**  
July 28, 1993

Ms. Kristine Gebbie, R.N.  
National AIDS Policy Coordinator  
The White House Domestic Policy Office  
Washington, DC 20500

Dear Ms. Gebbie:

We have been made aware that you will be meeting with Nigel Gragg, President, Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) on August 4th. We want to inform you of our support for the FPCA program, an outstanding public/private HIV/AIDS education partnership involving the CDC, pharmacists and pharmacy locations, which can play a critical role in confronting the AIDS crisis in America.

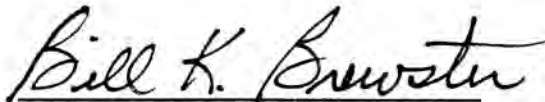
The FPCA has developed a program to utilize pharmacies to reach millions of Americans with vital AIDS information. "Facts From your Pharmacist: Answers About AIDS." was created in collaboration with the CDC, pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leadership. This public education program includes a series of HIV disease educational brochures for dissemination to pharmacy customers. Pharmacists also receive training regarding HIV and AIDS in order to equip them to answer questions from their customers.

President Clinton has committed this administration to the establishment of an effective national AIDS education program. The House Appropriations Committee in 91, 92, and this year has been supportive of a pharmacy-based AIDS education program. You have spoken of the urgent and vital need to establish an effective and accessible AIDS education program in the US. The free access Americans have to pharmacists and pharmacy locations provides an excellent opportunity for information exchange. Utilization of pharmacy locations to give communities and diverse populations meaningful access to AIDS education could be an effective and affordable component of a national AIDS education program.



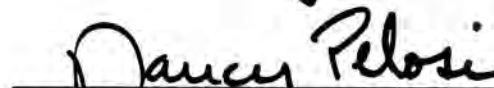
With this in mind, we and several of our colleagues, support the FPCA program. We look forward to working with you to determine how this pharmacy-based approach to AIDS education and prevention can be applied throughout the country, while sustaining the public/private sector partnership.

Thank you for your attention to this matter.

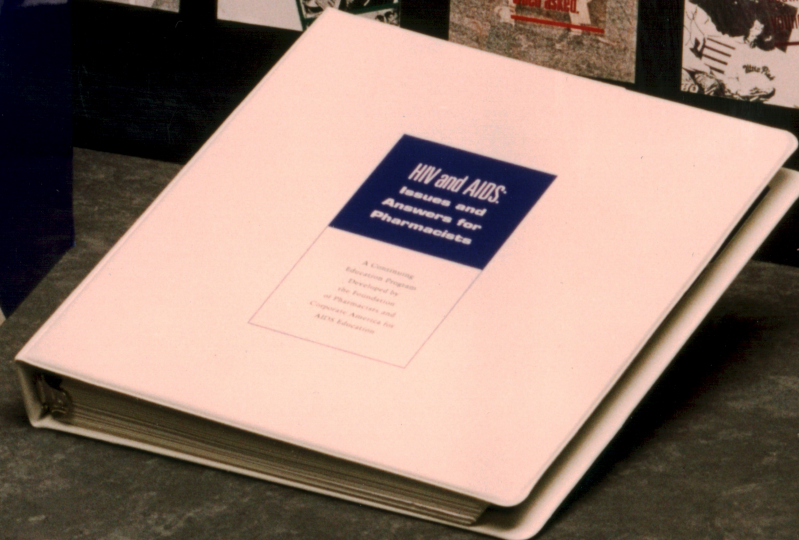
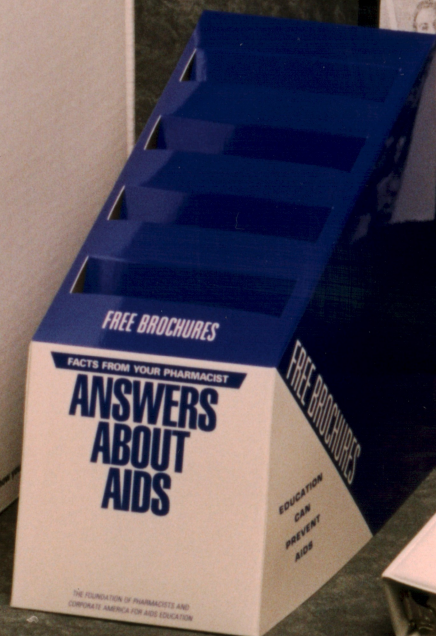
  
Bill K. Brewster, M.C.

  
Rep. Eweisi Mfume, M.C.

  
Rep. John Lewis, M.C.

  
Rep. Nancy Pelosi, M.C.







DEPARTMENTS OF LABOR, HEALTH AND HUMAN SERVICES, AND EDUCATION, AND RELATED AGENCIES APPROPRIATION BILL, 1994

JUNE 24, 1993.—Committed to the Committee of the Whole House on the State of the Union and ordered to be printed

Mr. NATCHER, from the Committee on Appropriations,  
submitted the following

REPORT

[To accompany H.R. 2518]

The Committee on Appropriations submits the following report in explanation of the accompanying bill making appropriations for the Departments of Labor, Health and Human Services (except the Food and Drug Administration, Indian Health Service, and the Office of Consumer Affairs), and Education (except Indian Education), Action, the Corporation for Public Broadcasting, the Federal Mediation and Conciliation Service, the Federal Mine Safety and Health Review Commission, the National Commission on Libraries and Information Science, the National Council on Disability, the National Labor Relations Board, the National Mediation Board, the Occupational Safety and Health Review Commission, the Prospective Payment Assessment Commission, the Physician Payment Review Commission, the Railroad Retirement Board, the United States Soldiers' and Airmen's Home, the United States Institute of Peace and the United States Naval Home for the fiscal year ending September 30, 1994 and for other purposes.

ds \$94,552,000 for sexually transmitted disease of \$9,000,000 below the Administration request. Of the \$9,000,000 above the 1993 amount. Of the \$9,000,000 for the basic grant program, which is the same as the President's request. This is policy to provide funding for activities authorized for 1994 at levels not in excess of \$9,000,000 is provided for the newly authorized which is \$9,000,000 below the President's request and for program operations. Grants are authorized for health departments and other nonprofit organizations for prevention activities, surveillance systems, notification and counseling, outbreak investigation, and training. Federal activities include investigations, and surveillance and control of new infertility program will expand the research conducted in one HHS region to prevent STD-related infertility.

\$100 million for the childhood immunization program of \$108,312,000 above the 1993 level and \$3,188,000 below the Administration request. In addition to the supportive of further increases in this line item, the bill as a whole. Project grants as a whole. Planning, developing, and conducting programs, including enhancement of surveillance, and in delivering vaccines. Maintenance of a stockpile of vaccines; the assistance for State and local health agencies; and research into the safety and efficacy of newly used vaccines. Increased funds for delivery infrastructure at the local level for cellular pertussis and hepatitis B immunization tracking system, and the polio worldwide.

The bill provides funding to be distributed in connection with the National Vaccine Program and its National Vaccine Advisory Committee. It also addresses the need for funding emerging diseases within the agencies of the Public Health Service.

about the anticipated cost of the system and the division of financial responsibilities between State and local governments. In addition, the Committee would like the detail the annual and lifetime cost assumptions regarding cost-sharing.

### *Infectious diseases*

The bill includes \$40,282,000 for infectious diseases, which is the same as both the 1993 level and the Administration request. The program supports national surveillance of infectious diseases, the development of new or improved prevention and control methods and techniques, the acceleration of the general application of accepted prevention technology, and strengthening of the capability to respond to outbreaks of new and reemerging infectious diseases. Some of the disease areas concentrated upon include Lyme Disease, infectious diseases in child care settings, foodborne diseases, hospital infections, meningitis, and pneumococcal disease.

The Committee is aware of the recent Institute of Medicine report on emerging infections which notes the decreased ability of the United States to effectively combat new and re-emerging infectious diseases and the leadership role which can be played by CDC on this issue. The Committee notes that the number of staff at CDC working on non-HIV infectious diseases has decreased over the past decade and encourages CDC to place a higher priority on emerging microbial threats, to the extent that funding permits.

The Committee recognizes the hazards to users and patients posed by needle-bearing medical devices. The Committee urges CDC to continue to support research on the mechanisms of needlestick injury and methods of eliminating or improving needle-bearing medical devices to reduce the risk associated with their use.

### *Tuberculosis*

The Committee has included \$120,269,000 for the tuberculosis program, an increase of \$41,434,000 above the 1993 appropriation and \$8,566,000 below the request. In addition to funding provided in this line item, \$23,715,000 is provided within CDC AIDS activities for HIV-related tuberculosis control efforts, for a total of \$143,984,000 for tuberculosis activities in CDC.

The tuberculosis program supports grants to States and large cities to strengthen their surveillance, control and elimination programs. Funds are used to hire outreach workers who provide directly-observed therapy. In addition, funds support research to develop new prevention, diagnostic, and treatment technologies; assistance to upgrade State and local laboratories; epidemiological investigations; and educational and training activities.

The Committee intends that CDC target these funds to cities that have experienced the largest number of tuberculosis cases, especially multi-drug resistant tuberculosis. Funding is not intended to be used for construction and renovation of facilities or for drug purchases.

### *Human Immunodeficiency Virus (HIV)*

The bill includes \$543,253,000 for activities related to the human immunodeficiency virus. This amount is \$45,000,000 above the 1993 level and the same as the Administration request.

CDC HIV programs support research, surveillance, epidemiologic and laboratory studies, and prevention through information, education, and risk reduction. Major information, education and prevention activities include counseling, testing, and partner notification.



tion; HIV prevention among high risk populations, including intravenous drug users, women and infants, and hemophiliacs; special minority initiatives; programs for school and college-aged youth; information campaigns for the general public; and tuberculosis control efforts.

The Committee is concerned about the continuing high rate of new HIV infections in the United States. Therefore, the Committee has provided increased funds to expand cooperative agreements with State and local health departments to conduct HIV prevention planning and to increase funding for community-based prevention activities. The Committee is concerned about the lack of coordination among prevention programs and encourages CDC to consider incorporating the current competitive grant programs for direct funding of community-based organizations into the cooperative agreements with State and local health departments to better ensure coordination of efforts. These community-based programs provide prevention information, education and outreach services designed to change individual behavior and community norms in relation to HIV risk.

In addition to active community involvement, successful HIV prevention planning requires the involvement of State and local agencies beyond health departments, such as substance abuse and mental health services, adolescent and youth services, and correctional services. Within geographical areas identified in the planning process, the Committee intends that resources be targeted to those individuals and groups at greatest risk of becoming HIV-infected as determined by the best available epidemiological and other relevant data. The Committee also intends that community-based prevention programs receive technical services to improve the quality of prevention programs. Such technical services would include assistance with designing interventions and evaluating the effectiveness of programs.

In last year's report, the Committee encouraged CDC to support the development of pharmacy-based programs of AIDS education and prevention. A trial of this concept has been launched in one State. Pending a positive evaluation of this program, the Committee would encourage further development of this concept by CDC.

#### *Chronic and environmental disease prevention*

The bill includes \$108,017,000 for chronic and environmental disease prevention, an increase of \$37,900,000 above the 1993 amount and \$15,900,000 above the Administration request. The Committee has provided increases above the President's request in the areas of diabetes control, chronic fatigue syndrome, school health education, and epilepsy and expects the CDC to give high priority to these areas.

The chronic and environmental disease program supports surveillance, epidemiology, and laboratory evaluation of environmental exposures and resulting illnesses, chronic disease, and behavioral risk factors. It also supports applied research to develop control and prevention programs; provision of epidemiologic, laboratory, and management consultation and training services to State and local health professionals; and development of laboratory tech-

niques to test for the pre-tissues and the effects of

Programs supported with risk factor surveillance systems, the community health health education for school against diabetes, cardiovascular chronic fatigue syndrome.

Persons with diabetes also the strong likelihood renal disease, blindness, their quality of life. Comp percent higher among African Hispanics, and 43 percent. Committee has provided a ment of a national diabetes betes control programs in tional and State-based diabetes and its complication new approaches for red strengthen the leadership betes research findings in CDC to expand outreach munities through its State.

A limited number of be contribute substantially to ity, and social problems also a significant cause of a strong national program most resources for this spread of AIDS. The Com school health programs to behaviors among the nation's request to enhance

The Committee is encouraged representatives of the ep sions regarding the develop to enhance health care pro cost-effective benefits of epilepsy. The Committee encouraged lay and medical ar with epilepsy, to develop program effort, including materials for health care communications strategies, mee consumer-based outreach, vention. The Committee progress in this area prior

The Committee notes affected by neural tube defects other birth defects. The current birth defects prevention panics.

**SUMMARY REPORT  
OF  
THE ALABAMA PHARMACISTS' HIV/AIDS DEMONSTRATION PROJECT  
PRETEST SURVEY DATA**

**UNIVERSITY OF ALABAMA AT BIRMINGHAM  
SCHOOL OF PUBLIC HEALTH**

**APRIL 30, 1993**

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**APRIL 30, 1993**

## TABLE OF CONTENTS

- I. Summary Report
- II. Appendix I: Questionnaire
- III. Appendix II: Summary Statistics
- IV. Appendix III: Tables
- V. Data Diskette with SAS Files



**SUMMARY REPORT**  
**OF**  
**THE ALABAMA PHARMACISTS' HIV/AIDS DEMONSTRATION PROJECT**  
**PRETEST SURVEY DATA**

Lance Waller, PhD, Janet Bronstein, PhD, Linda Potts, MBA, MPH, Dianne Binkley, M.S.

**INTRODUCTION**

Alabama pharmacists were surveyed by researchers from the University of Alabama at Birmingham's School of Public Health in collaboration with Bruce Berger, Ph.D., Heidi Anderson-Harper, Ph.D., and David Newton, Ph.D. from the Auburn University School of Pharmacy as part of a statewide pharmacists' demonstration project to mobilize pharmacists and pharmacy locations as information resources for HIV/AIDS education and prevention. The objectives of the survey were to (i) establish a baseline of knowledge and attitudes among Alabama pharmacists about HIV/AIDS, (ii) to assess Alabama pharmacists' willingness to assume the role of HIV/AIDS information resources in their communities, and (iii) to identify perceived barriers to assuming the role of information resources. The results of the survey were used in the development of an educational intervention program and will be used subsequently to assess the impact of the implementation of the Alabama demonstration project. Findings from this project will serve as a basis for development of a nationwide project as part of a collaborative agreement between the Centers for Disease Control and Prevention's National Partnership Program and the Foundation of Pharmacists and Corporate America for AIDS Education.

**LITERATURE REVIEW**

Before the 1960's, pharmacists often only counted pills and processed prescriptions, dispensing medicine with a primary orientation toward the product rather than the patient. After the 1960's, pharmacists began to take on new functions and roles and the "clinical paradigm" was born.(1) Their duties expanded to include collecting patient information, prospective drug utilization review, patient counseling, and prescriber information.(2) Today pharmacists are being urged to expand their roles even further to include patient assessment, treatment planning, coordination and continuity of care with other disciplines, health promotion and disease prevention, responsibility for patient outcome, and support of patient and family.(3)

Contemporaneously, while pharmacists are looking at expanding their paradigm and redefining their professional responsibility, they, along with all health care providers, are scrambling to define roles for themselves in HIV/AIDS treatment, education, and prevention.

Pharmacists are already involved in development and clinical application of therapies for HIV/AIDS and its complications as they participate in protocol development, regulatory affairs, and collection and distribution of treatment data from clinical trials.(4). However, until a vaccine or cure is found, education remains the primary preventive measure for HIV/AIDS. Pharmacists are presently being considered as potential community resources for HIV/AIDS information in the areas of early intervention, counseling and testing, treatment, and living with HIV/AIDS. Pharmacists' training and experience, as well as their positions in the community, may make them appropriate candidates for consideration for this role.

It has been noted that pharmacists enjoy a level of social trust generally only given to friends, neighbors, and relatives, and are considered to have high levels of integrity and technical competence.(5) In a recent Gallup Poll ranking 25 professions for honesty and ethics among its practitioners, two-thirds of those surveyed ranked pharmacists as the most respected of all professionals.(6) Not only are they trusted and respected, they are accessible in the communities where people live. More people go regularly into a pharmacy than into any other health care provider's office. Pharmacists have extended relationships with patients and are often the first and last health care provider seen during the course of an illness. With the emerging new interest in self-care (7), pharmacists might see a patient before illness develops or in the early stages of disease before a physician has been consulted. With 80 percent of all illnesses being chronic (8), pharmacists are likely to see patients for years due to extended treatments and countless prescription refills.

Pharmacists also have the opportunity to provide new or reinforcing information to patients who have forgotten or "misremembered" their physicians' instructions or to answer additional questions that the patients may have.(9) It has been observed that pharmacists have "teachable moments" with patients (when the patients realize not only the consequences of a disease but also personal susceptibility).(10) During such "teachable moments" pharmacists have an opportunity to intervene with health promotion and disease prevention information.

As a group, pharmacists possess skills and training that make them well-suited for becoming HIV/AIDS information resources. For decades they have embraced the concept that they are responsible for counseling patients.(10,11) Pharmacy schools stress counseling and patient education in their curricula and provide approximately four credit hours in communication skills.(12) Pharmacists today report they are spending time on patient education and counseling, and would like to spend even more time on these activities.(13)

It is becoming more and more common for pharmacists to participate in a variety of health promotion and disease prevention programs. For example, family planning programs are working with some pharmacists to increase their role in family planning.(14) Family planning programs give the following reasons for choosing pharmacists to participate in their programs: many people already buy their contraceptives in pharmacies; the more sources of family planning information and supplies the better; every day pharmacy staff have contact with people that family planning providers never see; and a relatively small investment in training employees can help turn a pharmacy into a family planning service and information center.

A number of pharmacists are providing smoking cessation sessions for patients who visit their pharmacy.(15) They are trained to use key questions and appropriate discussion topics

about quitting smoking, to encourage patients to return for refills of medications, and to refer patients to a toll-free support hotline or referral services listing local smoking cessation groups. One group of pharmacists were enlisted to proactively advocate immunizations for influenza. When they would recognize a patient to be at high risk of death following influenza infection (the elderly, cancer patients, diabetics, HIV infected patients, etc.), they would send a personalized letter to that patient advocating immunization for influenza.(16) Study results suggest that both morbidity and mortality can be prevented and health-resource utilization reduced by this simple disease prevention program.

Another group of pharmacists have clearly defined their role in the HIV/AIDS epidemic by specializing in serving HIV/AIDS patients almost exclusively. One pharmacy specializing in HIV/AIDS care offers an extensive supply of medication, a private consultation office, availability of a trusted professional to answer questions, acceptance of all insurance, an AIDS-information library, a monthly newsletter, and a computer service called "Pharmacist On-Line".(17)

Those pharmacists who are not specializing in serving HIV/AIDS patients will also need to define their role in HIV-infection control. Since HIV/AIDS is an inclusive disease, and all populations are at risk, education and prevention programs need to be instituted in every rural, urban, and suburban community. With inadequate existing programs and limited resources, it makes sense to incorporate HIV/AIDS education and prevention information services into already existing organizations and structures like pharmacies. It is believed that due to their numbers, accessibility, training, and reputation in the community, pharmacists are uniquely situated to become providers of important HIV/AIDS information to the public.

## RESEARCH METHODS

### Survey Instrument

Data concerning Alabama pharmacists' practices, knowledge, attitudes, and beliefs about HIV/AIDS were collected by means of a mail survey. Focus group interviews of pharmacists were conducted prior to questionnaire construction. To evaluate content validity, the survey instrument was submitted to a panel of experts whose suggestions for improvement were incorporated into the final draft of the questionnaire. The draft of the questionnaire was mailed to 25 pharmacists for pilot testing. Based on the pilot test results, changes were made that resulted a final 6-page, 68-item instrument (Appendix II).

The first section of the questionnaire addressed the respondents' pharmacy practice: type of pharmacy, current position, years in current position, pharmacy location, prescriptions filled per day, number of HIV patients, and experience with HIV/AIDS patients. The next four sections contained items designed to measure attitudes and beliefs about the pharmacist's role in HIV/AIDS prevention, preparedness in providing HIV/AIDS information, comfort in discussing sensitive issues, and willingness to participate in HIV/AIDS education and prevention activities. The knowledge section consisted of eight items covering a variety of content areas, including HIV transmission, prevention, testing, and treatment. Five demographic items comprised the final section of the questionnaire and included age, sex, year of first pharmacy license, degrees completed, and ethnic background.



## **SURVEY IMPLEMENTATION**

In September, 1992, the survey was implemented according to Dillman's Total Design Method (18). All licensed Alabama pharmacists were surveyed. A total of 4,105 questionnaire packets were mailed using first class postage. Each questionnaire packet included a cover letter, a questionnaire, and a business reply, postage-paid envelope. There were a total of three mailings, with the three mailings going out on three consecutive Tuesdays. Mailing #1 (a questionnaire packet) and Mailing #2 (a thank you/reminder postcard) were sent to all licensed pharmacists (4,105). Mailing #3 (a follow-up questionnaire packet) was mailed to all non-respondents (3,436). A total of 1,970 pharmacists responded, yielding a response rate of 48%. After removing all retirees and those no longer practicing pharmacy, the study sample consisted of 1512 surveys.

## **ANALYSIS**

Summary statistics (percentages, means, standard deviations) were calculated for all items. (Appendix III) Pharmacy practice items were stratified by type of pharmacy and location. Comparisons between location categories, type of pharmacy, and gender were made in regard to perceptions of preparedness in areas of HIV/AIDS, willingness to participate in HIV/AIDS prevention and education activities, and knowledge, attitudes and beliefs about HIV/AIDS. Comparisons between groups were done using a chi-square test (19) for comparing proportions at a significance level of 0.05. Responses were pooled to allow for adequate numbers in the cells of the contingency tables. For example, "very prepared", "prepared" and "somewhat prepared" were pooled to become "prepared", while "somewhat unprepared", "unprepared" and "very unprepared" were pooled to become "unprepared". Where cell counts were extremely small the two-tailed Fisher's Exact Test was used.(19) Responses between questions were compared using a test of independent proportions.(20)

## **RESULTS**

### **Demographics**

There were 993 (66 percent) male and 504 (34 percent) female respondents. The mean age of respondents overall was 43 years (SD=13.7), and mean number of years since first license was 18.2 (SD=14.8). Only 18 percent of respondents reported having had any specialized training regarding HIV/AIDS. Table I (Appendix IV) describes the practice setting of the respondents and their position within the pharmacy.

## **PERCEPTIONS OF PREPAREDNESS**

**How prepared do Alabama pharmacists feel when advising consumers about areas of HIV/AIDS?**  
(See Table II, Appendix IV.)

The response format for items measuring perceptions of preparedness was a six-point Likert scale anchored from "very prepared" to "very unprepared". A pharmacist was described



as "feeling prepared" in an area if he/she responded to an item as feeling either "very prepared," "prepared," or "somewhat prepared".

The majority of respondents reported they felt prepared to advise consumers in the areas of HIV/AIDS prevention (88.4%) and transmission (89.1%). Analysis by gender revealed significant differences in perceptions of preparedness in prevention and transmission with a greater proportion of females feeling prepared than males ( $P=.000$ ). Chain pharmacists were more likely to feel prepared than independent pharmacists in prevention ( $P=.000$ ), transmission ( $P=.000$ ), and treatment ( $P=.013$ ). When comparisons were made according to years' experience (determined by year first pharmacy license was received), a significantly greater fraction of those who had less than five years' experience felt prepared in transmission than those who had six or more years' experience.

Less than half (49.8%) of all the respondents felt prepared when advising consumers about the side effects and interactions of drugs used to treat HIV/AIDS. When comparisons were made between groups, it was found that a larger proportion of urban pharmacists than rural or suburban pharmacists felt prepared in the area of drugs' side effects and interactions, treatments, location of testing services, and location of support agencies. When compared according to type of pharmacy, a larger fraction of pharmacists working in independent pharmacies than chains reported that they felt prepared to advise consumers about the location of support agencies.

### **ATTITUDES AND BELIEFS**

**What do Alabama pharmacists believe about HIV/AIDS and how do they feel about serving as HIV/AIDS information resources?** (See Table III, Appendix IV.)

In order to measure pharmacists' attitudes and beliefs about HIV/AIDS, pharmacists were asked to respond to the attitude and belief items by choosing "strongly agree", "agree", "somewhat agree", "somewhat disagree", "disagree", or "strongly disagree" as a response to each item. Respondents were said to have "agreed" to an item if they circled "strongly agree", "agree", or "somewhat agree".

One third of the pharmacists did not agree that people who are educated about how HIV is transmitted sexually will change their risky behaviors, and over one half did not agree that people who are educated about how HIV is transmitted by contaminated needles will change their risky behaviors. Eighteen percent agreed that some people who have AIDS deserve to have the disease.

More than a third (37.9%) of all the pharmacists agreed that HIV/AIDS drugs are too expensive to stock. Significant differences were observed between groups with independent pharmacists, pharmacists with 6-10 years experience, and rural pharmacists more likely to respond that they felt HIV/AIDS drugs were too expensive to stock.

Only 5.7% overall agreed they might become infected with HIV from contact with an HIV/AIDS patient in their pharmacy. No differences were found on this item by gender, type of pharmacy, years' experience, or location.

Approximately 30% of the total respondents believed that some of their employees were afraid of becoming infected with HIV from contact with an HIV- infected individual in the pharmacy. The only difference in groups was found between locations with a greater proportion of urban pharmacists than rural or suburban pharmacists reporting that some of their employees were afraid of getting AIDS from a customer.

Less than a third (31.5%) of the respondents believed that customers might avoid their pharmacy if they knew HIV/AIDS patients were served there. When groups were compared, it was observed that urban pharmacists, as well as male pharmacists, were more likely to agree that customers might avoid their pharmacy if they knew HIV-infected individuals were served there.

High proportions of all groups said they would be comfortable answering questions about HIV/AIDS prevention. The only difference between groups was that a higher fraction of chain pharmacists than independent pharmacists agreed they would be comfortable answering questions about prevention. A high proportion (over 90%) of pharmacists agreed they would be comfortable answering questions about condoms and spermicides whether from adult males, adult females, or teens. As might be expected, each gender had a higher proportion indicating they would be comfortable answering questions from their own gender. A final significant difference was observed between genders with a greater proportion of female pharmacists reporting they would be comfortable filling prescriptions for HIV/AIDS patients from all three specified groups (heterosexual, homosexual, hemophiliac).

### **WILLINGNESS TO PARTICIPATE IN HIV/AIDS EDUCATION ACTIVITIES**

**How willing would Alabama pharmacists be to participate in HIV/AIDS prevention and education activities? (See Table IV, Appendix IV.)**

Respondents indicated their willingness to participate in HIV/AIDS prevention and education activities by circling one of six responses from "very willing" to "very unwilling". A respondent was described as "willing to participate" in an activity if he/she responded either "very willing", "willing", or "somewhat willing" to an item.

The majority (over 90%) of the respondents indicated they would be willing to provide brochures, as well as provide a referral directory, and take an AIDS 101 course by home-study. Eighty-eight percent of all respondents were willing to attend a one-day AIDS 101 learning conference. Fifty-five percent were willing to give presentations through a Speakers' Bureau. Significant differences in willingness to participate were seen between males and females with a larger fraction of females willing to participate in the following: providing a referral directory, taking AIDS 101 by home-study or one-day conference, and attending a pharmacy practice seminar. Comparisons between types of pharmacy revealed that a greater proportion of chain pharmacists were willing to provide brochures, attend a one-day AIDS 101 conference and attend a pharmacy practice seminar. A single significant difference was found between the respondents according to year of first license, with a larger fraction of those obtaining their license in the last five years willing to attend a one-day AIDS 101 learning conference than those licensed 6-10 years.

## KNOWLEDGE

### How knowledgeable are Alabama pharmacists about HIV/AIDS?

Respondents were asked to circle "true", "false", or "don't know" in response to eight knowledge items in the areas of HIV/AIDS prevention, transmission, testing and treatment. A "don't know" response was counted as incorrect for purposes of analysis.

Ninety-seven percent of the respondents overall knew semen, blood, and vaginal secretions are all sources of HIV infection, and the majority were knowledgeable about the value of condoms and spermicide. Most were aware there have been no documented cases of airborne transmission, and that a person who tests negative may still be infected. Over ninety percent of the respondents did not know the most common test for HIV, and almost a third did not know that Zidovudine works by blocking viral replication. Only half the respondents knew a woman could infect her nursing child through her breast milk, and less than half were aware of the effectiveness of bleach for cleaning contaminated injection equipment.

The only significant differences observed on knowledge items within groups was between those most recently licensed (0-5 years) and those licensed 6-10 years with the most recently licensed group having a greater proportion who knew about how Zidovudine works, airborne transmission, and that a negative HIV test does not insure that an individual is not infected.

## SUMMARY AND IMPLICATIONS

The focus of this survey was to assess pharmacists' suitability and willingness for becoming HIV/AIDS information resources. Study findings have implications for the education and training of pharmacists in the area of HIV/AIDS prevention and education.

An encouraging observation of the study is that pharmacists appear willing to participate in HIV/AIDS prevention and education activities. As one might expect, however, the more effort required to participate in an activity, the smaller the number of pharmacists willing to participate. For example, almost all respondents were willing to provide brochures and referral directories, while only half are willing to give public presentations as part of a speaker's bureau. Even within the subgroups that had statistically significant differences (gender, years since first license, and location), the numbers of pharmacists willing to participate were quite high for all participation items except the speaker's bureau.

In spite of the fact that less than 20% of the respondents reported having had any specialized training at all regarding HIV/AIDS, the majority indicated they felt prepared in the subject areas of transmission and prevention, those areas most commonly included in general HIV/AIDS educational materials and the popular press.

A surprisingly small number, however, felt prepared in other areas one might expect them to be prepared in: HIV/AIDS symptoms, treatments, drug side effects and interactions, and the location of agencies providing testing and support services. In light of the epidemic's growth in the past decade, one might assume those most recently licensed (0-5 years) would have the



largest proportion of respondents who reported feeling prepared in the various areas of HIV/AIDS. However, this was not found to be the case. Only in the area of transmission was there a significantly larger proportion of recently licensed pharmacists reporting they felt prepared. This finding suggests that pharmacists' training in the area of HIV/AIDS may not be keeping pace with the epidemic's growth.

Pharmacists' perceptions of preparedness in the various HIV/AIDS subject areas seemed to match their actual knowledge on specific items. For example, the majority of respondents reported they felt prepared in the areas of prevention and transmission, and, correspondingly, most of them knew that semen, blood, and vaginal secretions are all sources of HIV infection and that there are no documented cases of airborne transmission. Similarly, less than half of the pharmacists reported feeling prepared in the areas of testing and drug therapy, and, in fact, very few knew the most common test for HIV or how the drug Zidovudine works.

Considering Alabama pharmacists' lack of specialized HIV/AIDS training, low perceptions of preparedness, and gaps in knowledge, it is concluded that schools of pharmacy curricula and continuing education offerings should shift focus from well-known facts about prevention and transmission to more specific information about treatments, testing, HIV/AIDS drugs' side effects and interactions, and location of testing and support services. An up-to-date referral directory placed in each pharmacy could serve to enhance pharmacists' perceptions of preparedness in the areas of location of testing and support agencies. Pharmacists' acknowledged willingness to participate in providing such a directory should help to justify the development of this important resource.

A number of respondents reported they do not agree that people who are educated about how HIV is transmitted sexually or by contaminated needles will change their risky behaviors. This finding implies pharmacists have not been exposed to health behavior research showing that, although it can be a difficult process, people can and do change risky behaviors. For example, in San Francisco, self-reported needle-sharing was almost halved over a two year period following multiple HIV prevention strategies. Reported anal/penile interaction went from about 65% of one prospective sample in 1984 to about 15% in 1985 (22), representing some of the most profound behavior changes ever observed in the literature on health behavior change. The pharmacist's role as educator and information resource should be stressed as being an important and crucial part of the behavior change process.

As a group, Alabama pharmacists are not concerned that they might become infected with HIV from contact with patients in their pharmacies. However, a small number of respondents (particularly from urban areas) believe that some employees might be concerned. There appears to be some concern from about 31% of the total respondents that customers might avoid their pharmacy if they know HIV/AIDS patients are served there. Male pharmacists expressed this concern more often did than female pharmacists.

Most of these pharmacists reported they would be comfortable answering questions about prevention in general and about condoms and spermicide in particular. They said they would be comfortable answering questions on these subjects for adult males, adults females, or teens. This is an encouraging finding because pharmacists specifically trained to promote more widespread understanding of condoms' efficacy and to advocate their consistent use could play



an important role in interrupting the propagation of the AIDS epidemic. While condoms are not 100% efficacious, it has been predicted that consistent condom use could prevent nearly half of the sexually transmitted HIV infections in persons with one sexual partner and over half of all HIV infections in persons with multiple partners.(23)

The majority (66 percent) of these respondents would not be comfortable selling needles to individuals who inject illegal drugs. Although this attitude is understandable since needle purchase or exchange programs contradict traditional drug treatment philosophy and remove at least one barrier to drug use, reports from programs abroad suggest that needle exchange does not increase drug use or needle use, or encourage individuals to begin using needles.(24) It has been clearly established that needle-sharing among drug addicts is a key factor in the spread of HIV infection (25,26), and the most common reason reported for needle-sharing has been reported to be the lack of availability of injection equipment. (27,28) If it becomes policy in the United States for community pharmacists to participate in HIV/AIDS prevention by selling needles to drug misusers, Alabama pharmacists' negative attitudes will have to be addressed. Alabama pharmacists, however, are not alone in their attitudes about selling needles. Almost half (42%) of the pharmacists in a Missouri city where there are no legal barriers to their sale either refused to sell syringes or sold them only in costly quantities.(29) In a 1989 study in England and Wales where pharmacists have been allowed since 1986 to "exercise professional discretion each time a request for syringes or needles is made," researchers found that only 52 percent were willing to participate in syringe exchange programs.(30)

In light of their responses to whether they would be comfortable filling prescriptions for HIV/AIDS patients (heterosexual, homosexual, or hemophiliac), and whether they think people would avoid their pharmacy if they knew HIV/AIDS patients were served there, the female respondents appear to be more tolerant or, perhaps, less fearful of HIV/AIDS patients. The significant gender differences in AIDS phobia found by Bouton et al (31) and McDevitt et al (32) are consistent with our study findings. It has been asserted that negative attitudes toward HIV/AIDS patients may be a reflection of homophobia (i.e. fear or other negative attitudes based on sexual orientation) (33). While a significant difference in this sample was found between the overall proportions of those comfortable filling prescriptions for heterosexual HIV/AIDS patients and for those comfortable filling prescriptions for homosexual patients with HIV/AIDS, homophobia does not appear to be a major problem since such a large proportion overall (88%) responded they would be comfortable filling prescriptions for homosexual HIV/AIDS patients. However, any significant difference implies the need to address this bias as part of the professional preparatory program or by in-service educational interventions for those pharmacists who need the opportunity to discuss and explore their attitudes toward homosexuality.

Overall, the results of this baseline survey point to the importance of designing course work and educational intervention strategies for pharmacists that focus on providing them with specific information about HIV/AIDS, particularly in the areas of treatments, testing, HIV/AIDS drugs' side effects and interactions, and location of testing and support agencies. Educational intervention strategies should be developed to address any fears or prejudices about HIV/AIDS patients in general and homosexual HIV/AIDS patients in particular.

With the scarcity of resources for fighting the HIV/AIDS epidemic, it is recommended that pharmacists' willingness and potential for becoming HIV/AIDS information resources to the public be capitalized upon, especially in hard to reach rural and inner city areas where access to other professionals may be limited.

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## APPENDIX I: QUESTIONNAIRE

ALABAMA PHARMACISTS' DEMONSTRATION  
PROJECT QUESTIONNAIRE

## ALABAMA PHARMACISTS' DEMONSTRATION PROJECT QUESTIONNAIRE

This questionnaire will provide information that will be used to design useful educational materials about HIV/AIDS for pharmacists. Please allow approximately 15 minutes to fill it out. If a question does not apply to your work situation, write N/A in the blank or at the end of the question.

- A1. Do you currently practice pharmacy? Circle the number of one response. 1. YES 2. NO

(If NO, please skip to page 6, question H1, and complete the rest of the survey.)

It will be helpful to know what services you are offering or have offered in the recent past in the pharmacy setting where you practice the most hours per week (your primary pharmacy). Please respond to the following questions. If a question does not apply to you, write N/A in the blank.

- A2. In what type of pharmacy setting do you practice the most hours per week (your primary pharmacy)? Circle the number of one response.

- |                                            |                                 |
|--------------------------------------------|---------------------------------|
| 1. Independent pharmacy                    | 4. Inpatient hospital pharmacy  |
| 2. Chain pharmacy (4 or more stores)       | 5. Outpatient hospital pharmacy |
| 3. Professional/Clinic/Apothecary pharmacy | 6. Other (please specify) _____ |

- A3. What is your position in your primary pharmacy? Circle the number of one response.

- |                                         |                                |
|-----------------------------------------|--------------------------------|
| 1. Owner                                | 4. Staff Pharmacist            |
| 2. Manager/Director                     | 5. Other, please specify _____ |
| 3. Assistant Manager/Assistant Director |                                |

- A4. What is the zip code of this pharmacy? 

|  |  |  |  |  |
|--|--|--|--|--|
|  |  |  |  |  |
|--|--|--|--|--|

- A5. In what type of area is this pharmacy located? Circle the number of one response.

- |          |          |             |
|----------|----------|-------------|
| 1. Urban | 2. Rural | 3. Suburban |
|----------|----------|-------------|

- A6. In your primary pharmacy do you have face-to-face contact with consumers/patients? Circle the number of one response.

- |        |       |
|--------|-------|
| 1. YES | 2. NO |
|--------|-------|

- A7. How long have you practiced in this pharmacy? Round to the nearest year. \_\_\_\_\_ Year(s)

- A8. About how many total prescriptions are filled each day in this pharmacy? \_\_\_\_\_ Prescriptions per day

- A9. About how many prescriptions do you personally fill each day in this pharmacy? \_\_\_\_\_ Prescriptions per day

- A10. To the best of your knowledge, about how many patients do you presently serve in this pharmacy who have AIDS (Acquired Immune Deficiency Syndrome) or are infected with its causative agent HIV (Human Immunodeficiency Virus)? \_\_\_\_\_ HIV/AIDS patients

- A11. About how many questions concerning HIV/AIDS did you answer in the past month? \_\_\_\_\_ Questions

- A12. About how many times in the past month did you refer consumers to HIV/AIDS testing centers, support agencies, or information hotlines? \_\_\_\_\_ Times

- A13. About how many times in the past month did you suggest written HIV/AIDS materials to consumers? \_\_\_\_\_ Times

- A14. At the present time, do you have on display any written materials (brochures, pamphlets, etc.) on general health matters for consumers? Circle the number of one response.

- |        |       |
|--------|-------|
| 1. YES | 2. NO |
|--------|-------|



- A15. At the present time, do you have on display any written materials (brochures, pamphlets, etc.) on HIV/AIDS? Circle the number of one response.  
1. YES 2. NO
- A16. Have you ever given a presentation about HIV/AIDS in your community? Circle the number of one response.  
1. YES 2. NO
- A17. Have you ever had any specialized training regarding HIV/AIDS? Circle the number of one response.  
1. YES 2. NO

If YES, please specify \_\_\_\_\_

Pharmacists vary in their knowledge, skills and training in advising consumers about HIV/AIDS. How *prepared* do you feel when advising a consumer in the following areas? Please circle the response that most closely approximates how you feel about each of the following statements.

|                                                                                  | Very Prepared | Prepared | Somewhat Prepared | Somewhat Unprepared | Unprepared | Very Unprepared |
|----------------------------------------------------------------------------------|---------------|----------|-------------------|---------------------|------------|-----------------|
| B1. HIV/AIDS prevention                                                          | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B2. HIV/AIDS transmission                                                        | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B3. HIV/AIDS symptoms and disease progression                                    | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B4. HIV/AIDS treatments                                                          | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B5. Side effects and interactions of HIV/AIDS drugs                              | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B6. Location of HIV/AIDS testing services                                        | 6             | 5        | 4                 | 3                   | 2          | 1               |
| B7. Location of agencies that provide support and services for HIV/AIDS patients | 6             | 5        | 4                 | 3                   | 2          | 1               |

To what extent do you agree or disagree with the following statements? Please circle the response that most closely approximates how you feel about each of the following statements.

|                                                                                                 | Strongly Agree | Agree | Somewhat Agree | Somewhat Disagree | Disagree | Strongly Disagree |
|-------------------------------------------------------------------------------------------------|----------------|-------|----------------|-------------------|----------|-------------------|
| C1. Providing information about HIV/AIDS is part of a pharmacist's professional responsibility. | 6              | 5     | 4              | 3                 | 2        | 1                 |
| C2. I have space in my pharmacy to display materials about HIV/AIDS.                            | 6              | 5     | 4              | 3                 | 2        | 1                 |
| C3. I have space in my pharmacy to provide confidential counseling about HIV/AIDS.              | 6              | 5     | 4              | 3                 | 2        | 1                 |

Please circle the response that most closely approximates how you feel about each of the following statements.

|                                                                                                                                                                | Strongly<br>Agree | Agree | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------|-------------------|----------------------|----------|----------------------|
| C4. I have time while I work to answer questions about HIV/AIDS.                                                                                               | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C5. People who are educated about how HIV is transmitted sexually will change their risky behaviors.                                                           | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C6. People who are educated about how HIV is transmitted by contaminated needles will change their risky behaviors.                                            | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C7. Some people who have AIDS deserve to have the disease.                                                                                                     | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C8. Drugs to treat HIV/AIDS are too expensive for me to keep in stock.                                                                                         | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C9. Most of the treatments for HIV/AIDS simply delay the inevitable and may not be worthwhile.                                                                 | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C10. I would provide information about a patient's HIV/AIDS status to health care providers (physicians, dentists, etc.) other than the prescribing physician. | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C11. I might become infected with HIV from contact with an HIV/AIDS patient in my pharmacy.                                                                    | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C12. Many of my customers are at high risk for HIV/AIDS.                                                                                                       | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C13. Some employees who work with me are afraid that they will become infected with HIV from contact with an HIV/AIDS patient in my pharmacy.                  | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C14. Customers might avoid my pharmacy if they know I serve patients with HIV/AIDS.                                                                            | 6                 | 5     | 4                 | 3                    | 2        | 1                    |
| C15. I might be sued if I unknowingly advise an HIV/AIDS patient with incomplete information.                                                                  | 6                 | 5     | 4                 | 3                    | 2        | 1                    |

Providing information and other services to consumers who are concerned about AIDS (Acquired Immune Deficiency Syndrome) and its causative agent HIV (Human Immunodeficiency Virus) presents a number of challenges to pharmacists. Circle the response that most closely approximates how you feel about each of the following statements.

|                                                                                                                                                                  | Strongly Agree | Agree | Somewhat Agree | Somewhat Disagree | Disagree | Strongly Disagree |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-------|----------------|-------------------|----------|-------------------|
| D1. I would be comfortable answering questions about the prevention of HIV/AIDS.                                                                                 | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D2. I would be comfortable answering adult males' questions about the use of condoms and spermicide to prevent HIV infection.                                    | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D3. I would be comfortable answering adult females' questions about the use of condoms and spermicide to prevent HIV infection.                                  | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D4. I would be comfortable answering teenagers' questions about the use of condoms and spermicide to prevent HIV infection.                                      | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D5. As a means of preventing the spread of HIV infection, I would be comfortable selling needles to individuals who inject illegal drugs.                        | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D6. As a means of preventing the spread of HIV infection, I would be comfortable telling individuals who inject illegal drugs how to clean needles and syringes. | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D7. I would be comfortable filling prescriptions for a heterosexual who has HIV/AIDS.                                                                            | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D8. I would be comfortable filling prescriptions for a homosexual who has HIV/AIDS.                                                                              | 6              | 5     | 4              | 3                 | 2        | 1                 |
| D9. I would be comfortable filling prescriptions for a hemophiliac who has HIV/AIDS.                                                                             | 6              | 5     | 4              | 3                 | 2        | 1                 |

The following are types of assistance and continuing education programs or materials that might improve the ability of pharmacists to communicate at various levels to the public about HIV/AIDS. Circle the response that most closely approximates *how willing* you would be to participate in each of the following.

|                                                                                           | Very Willing | Willing | Somewhat Willing | Somewhat Unwilling | Unwilling | Very Unwilling |
|-------------------------------------------------------------------------------------------|--------------|---------|------------------|--------------------|-----------|----------------|
| E1. Providing HIV/AIDS education brochures to consumers                                   | 6            | 5       | 4                | 3                  | 2         | 1              |
| E2. Providing a referral directory of HIV/AIDS related services and agencies to consumers | 6            | 5       | 4                | 3                  | 2         | 1              |



Circle the response that most closely approximates *how willing* you would be to participate in each of the following.

|                                                                                                                                                 | Very<br>Willing | Willing | Somewhat<br>Willing | Somewhat<br>Unwilling | Unwilling | Very<br>Unwilling |
|-------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|---------|---------------------|-----------------------|-----------|-------------------|
| E3. Taking an AIDS 101 course (basic HIV/AIDS information) through home-study materials for CE credit                                           | 6               | 5       | 4                   | 3                     | 2         | 1                 |
| E4. Attending a one-day learning conference on AIDS 101 for CE credit                                                                           | 6               | 5       | 4                   | 3                     | 2         | 1                 |
| E5. Participating in a pharmacy and practice seminar on building communication skills to aid in discussing sensitive issues about HIV/AIDS      | 6               | 5       | 4                   | 3                     | 2         | 1                 |
| E6. Giving presentations on HIV/AIDS to public groups as part of a speaker's bureau (prerequisites: AIDS 101 and Pharmacy and Practice Seminar) | 6               | 5       | 4                   | 3                     | 2         | 1                 |

HIV/AIDS is a complicated subject and pharmacists vary in the knowledge that they have about it. To help us assess the content necessary for useful continuing education, please answer the following questions about HIV/AIDS as you presently understand it. Circle the correct response for each of the following statements.

|                                                                                                                                                              | True | False | I Don't Know |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-------|--------------|
| F1. A woman who is HIV positive could infect her nursing infant through her breast milk.                                                                     | 1    | 2     | 3            |
| F2. Semen, blood, and vaginal secretions are all sources of HIV infection.                                                                                   | 1    | 2     | 3            |
| F3. Using bleach to clean injection equipment (needles and syringes) is an effective way to prevent HIV transmission from contaminated equipment.            | 1    | 2     | 3            |
| F4. A person who tests negative for HIV may still be infected with HIV.                                                                                      | 1    | 2     | 3            |
| F5. The most commonly used test for HIV is the HIVAGEN.                                                                                                      | 1    | 2     | 3            |
| F6. As a means of preventing HIV infection, it should always be recommended that a spermicide be used with a condom when having vaginal or anal intercourse. | 1    | 2     | 3            |
| F7. Zidovudine is a drug that acts to block viral replication.                                                                                               | 1    | 2     | 3            |
| F8. There are documented cases of airborne transmission of HIV infection.                                                                                    | 1    | 2     | 3            |



Please answer the following questions about yourself.

H1. In what year were you born? 19 \_\_\_\_

H2. In what year did you receive your first pharmacy license? 19 \_\_\_\_

H3. Which degrees have you completed? Circle the number(s) of any that apply.

1. Bachelors

4. Masters (M.S., M.A., etc.)

2. M.B.A.

5. Pharm.D.

3. Ph.D.

6. Other (please specify) \_\_\_\_\_

H4. Which of the following best describes your ethnic or racial background? Circle the number of one response.

1. White/Caucasian

4. American Indian

2. Black/African American

5. Asian

3. Hispanic

6. Other (please specify) \_\_\_\_\_

H5. What is your sex? Circle the number of one response. 1. Male 2. Female

H6. Do you have any comments about this questionnaire? \_\_\_\_\_

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**Thank you** for taking time to complete this survey! Please mail your completed survey in the enclosed business reply envelope. If you would like a copy of the study results, please write your name and address on the back of the business reply envelope. Do not write your name on the questionnaire itself.

Alabama Pharmacists' Demonstration Project  
45 SDB  
Birmingham, AL 35294-0007

(205) 934-4994

APPENDIX II: SUMMARY STATISTICS

ALABAMA PHARMACISTS' DEMONSTRATION PROJECT QUESTIONNAIRE  
FINAL RESULTS

**RESULTS FOR PRACTICING PHARMACISTS (N=1512)**

**NOTE:** Some percentages do not add to 100% due to questions left blank on some questionnaires.

- A2. In what type of pharmacy setting do you practice the most hours per week?
- |                                         |     |          |
|-----------------------------------------|-----|----------|
| INDEPENDENT PHARMACY                    | 519 | (34.3 %) |
| CHAIN PHARMACY                          | 497 | (32.9 %) |
| PROFESSIONAL/CLINIC/APOTHECARY PHARMACY | 39  | ( 2.6 %) |
| INPATIENT HOSPITAL PHARMACY             | 328 | (21.7 %) |
| OUTPATIENT HOSPITAL PHARMACY            | 21  | ( 1.4 %) |
| OTHER                                   | 103 | ( 6.8 %) |
- A3. What is your position in your primary pharmacy?
- |                              |     |          |
|------------------------------|-----|----------|
| OWNER                        | 307 | (20.3 %) |
| MANAGER/DIRECTOR             | 243 | (16.1 %) |
| ASST. MANAGER/ASST. DIRECTOR | 96  | ( 6.3 %) |
| STAFF PHARMACIST             | 732 | (48.4 %) |
| OTHER                        | 129 | ( 8.5 %) |
- A4. Zip code
- A5. In what type of area is this pharmacy located?
- |          |     |          |
|----------|-----|----------|
| URBAN    | 678 | (44.8 %) |
| RURAL    | 374 | (24.7 %) |
| SUBURBAN | 430 | (28.4 %) |
- A6. In your primary pharmacy, do you have face-to-face contact with customers/patients?
- |     |      |          |
|-----|------|----------|
| YES | 1243 | (82.2 %) |
| NO  | 249  | (16.5 %) |
- A7. How long have you practiced in this pharmacy?
- |                    |                             |
|--------------------|-----------------------------|
| Mean               | 10.7 years (1501 responses) |
| Standard deviation | 10.3                        |
- A8. About how many total prescriptions are filled each day in this pharmacy?
- |                    |                                      |
|--------------------|--------------------------------------|
| Mean               | 287.3 prescriptions (1290 responses) |
| Standard deviation | 701.4                                |
- A9. About how many prescriptions do you personally fill each day in this pharmacy?
- |                    |                                     |
|--------------------|-------------------------------------|
| Mean               | 95.5 prescriptions (1300 responses) |
| Standard deviation | 66.4                                |
- A10. To the best of your knowledge, about how many patients do you presently serve in this pharmacy who have AIDS or infected with HIV?
- |                      |                                       |
|----------------------|---------------------------------------|
| Percent responding 0 | 42.7 %                                |
| Mean of non-zeros    | 8.2 patients (684 non-zero responses) |
| Standard deviation   | 23.4                                  |



- A11. About how many questions concerning HIV/AIDS did you answer in the last month?
- |                      |                                        |
|----------------------|----------------------------------------|
| Percent responding 0 | 64.7%                                  |
| Mean of non-zeros    | 5.5 questions (494 non-zero responses) |
| Standard deviation   | 7.4                                    |
- A12. About how many times in the past month did you refer consumers to HIV/AIDS testing centers, support agencies, or information hotlines?
- |                      |                                   |
|----------------------|-----------------------------------|
| Percent responding 0 | 93.3%                             |
| Mean of non-zeros    | 3.3 times (64 non-zero responses) |
| Standard deviation   | 4.8                               |
- A13. About how many times in the past month did you suggest written HIV/AIDS materials to consumers?
- |                      |                                   |
|----------------------|-----------------------------------|
| Percent responding 0 | 92.1%                             |
| Mean of non-zeros    | 5.5 times (77 non-zero responses) |
| Standard deviation   | 12.5                              |
- A14. At the present time, do you have on display any written materials on general health matters for consumers?
- |     |     |         |
|-----|-----|---------|
| YES | 810 | (53.6%) |
| NO  | 657 | (43.5%) |
- A15. At the present time, do you have on display any written materials on HIV/AIDS?
- |     |      |         |
|-----|------|---------|
| YES | 196  | (13.0%) |
| NO  | 1272 | (84.1%) |
- A16. Have you ever given a presentation about HIV/AIDS in your community?
- |     |      |         |
|-----|------|---------|
| YES | 47   | ( 3.1%) |
| NO  | 1450 | (95.9%) |
- A17. Have you ever had any specialized training regarding HIV/AIDS?
- |     |      |         |
|-----|------|---------|
| YES | 264  | (17.8%) |
| NO  | 1233 | (81.5%) |

How prepared do you feel in the following areas?

|     |                                                                                       | Very<br>Prepared<br>20.6% | Prepared<br>39.7% | Somewhat<br>Prepared<br>28.1% | Somewhat<br>Unprepared<br>5.6% | Unprepared<br>3.4% | Very<br>Unprepared<br>1.7% |
|-----|---------------------------------------------------------------------------------------|---------------------------|-------------------|-------------------------------|--------------------------------|--------------------|----------------------------|
| B1. | HIV/AIDS prevention                                                                   |                           |                   |                               |                                |                    |                            |
| B2. | HIV/AIDS transmission                                                                 | 18.1%                     | 39.7%             | 31.3%                         | 5.8%                           | 2.8%               | 1.3%                       |
| B3. | HIV/AIDS symptoms and<br>disease progression                                          | 3.4%                      | 13.5%             | 42.2%                         | 26.0%                          | 11.2%              | 2.6%                       |
| B4. | HIV/AIDS treatments                                                                   | 4.3%                      | 16.5%             | 41.7%                         | 23.9%                          | 10.3%              | 2.3%                       |
| B5. | Side effects and<br>interactions of<br>HIV/AIDS drugs                                 | 4.8%                      | 16.6%             | 29.4%                         | 33.1%                          | 12.8%              | 2.2%                       |
| B6. | Location of HIV/AIDS<br>testing services                                              | 3.2%                      | 6.9%              | 17.2%                         | 23.7%                          | 32.0%              | 16.1%                      |
| B7. | Location of agencies<br>that provide support<br>and services for<br>HIV/AIDS patients | 3.0%                      | 6.0%              | 15.5%                         | 24.3%                          | 31.8%              | 18.5%                      |

To what extent do you agree/disagree?

|     |                                                                                                          | Strongly<br>Agree | Agree | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|-----|----------------------------------------------------------------------------------------------------------|-------------------|-------|-------------------|----------------------|----------|----------------------|
| C1. | Providing information<br>about HIV/AIDS is a<br>part of a pharmacist's<br>professional<br>responsibility | 31.9%             | 46.4% | 16.7%             | 1.7%                 | 1.4%     | 1.0%                 |
| C2. | I have space in my<br>pharmacy to display<br>materials about HIV/<br>AIDS                                | 16.3%             | 33.2% | 20.9%             | 7.7%                 | 8.3%     | 4.5%                 |
| C3. | I have space in my<br>pharmacy to provide<br>confidential counseling<br>about HIV/AIDS                   | 7.5%              | 15.3% | 20.4%             | 15.4%                | 20.2%    | 12.6%                |
| C4. | I have time while I work<br>to answer questions about<br>HIV/AIDS                                        | 8.3%              | 28.4% | 36.9%             | 12.4%                | 8.5%     | 3.4%                 |

|      |                                                                                                                                         | Strongly<br>Agree | Agree | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|------|-----------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------|-------------------|----------------------|----------|----------------------|
| C5.  | People who are educated about how HIV is transmitted sexually will change their risky behaviors                                         | 4.6%              | 16.3% | 46.6%             | 18.5%                | 9.5%     | 3.3%                 |
| C6.  | People who are educated about how HIV is transmitted by contaminated needles will change their risky behaviors                          | 3.4%              | 12.6% | 37.6%             | 25.1%                | 15.5%    | 4.8%                 |
| C7.  | Some people who have AIDS deserve to have the disease                                                                                   | 3.9%              | 4.5%  | 9.9%              | 10.7%                | 25.9%    | 42.7%                |
| C8.  | Drugs to treat HIV/AIDS are too expensive for me to keep in stock                                                                       | 6.3%              | 11.2% | 20.4%             | 15.7%                | 26.1%    | 14.7%                |
| C9.  | Most of the treatments for HIV/AIDS simply delay the inevitable and may not be worthwhile                                               | 1.7%              | 6.5%  | 21.0%             | 21.4%                | 32.7%    | 14.9%                |
| C10. | I would provide information about a patients' HIV/AIDS status to health care providers                                                  | 7.6%              | 19.2% | 18.3%             | 10.6%                | 21.3%    | 18.8%                |
| C11. | I might become infected with HIV from contact with an HIV/AIDS patient in my pharmacy                                                   | 0.9%              | 1.5%  | 4.2%              | 11.3%                | 39.6%    | 39.9%                |
| C12. | Many of my customers are at high risk for HIV/AIDS                                                                                      | 3.6%              | 6.5%  | 14.2%             | 15.9%                | 38.0%    | 15.9%                |
| C13. | Some employees who work with me are afraid that they will become infected with HIV from contact with an HIV/AIDS patient in my pharmacy | 2.7%              | 9.3%  | 17.5%             | 11.9%                | 35.7%    | 17.1%                |
| C14. | Customers might avoid my pharmacy if they know I serve patients with HIV/AIDS                                                           | 2.1%              | 7.6%  | 21.7%             | 19.0%                | 31.2%    | 11.9%                |

|      |                                                                                                                                                             | Strongly<br>Agree | Agree | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------|-------------------|----------------------|----------|----------------------|
| C15. | I might be sued if I unknowingly advise an HIV/AIDS patient with incomplete information                                                                     | 5.9%              | 16.0% | 32.3%             | 19.9%                | 17.8%    | 4.4%                 |
| D1.  | I would be comfortable answering questions about the prevention of HIV/AIDS                                                                                 | 20.0%             | 47.0% | 23.6%             | 4.8%                 | 2.5%     | 0.9%                 |
| D2.  | I would be comfortable answering adult males' questions about the use of condoms and spermicide to prevent HIV infection                                    | 21.2%             | 49.7% | 20.0%             | 5.1%                 | 1.9%     | 1.0%                 |
| D3.  | I would be comfortable answering adult females' questions about the use of condoms and spermicide to prevent HIV infection                                  | 22.6%             | 51.9% | 18.5%             | 3.4%                 | 1.6%     | 1.0%                 |
| D4.  | I would be comfortable answering teenagers' questions about the use of condoms and spermicide to prevent HIV infection                                      | 21.8%             | 49.9% | 20.4%             | 3.8%                 | 1.8%     | 1.3%                 |
| D5.  | As a means of preventing the spread of HIV infection, I would be comfortable selling needles to individuals who inject illegal drugs                        | 5.6%              | 10.8% | 17.1%             | 17.8%                | 22.6%    | 24.1%                |
| D6.  | As a means of preventing the spread of HIV infection, I would be comfortable telling individuals who inject illegal drugs how to clean needles and syringes | 6.3%              | 14.0% | 18.8%             | 18.1%                | 21.0%    | 20.0%                |
| D7.  | I would be comfortable filling prescriptions for a heterosexual who has HIV/AIDS                                                                            | 29.2%             | 50.3% | 13.2%             | 3.3%                 | 1.9%     | 0.9%                 |



|     |                                                                                 | Strongly Agree | Agree | Somewhat Agree | Somewhat Disagree | Disagree | Strongly Disagree |
|-----|---------------------------------------------------------------------------------|----------------|-------|----------------|-------------------|----------|-------------------|
| D8. | I would be comfortable filling prescriptions for a homosexual who has HIV/AIDS  | 27.1%          | 46.2% | 14.9%          | 5.3%              | 3.1%     | 2.2%              |
| D9. | I would be comfortable filling prescriptions for a hemophiliac who has HIV/AIDS | 32.8%          | 49.7% | 11.0%          | 2.8%              | 1.7%     | 0.8%              |

How willing are you to participate in each of the following

|     |                                                                                                                                        | Very Willing | Willing | Somewhat Willing | Somewhat Unwilling | Unwilling | Very Unwilling |
|-----|----------------------------------------------------------------------------------------------------------------------------------------|--------------|---------|------------------|--------------------|-----------|----------------|
| E1. | Providing HIV/AIDS education brochures to consumers                                                                                    | 42.5%        | 44.0%   | 8.7%             | 1.5%               | 0.7%      | 0.5%           |
| E2. | Providing a referral directory of HIV/AIDS related services and agencies to consumers                                                  | 39.9%        | 45.0%   | 10.1%            | 1.6%               | 0.7%      | 0.6%           |
| E3. | Taking an AIDS 101 course through home-study for CE credit                                                                             | 38.4%        | 41.4%   | 13.9%            | 2.6%               | 1.7%      | 1.0%           |
| E4. | Attending a one-day learning conference on AIDS 101 for CE credit                                                                      | 32.0%        | 37.2%   | 18.9%            | 5.6%               | 3.3%      | 1.9%           |
| E5. | Participating in a pharmacy and practice seminar on building communication skills to aid in discussing sensitive issues about HIV/AIDS | 23.8%        | 34.1%   | 26.1%            | 9.0%               | 3.9%      | 2.0%           |
| E6. | Giving presentations on HIV/AIDS to public groups as a part of a speaker's bureau                                                      | 11.1%        | 17.6%   | 26.3%            | 20.5%              | 14.9%     | 8.4%           |

# Knowledge questions

|     |                                                                                                                                                          |      |          |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------|------|----------|
| F1. | A woman who is HIV positive could infect her nursing infant through breast milk.                                                                         |      |          |
|     | TRUE                                                                                                                                                     | 750  | (49.6 %) |
|     | FALSE                                                                                                                                                    | 293  | (19.4 %) |
|     | DON'T KNOW                                                                                                                                               | 429  | (28.4 %) |
| F2. | Semen, blood, and vaginal secretions are all sources of HIV infection.                                                                                   |      |          |
|     | TRUE                                                                                                                                                     | 1463 | (96.8 %) |
|     | FALSE                                                                                                                                                    | 23   | ( 1.5 %) |
|     | DON'T KNOW                                                                                                                                               | 16   | ( 1.1 %) |
| F3. | Using bleach to clean injection equipment is an effective way to prevent HIV transmission from contaminated equipment.                                   |      |          |
|     | TRUE                                                                                                                                                     | 688  | (45.5 %) |
|     | FALSE                                                                                                                                                    | 431  | (28.5 %) |
|     | DON'T KNOW                                                                                                                                               | 371  | (24.5 %) |
| F4. | A person who tests negative for HIV may be still be infected with HIV.                                                                                   |      |          |
|     | TRUE                                                                                                                                                     | 1328 | (87.8 %) |
|     | FALSE                                                                                                                                                    | 73   | ( 4.8 %) |
|     | DON'T KNOW                                                                                                                                               | 95   | ( 6.3 %) |
| F5. | The most commonly used test for HIV is the HIVAGEN.                                                                                                      |      |          |
|     | TRUE                                                                                                                                                     | 107  | ( 7.1 %) |
|     | FALSE                                                                                                                                                    | 145  | ( 9.6 %) |
|     | DON'T KNOW                                                                                                                                               | 1232 | (81.5 %) |
| F6. | As a means of preventing HIV infection, it should always be recommended that a spermicide be used with a condom when having vaginal or anal intercourse. |      |          |
|     | TRUE                                                                                                                                                     | 863  | (57.1 %) |
|     | FALSE                                                                                                                                                    | 393  | (26.0 %) |
|     | DON'T KNOW                                                                                                                                               | 234  | (15.5 %) |
| F7. | Zidovudine is a drug that acts to block viral replication.                                                                                               |      |          |
|     | TRUE                                                                                                                                                     | 992  | (65.6 %) |
|     | FALSE                                                                                                                                                    | 39   | ( 2.6 %) |
|     | DON'T KNOW                                                                                                                                               | 439  | (29.0 %) |
| F8. | There are documented cases of airborne transmission of HIV infection.                                                                                    |      |          |
|     | TRUE                                                                                                                                                     | 42   | ( 2.8 %) |
|     | FALSE                                                                                                                                                    | 1113 | (73.6 %) |
|     | DON'T KNOW                                                                                                                                               | 39   | (22.4 %) |

## Demographics

|     |                        |                               |          |
|-----|------------------------|-------------------------------|----------|
| H1. | Age                    |                               |          |
|     | Mean                   | 43.0 years (1512 respondents) |          |
|     | Standard Deviation     | 13.7                          |          |
| H2. | Years practicing       |                               |          |
|     | Mean                   | 18.2 years (1512 respondents) |          |
|     | Standard Deviation     | 14.8                          |          |
| H3. | Degrees completed      |                               |          |
|     | BACHELORS              | 1455                          | (98.3 %) |
|     | MBA                    | 16                            | ( 1.1 %) |
|     | PHD                    | 15                            | ( 1.0 %) |
|     | MASTERS                | 40                            | ( 2.7 %) |
|     | PHARM.D.               | 53                            | ( 3.5 %) |
|     | OTHER                  | 50                            | ( 3.3 %) |
| H4. | Race                   |                               |          |
|     | WHITE/CAUCASIAN        | 1458                          | (96.4 %) |
|     | BLACK/AFRICAN AMERICAN | 29                            | ( 1.9 %) |
|     | HISPANIC               | 2                             | ( 0.1 %) |
|     | AMERICAN INDIAN        | 2                             | ( 0.1 %) |
|     | ASIAN                  | 8                             | ( 0.5 %) |
| H5. | Sex                    |                               |          |
|     | MALE                   | 993                           | (65.7 %) |
|     | FEMALE                 | 504                           | (33.3 %) |

# Mean Responses, Stratified by Type of Pharmacy

A7. How long have you practiced in this pharmacy?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 16.1        | 12.2                      | 518                      |
| Chain               | 7.8         | 8.1                       | 494                      |
| Clinic              | 10.0        | 10.0                      | 39                       |
| Inpatient Hospital  | 8.2         | 7.0                       | 327                      |
| Outpatient Hospital | 8.3         | 7.4                       | 21                       |
| Other               | 6.0         | 6.9                       | 102                      |

A8. About how many total prescriptions are filled each day in this pharmacy?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 120.1       | 77.3                      | 497                      |
| Chain               | 150.7       | 158.7                     | 475                      |
| Clinic              | 131.6       | 111.0                     | 37                       |
| Inpatient Hospital  | 535.6       | 770.3                     | 177                      |
| Outpatient Hospital | 709.0       | 590.2                     | 20                       |
| Other               | 1492.8      | 2046.2                    | 84                       |

A9. About how many prescriptions do you personally fill each day in this pharmacy?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 88.1        | 45.7                      | 497                      |
| Chain               | 100.7       | 44.7                      | 478                      |
| Clinic              | 78.0        | 54.0                      | 38                       |
| Inpatient Hospital  | 97.2        | 116.0                     | 183                      |
| Outpatient Hospital | 134.5       | 100.0                     | 21                       |
| Other               | 105.6       | 103.8                     | 82                       |

A10. To the best of your knowledge, about how many patients do you presently serve in this pharmacy who have AIDS or infected with HIV?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 1.1         | 3.8                       | 491                      |
| Chain               | 1.9         | 4.5                       | 473                      |
| Clinic              | 3.3         | 5.4                       | 39                       |
| Inpatient Hospital  | 8.9         | 24.9                      | 236                      |
| Outpatient Hospital | 8.8         | 13.5                      | 17                       |
| Other               | 25.0        | 50.8                      | 73                       |

A11. About how many questions concerning HIV/AIDS did you answer in the last month?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 2.0         | 5.3                       | 515                      |
| Chain               | 1.7         | 4.9                       | 489                      |
| Clinic              | 2.4         | 4.1                       | 39                       |
| Inpatient Hospital  | 1.6         | 4.8                       | 311                      |
| Outpatient Hospital | 1.3         | 4.4                       | 21                       |
| Other               | 2.6         | 5.8                       | 97                       |



Mean Responses, Stratified by Type of Pharmacy

- A12. About how many times in the past month did you refer consumers to HIV/AIDS testing centers, support agencies, or information hotlines?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 0.2         | 1.6                       | 516                      |
| Chain               | 0.2         | 1.2                       | 491                      |
| Clinic              | 0.2         | 0.8                       | 39                       |
| Inpatient Hospital  | 0.1         | 0.4                       | 309                      |
| Outpatient Hospital | 0.0         | 0.0                       | 21                       |
| Other               | 0.2         | 0.7                       | 97                       |

- A13. About how many times in the past month did you suggest written HIV/AIDS materials to consumers?

| <u>Type</u>         | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|---------------------|-------------|---------------------------|--------------------------|
| Independent         | 0.2         | 1.0                       | 514                      |
| Chain               | 0.5         | 5.0                       | 491                      |
| Clinic              | 1.1         | 4.3                       | 39                       |
| Inpatient Hospital  | 0.1         | 0.7                       | 307                      |
| Outpatient Hospital | 0.0         | 0.0                       | 21                       |
| Other               | 0.2         | 1.2                       | 96                       |

Mean Responses, Stratified by Urban/Rural/Suburban

A7. How long have you practiced in this pharmacy?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 10.1        | 11.2                      | 675                      |
| Rural           | 12.1        | 9.6                       | 374                      |
| Suburban        | 10.7        | 10.7                      | 428                      |

A8. About how many total prescriptions are filled each day in this pharmacy?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 280.1       | 583.4                     | 555                      |
| Rural           | 159.4       | 201.2                     | 337                      |
| Suburban        | 374.4       | 938.2                     | 380                      |

A9. About how many prescriptions do you personally fill each day in this pharmacy?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 96.4        | 77.4                      | 567                      |
| Rural           | 91.9        | 48.7                      | 332                      |
| Suburban        | 96.5        | 60.7                      | 381                      |

A10. To the best of your knowledge, about how many patients do you presently serve in this pharmacy who have AIDS or infected with HIV?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 6.9         | 23.7                      | 585                      |
| Rural           | 1.1         | 3.9                       | 348                      |
| Suburban        | 2.7         | 9.9                       | 379                      |

A11. About how many questions concerning HIV/AIDS did you answer in the last month?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 2.1         | 5.2                       | 659                      |
| Rural           | 1.7         | 4.6                       | 371                      |
| Suburban        | 1.6         | 4.4                       | 422                      |

A12. About how many times in the past month did you refer consumers to HIV/AIDS testing centers, support agencies, or information hotlines?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 0.2         | 1.1                       | 659                      |
| Rural           | 0.1         | 0.9                       | 370                      |
| Suburban        | 0.2         | 1.6                       | 423                      |

A13. About how many times in the past month did you suggest written HIV/AIDS materials to consumers?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 0.3         | 1.8                       | 657                      |
| Rural           | 0.2         | 1.6                       | 368                      |
| Suburban        | 0.2         | 1.6                       | 422                      |

Non-Zero Means, Stratified by Urban/Rural/Suburban

- A10. To the best of your knowledge, about how many patients do you presently serve in this pharmacy who have AIDS or infected with HIV?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 11.5        | 29.7                      | 352                      |
| Rural           | 3.0         | 6.1                       | 125                      |
| Suburban        | 5.1         | 13.3                      | 197                      |

- A11. About how many questions concerning HIV/AIDS did you answer in the last month?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 5.7         | 7.4                       | 238                      |
| Rural           | 5.4         | 6.9                       | 115                      |
| Suburban        | 5.0         | 6.7                       | 133                      |

- A12. About how many times in the past month did you refer consumers to HIV/AIDS testing centers, support agencies, or information hotlines?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 3.0         | 4.0                       | 34                       |
| Rural           | 3.1         | 3.3                       | 13                       |
| Suburban        | 4.3         | 7.3                       | 16                       |

- A13. About how many times in the past month did you suggest written HIV/AIDS materials to consumers?

| <u>Location</u> | <u>Mean</u> | <u>Standard deviation</u> | <u>Number responding</u> |
|-----------------|-------------|---------------------------|--------------------------|
| Urban           | 4.3         | 6.0                       | 40                       |
| Rural           | 4.2         | 5.4                       | 20                       |
| Suburban        | 4.5         | 7.3                       | 16                       |

Attitude and Belief Stratified by Urban/Rural/Suburban

|      |                                                                                                                                                        | Strongly<br>Agree | Agree   | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|------|--------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|---------|-------------------|----------------------|----------|----------------------|
| C8.  | Drugs to treat HIV/AIDS<br>are too expensive for me<br>to keep in stock                                                                                |                   |         |                   |                      |          |                      |
|      | Urban (678)                                                                                                                                            | 5.01 %            | 10.62 % | 18.73 %           | 12.09 %              | 28.91 %  | 17.26 %              |
|      | Rural (374)                                                                                                                                            | 10.70 %           | 12.30 % | 25.67 %           | 20.59 %              | 18.45 %  | 9.36 %               |
|      | Suburban (430)                                                                                                                                         | 4.88 %            | 11.63 % | 18.14 %           | 17.67                | 27.67 %  | 16.05 %              |
| C11. | I might become infected<br>with HIV from contact with<br>an HIV/AIDS patient in my<br>pharmacy                                                         |                   |         |                   |                      |          |                      |
|      | Urban (678)                                                                                                                                            | .88 %             | 1.33 %  | 4.72 %            | 11.21 %              | 39.97 %  | 38.50 %              |
|      | Rural (374)                                                                                                                                            | .53 %             | 1.87 %  | 4.28 %            | 13.10 %              | 42.51 %  | 36.10 %              |
|      | Suburban (430)                                                                                                                                         | 1.40 %            | 1.16 %  | 3.26 %            | 10.23 %              | 37.21 %  | 45.35 %              |
| C13. | Some employees who work<br>with me are afraid that<br>they will become infected<br>with HIV from contact with<br>an HIV/AIDS patient in my<br>pharmacy |                   |         |                   |                      |          |                      |
|      | Urban (678)                                                                                                                                            | 3.39 %            | 9.59 %  | 19.32 %           | 11.21 %              | 33.78 %  | 15.34 %              |
|      | Rural (374)                                                                                                                                            | 1.34 %            | 8.02 %  | 17.91 %           | 13.90 %              | 36.36 %  | 18.98 %              |
|      | Suburban (430)                                                                                                                                         | 3.02 %            | 9.77 %  | 14.42 %           | 11.16 %              | 39.07 %  | 17.91 %              |
| C14. | Customers might avoid my<br>pharmacy if they know I<br>serve patients with HIV/<br>AIDS                                                                |                   |         |                   |                      |          |                      |
|      | Urban (678)                                                                                                                                            | 1.33 %            | 7.23 %  | 20.65 %           | 17.11 %              | 33.19 %  | 11.36 %              |
|      | Rural (374)                                                                                                                                            | 1.60 %            | 8.56 %  | 23.26 %           | 23.80 %              | 26.20 %  | 13.37 %              |
|      | Suburban (430)                                                                                                                                         | 3.72 %            | 7.91 %  | 22.56 %           | 17.44                | 32.22 %  | 11.40 %              |
| D1.  | I would be comfortable<br>answering questions about<br>the prevention of HIV/<br>AIDS                                                                  |                   |         |                   |                      |          |                      |
|      | Urban (678)                                                                                                                                            | 18.44 %           | 48.53 % | 24.63 %           | 4.28 %               | 2.36 %   | 0.59 %               |
|      | Rural (374)                                                                                                                                            | 17.91 %           | 49.73 % | 23.80 %           | 4.55 %               | 2.67 %   | 0.53 %               |
|      | Suburban (430)                                                                                                                                         | 24.42 %           | 43.02 % | 21.86 %           | 6.05 %               | 2.56 %   | 1.40 %               |



|     |                                                                                                                                                     | Strongly<br>Agree | Agree  | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|--------|-------------------|----------------------|----------|----------------------|
| D2. | I would be comfortable<br>answering adult males'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection                |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                         | 19.47%            | 50.74% | 21.24%            | 4.72%                | 2.06%    | 0.88%                |
|     | Rural (374)                                                                                                                                         | 20.05%            | 53.74% | 17.65%            | 5.88%                | 1.34%    | 0.53%                |
|     | Suburban (430)                                                                                                                                      | 24.88%            | 45.12% | 20.93%            | 4.65%                | 2.33%    | 1.40%                |
| D3. | I would be comfortable<br>answering adult females'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection              |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                         | 19.47%            | 55.60% | 17.99%            | 3.39%                | 1.77%    | .88%                 |
|     | Rural (374)                                                                                                                                         | 21.93%            | 53.21% | 17.65%            | 3.74%                | 1.87%    | .53%                 |
|     | Suburban (430)                                                                                                                                      | 27.91%            | 46.05% | 20.23%            | 2.79%                | 1.16%    | 1.40%                |
| D4. | I would be comfortable<br>answering teenagers'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection                  |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                         | 20.21%            | 51.92% | 20.80%            | 3.10%                | 1.92%    | 1.18%                |
|     | Rural (374)                                                                                                                                         | 20.86%            | 50.80% | 21.39%            | 3.74%                | 1.87%    | .53%                 |
|     | Suburban (430)                                                                                                                                      | 25.58%            | 46.51% | 19.77%            | 3.95%                | 1.63%    | 2.09%                |
| D5. | As a means of preventing<br>the spread of HIV infection,<br>I would be comfortable<br>selling needles to<br>individuals who inject<br>illegal drugs |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                         | 5.16%             | 11.65% | 16.67%            | 16.08%               | 23.45%   | 24.78%               |
|     | Rural (374)                                                                                                                                         | 4.81%             | 9.89%  | 17.65%            | 20.05%               | 23.53%   | 22.73%               |
|     | Suburban (430)                                                                                                                                      | 7.21%             | 10.93% | 17.44%            | 18.37%               | 20.93%   | 24.19%               |

|     |                                                                                                                                                                               | Strongly<br>Agree | Agree  | Somewhat<br>Agree | Somewhat<br>Disagree | Disagree | Strongly<br>Disagree |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|--------|-------------------|----------------------|----------|----------------------|
| D6. | As a means of preventing<br>the spread of HIV infection,<br>I would be comfortable<br>telling individuals who<br>inject illegal drugs how<br>to clean needles and<br>syringes |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                                                   | 6.49%             | 12.83% | 18.58%            | 17.70%               | 23.01%   | 19.76%               |
|     | Rural (374)                                                                                                                                                                   | 5.35%             | 14.97% | 21.39%            | 16.58%               | 20.32%   | 19.79%               |
|     | Suburban (430)                                                                                                                                                                | 7.21%             | 15.35% | 17.21%            | 20.47%               | 17.91%   | 20.93%               |
| D7. | I would be comfortable<br>filling prescriptions<br>for a heterosexual<br>who has HIV/AIDS                                                                                     |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                                                   | 28.32%            | 52.36% | 12.39%            | 2.80%                | 2.06%    | 0.88%                |
|     | Rural (374)                                                                                                                                                                   | 27.27%            | 50.27% | 15.24%            | 4.01%                | 1.34%    | .80%                 |
|     | Suburban (430)                                                                                                                                                                | 33.26%            | 46.51% | 13.02%            | 3.26%                | 2.33%    | .93%                 |
| D8. | I would be comfortable<br>filling prescriptions<br>for a homosexual who<br>has HIV/AIDS                                                                                       |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                                                   | 26.25%            | 47.79% | 14.75%            | 5.31%                | 3.24%    | 1.62%                |
|     | Rural (374)                                                                                                                                                                   | 25.13%            | 46.79% | 16.84%            | 5.88%                | 2.67%    | 1.87%                |
|     | Suburban (430)                                                                                                                                                                | 30.93%            | 42.79% | 13.95%            | 4.88%                | 3.26%    | 3.26%                |
| D9. | I would be comfortable<br>filling prescriptions<br>for a hemophiliac who<br>has HIV/AIDS                                                                                      |                   |        |                   |                      |          |                      |
|     | Urban (678)                                                                                                                                                                   | 32.15%            | 51.47% | 10.03%            | 2.80%                | 2.06%    | 0.44%                |
|     | Rural (374)                                                                                                                                                                   | 29.68%            | 52.41% | 12.30%            | 2.41%                | 1.34%    | 0.80%                |
|     | Suburban (430)                                                                                                                                                                | 37.67%            | 44.42% | 11.63%            | 2.79%                | 1.63%    | 1.40%                |

Difference in willingness between location categories:

|     |                                                                                                                                                                             | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | Total responding | Chi-square p-value |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|------------------|--------------------|
| E1. | Providing HIV/AIDS<br>education brochures<br>to consumers<br><u>Location</u>                                                                                                |                                                                             |                  |                    |
|     | Urban                                                                                                                                                                       | 97.73%                                                                      | 662              | 0.307              |
|     | Rural                                                                                                                                                                       | 97.55%                                                                      | 367              |                    |
|     | Suburban                                                                                                                                                                    | 96.23%                                                                      | 424              |                    |
| E2. | Providing a referral<br>directory of HIV/AIDS<br>related services and<br>agencies to consumers<br><u>Location</u>                                                           |                                                                             |                  |                    |
|     | Urban                                                                                                                                                                       | 97.74%                                                                      | 663              | 0.248              |
|     | Rural                                                                                                                                                                       | 96.74%                                                                      | 368              |                    |
|     | Suburban                                                                                                                                                                    | 95.99%                                                                      | 424              |                    |
| E3. | Taking an AIDS 101<br>course through home-<br>study for CE credit<br><u>Location</u>                                                                                        |                                                                             |                  |                    |
|     | Urban                                                                                                                                                                       | 95.70%                                                                      | 674              | 0.240              |
|     | Rural                                                                                                                                                                       | 93.53%                                                                      | 371              |                    |
|     | Suburban                                                                                                                                                                    | 93.88%                                                                      | 425              |                    |
| E4. | Attending a one-day<br>learning conference on<br>AIDS 101 for CE credit<br><u>Location</u>                                                                                  |                                                                             |                  |                    |
|     | Urban                                                                                                                                                                       | 89.76%                                                                      | 674              | 0.004 *            |
|     | Rural                                                                                                                                                                       | 84.91%                                                                      | 371              |                    |
|     | Suburban                                                                                                                                                                    | 92.02%                                                                      | 426              |                    |
| E5. | Participating in a<br>pharmacy and practice<br>seminar on building<br>communication skills<br>to aid in discussing<br>sensitive issues about<br>HIV/AIDS<br><u>Location</u> |                                                                             |                  |                    |
|     | Urban                                                                                                                                                                       | 86.22%                                                                      | 675              | 0.219              |
|     | Rural                                                                                                                                                                       | 82.21%                                                                      | 371              |                    |
|     | Suburban                                                                                                                                                                    | 85.18%                                                                      | 425              |                    |

|     | <u>Question</u>                                                                   | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
| E6. | Giving presentations on HIV/AIDS to public groups as a part of a speaker's bureau |                                                                             |                         |                           |
|     | <u>Location</u>                                                                   |                                                                             |                         |                           |
|     | Urban                                                                             | 55.41%                                                                      | 675                     | 0.211                     |
|     | Rural                                                                             | 59.35%                                                                      | 369                     |                           |
|     | Suburban                                                                          | 53.18%                                                                      | 425                     |                           |

Differences in attitudes between location categories:

|      | <u>Question</u>                                                                                                                         | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|------|-----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| C8.  | Drugs to treat HIV/AIDS are too expensive for me to keep in stock                                                                       |                                                                           |                         |                           |
|      | <u>Location</u>                                                                                                                         |                                                                           |                         |                           |
|      | Urban                                                                                                                                   | 37.10%                                                                    | 628                     | 0.000 *                   |
|      | Rural                                                                                                                                   | 50.14%                                                                    | 363                     |                           |
|      | Suburban                                                                                                                                | 36.08%                                                                    | 413                     |                           |
| C11. | I might become infected with HIV from contact with an HIV/AIDS patient in my pharmacy                                                   |                                                                           |                         |                           |
|      | <u>Location</u>                                                                                                                         |                                                                           |                         |                           |
|      | Urban                                                                                                                                   | 7.18%                                                                     | 655                     | 0.712                     |
|      | Rural                                                                                                                                   | 6.79%                                                                     | 368                     |                           |
|      | Suburban                                                                                                                                | 5.90%                                                                     | 424                     |                           |
| C13. | Some employees who work with me are afraid that they will become infected with HIV from contact with an HIV/AIDS patient in my pharmacy |                                                                           |                         |                           |
|      | <u>Location</u>                                                                                                                         |                                                                           |                         |                           |
|      | Urban                                                                                                                                   | 34.87%                                                                    | 628                     | 0.034 *                   |
|      | Rural                                                                                                                                   | 28.25%                                                                    | 361                     |                           |
|      | Suburban                                                                                                                                | 28.54%                                                                    | 410                     |                           |



|                 |                                                                                                                                        | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | Total responding | Chi-square p-value |
|-----------------|----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|------------------|--------------------|
| <u>Question</u> |                                                                                                                                        |                                                                           |                  |                    |
| C14.            | Customers might avoid my<br>pharmacy if they know I<br>serve patients with HIV/<br>AIDS                                                |                                                                           |                  |                    |
|                 | <u>Location</u>                                                                                                                        |                                                                           |                  |                    |
|                 | Urban                                                                                                                                  | 32.14%                                                                    | 616              | 0.447              |
|                 | Rural                                                                                                                                  | 34.53%                                                                    | 362              |                    |
|                 | Suburban                                                                                                                               | 35.85%                                                                    | 410              |                    |
| D1.             | I would be comfortable<br>answering questions about<br>the prevention of HIV/<br>AIDS                                                  |                                                                           |                  |                    |
|                 | <u>Location</u>                                                                                                                        |                                                                           |                  |                    |
|                 | Urban                                                                                                                                  | 92.69%                                                                    | 670              | 0.254              |
|                 | Rural                                                                                                                                  | 92.18%                                                                    | 371              |                    |
|                 | Suburban                                                                                                                               | 89.93%                                                                    | 427              |                    |
| D2.             | I would be comfortable<br>answering adult males'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection   |                                                                           |                  |                    |
|                 | <u>Location</u>                                                                                                                        |                                                                           |                  |                    |
|                 | Urban                                                                                                                                  | 92.26%                                                                    | 672              | 0.912              |
|                 | Rural                                                                                                                                  | 92.18%                                                                    | 371              |                    |
|                 | Suburban                                                                                                                               | 91.57%                                                                    | 427              |                    |
| D3.             | I would be comfortable<br>answering adult females'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection |                                                                           |                  |                    |
|                 | <u>Location</u>                                                                                                                        |                                                                           |                  |                    |
|                 | Urban                                                                                                                                  | 93.90%                                                                    | 672              | 0.849              |
|                 | Rural                                                                                                                                  | 93.78%                                                                    | 370              |                    |
|                 | Suburban                                                                                                                               | 94.63%                                                                    | 428              |                    |

|     |                                                                                                                                                                               | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | Total responding | Chi-square p-value |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|------------------|--------------------|
| D4. | <u>Question</u><br>I would be comfortable<br>answering teenagers'<br>questions about the use<br>of condoms and spermicide<br>to prevent HIV infection                         |                                                                           |                  |                    |
|     | <u>Location</u>                                                                                                                                                               |                                                                           |                  |                    |
|     | Urban                                                                                                                                                                         | 93.75%                                                                    | 672              | 0.586              |
|     | Rural                                                                                                                                                                         | 93.80%                                                                    | 371              |                    |
|     | Suburban                                                                                                                                                                      | 92.29%                                                                    | 428              |                    |
| D5. | As a means of preventing<br>the spread of HIV infection,<br>I would be comfortable<br>selling needles to<br>individuals who inject<br>illegal drugs                           |                                                                           |                  |                    |
|     | <u>Location</u>                                                                                                                                                               |                                                                           |                  |                    |
|     | Urban                                                                                                                                                                         | 34.24%                                                                    | 663              | 0.649              |
|     | Rural                                                                                                                                                                         | 32.79%                                                                    | 369              |                    |
|     | Suburban                                                                                                                                                                      | 35.92%                                                                    | 426              |                    |
| D6. | As a means of preventing<br>the spread of HIV infection,<br>I would be comfortable<br>telling individuals who<br>inject illegal drugs how<br>to clean needles and<br>syringes |                                                                           |                  |                    |
|     | <u>Location</u>                                                                                                                                                               |                                                                           |                  |                    |
|     | Urban                                                                                                                                                                         | 38.53%                                                                    | 667              | 0.477              |
|     | Rural                                                                                                                                                                         | 42.39%                                                                    | 368              |                    |
|     | Suburban                                                                                                                                                                      | 40.14%                                                                    | 426              |                    |
| D7. | I would be comfortable<br>filling prescriptions<br>for a heterosexual<br>who has HIV/AIDS                                                                                     |                                                                           |                  |                    |
|     | <u>Location</u>                                                                                                                                                               |                                                                           |                  |                    |
|     | Urban                                                                                                                                                                         | 94.18%                                                                    | 670              | 0.882              |
|     | Rural                                                                                                                                                                         | 93.78%                                                                    | 370              |                    |
|     | Suburban                                                                                                                                                                      | 93.44%                                                                    | 427              |                    |

|     | <u>Question</u>                                                                          | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| D8. | I would be comfortable<br>filling prescriptions<br>for a homosexual who<br>has HIV/AIDS  |                                                                           |                         |                           |
|     | <u>Location</u>                                                                          |                                                                           |                         |                           |
|     | Urban                                                                                    | 89.72%                                                                    | 671                     | 0.809                     |
|     | Rural                                                                                    | 89.49%                                                                    | 371                     |                           |
|     | Suburban                                                                                 | 88.50%                                                                    | 426                     |                           |
| D9. | I would be comfortable<br>filling prescriptions<br>for a hemophiliac who<br>has HIV/AIDS |                                                                           |                         |                           |
|     | <u>Location</u>                                                                          |                                                                           |                         |                           |
|     | Urban                                                                                    | 94.63%                                                                    | 671                     | 0.733                     |
|     | Rural                                                                                    | 95.41%                                                                    | 370                     |                           |
|     | Suburban                                                                                 | 94.16%                                                                    | 428                     |                           |

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Difference in self-reported preparation between location categories:

|     | <u>Topic</u>          | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|-----------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------|
| B1. | HIV/AIDS prevention   |                                                                                |                         |                           |
|     | <u>Location</u>       |                                                                                |                         |                           |
|     | Urban                 | 90.65%                                                                         | 674                     | 0.059                     |
|     | Rural                 | 86.02%                                                                         | 372                     |                           |
|     | Suburban              | 89.95%                                                                         | 428                     |                           |
| B2. | HIV/AIDS transmission |                                                                                |                         |                           |
|     | <u>Location</u>       |                                                                                |                         |                           |
|     | Urban                 | 90.65%                                                                         | 674                     | 0.128                     |
|     | Rural                 | 87.33%                                                                         | 371                     |                           |
|     | Suburban              | 91.33%                                                                         | 427                     |                           |

|     | <u>Topic</u>                                                                                             | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------|
| B3. | HIV/AIDS symptoms and<br>disease progression<br><u>Location</u>                                          |                                                                                |                         |                           |
|     | Urban                                                                                                    | 62.17%                                                                         | 674                     | 0.082                     |
|     | Rural                                                                                                    | 55.11%                                                                         | 372                     |                           |
|     | Suburban                                                                                                 | 60.09%                                                                         | 426                     |                           |
| B4. | HIV/AIDS treatments<br><u>Location</u>                                                                   |                                                                                |                         |                           |
|     | Urban                                                                                                    | 68.05%                                                                         | 673                     | 0.001 *                   |
|     | Rural                                                                                                    | 56.72%                                                                         | 372                     |                           |
|     | Suburban                                                                                                 | 61.68%                                                                         | 428                     |                           |
| B5. | Side effects of<br>HIV/AIDS drugs<br><u>Location</u>                                                     |                                                                                |                         |                           |
|     | Urban                                                                                                    | 54.75%                                                                         | 674                     | 0.000 *                   |
|     | Rural                                                                                                    | 39.89%                                                                         | 371                     |                           |
|     | Suburban                                                                                                 | 46.71%                                                                         | 426                     |                           |
| B6. | Location of HIV/AIDS<br>testing services<br><u>Location</u>                                              |                                                                                |                         |                           |
|     | Urban                                                                                                    | 32.20%                                                                         | 674                     | 0.000 *                   |
|     | Rural                                                                                                    | 19.09%                                                                         | 372                     |                           |
|     | Suburban                                                                                                 | 28.04%                                                                         | 428                     |                           |
| B7. | Location of agencies<br>that provide support<br>and services for<br>HIV/AIDS patients<br><u>Location</u> |                                                                                |                         |                           |
|     | Urban                                                                                                    | 28.64%                                                                         | 674                     | 0.001 *                   |
|     | Rural                                                                                                    | 25.24%                                                                         | 372                     |                           |
|     | Suburban                                                                                                 | 25.23%                                                                         | 428                     |                           |

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Differences in willingness between Chain and Independent Pharmacies

|     | <u>Question</u>                                                                                                                        | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
| E1. | Providing HIV/AIDS education brochures to consumers                                                                                    |                                                                             |                         |                           |
|     | Independent                                                                                                                            | 95.73%                                                                      | 515                     |                           |
|     | Chain                                                                                                                                  | 98.38%                                                                      | 495                     | 0.013 *                   |
| E2. | Providing a referral directory of HIV/AIDS related services and agencies to consumers                                                  |                                                                             |                         |                           |
|     | Independent                                                                                                                            | 95.92%                                                                      | 515                     |                           |
|     | Chain                                                                                                                                  | 97.98%                                                                      | 495                     | 0.058                     |
| E3. | Taking an AIDS 101 course through home-study for CE credit                                                                             |                                                                             |                         |                           |
|     | Independent                                                                                                                            | 93.35%                                                                      | 511                     |                           |
|     | Chain                                                                                                                                  | 95.97%                                                                      | 496                     | 0.065                     |
| E4. | Attending a one-day learning conference on AIDS 101 for CE credit                                                                      |                                                                             |                         |                           |
|     | Independent                                                                                                                            | 84.15%                                                                      | 511                     |                           |
|     | Chain                                                                                                                                  | 91.94%                                                                      | 496                     | 0.000 *                   |
| E5. | Participating in a pharmacy and practice seminar on building communication skills to aid in discussing sensitive issues about HIV/AIDS |                                                                             |                         |                           |
|     | Independent                                                                                                                            | 81.09%                                                                      | 513                     |                           |
|     | Chain                                                                                                                                  | 86.09%                                                                      | 496                     | 0.032 *                   |



|     | <u>Question</u>                                                                            | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
|     |                                                                                            |                                                                             |                         |                           |
| E6. | Giving presentations on<br>HIV/AIDS to public groups<br>as a part of a speaker's<br>bureau |                                                                             |                         |                           |
|     | Independent                                                                                | 52.63%                                                                      | 513                     |                           |
|     | Chain                                                                                      | 52.12%                                                                      | 495                     | 0.871                     |

Difference in self-reported preparation between chain and independent pharmacies:

|     | <u>Topic</u>                                 | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|----------------------------------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------|
|     |                                              |                                                                                |                         |                           |
| B1. | HIV/AIDS prevention                          |                                                                                |                         |                           |
|     | Independent                                  | 82.59%                                                                         | 517                     |                           |
|     | Chain                                        | 91.52%                                                                         | 495                     | 0.000 *                   |
| B2. | HIV/AIDS transmission                        |                                                                                |                         |                           |
|     | Independent                                  | 82.72%                                                                         | 515                     |                           |
|     | Chain                                        | 92.73%                                                                         | 495                     | 0.000 *                   |
| B3. | HIV/AIDS symptoms and<br>disease progression |                                                                                |                         |                           |
|     | Independent                                  | 51.74%                                                                         | 516                     |                           |
|     | Chain                                        | 57.89%                                                                         | 494                     | 0.050                     |
| B4. | HIV/AIDS treatments                          |                                                                                |                         |                           |
|     | Independent                                  | 53.58%                                                                         | 517                     |                           |
|     | Chain                                        | 61.34%                                                                         | 494                     | 0.013 *                   |
| B5. | Side effects of<br>HIV/AIDS drugs            |                                                                                |                         |                           |
|     | Independent                                  | 41.59%                                                                         | 517                     |                           |
|     | Chain                                        | 44.53%                                                                         | 494                     | 0.344                     |

Difference in willingness between years practicing categories:

|     |                                                                                      | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | Total responding | Chi-square p-value |
|-----|--------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|------------------|--------------------|
| E1. | Providing HIV/AIDS<br>education brochures<br>to consumers<br><u>Years practicing</u> |                                                                             |                  |                    |
|     | 0-5                                                                                  | 98.97%                                                                      | 291              | 0.032 *            |
|     | 5-10                                                                                 | 99.00%                                                                      | 201              |                    |
|     | 11-15                                                                                | 97.25%                                                                      | 255              |                    |
|     | 16+                                                                                  | 96.17%                                                                      | 732              |                    |

Note: Some cell frequencies are less than 5, so the chi-square test may not adequately test for differences in proportions.

|     |                                                                                                                           |        |     |         |
|-----|---------------------------------------------------------------------------------------------------------------------------|--------|-----|---------|
| E2. | Providing a referral<br>directory of HIV/AIDS<br>related services and<br>agencies to consumers<br><u>Years practicing</u> |        |     |         |
|     | 0-5                                                                                                                       | 99.31% | 291 | 0.013 * |
|     | 5-10                                                                                                                      | 98.51% | 201 |         |
|     | 11-15                                                                                                                     | 95.31% | 256 |         |
|     | 16+                                                                                                                       | 96.32% | 733 |         |

Note: Some cell frequencies are less than 5, so the chi-square test may not adequately test for differences in proportions.

|     |                                                                                              |        |     |         |
|-----|----------------------------------------------------------------------------------------------|--------|-----|---------|
| E3. | Taking an AIDS 101<br>course through home-<br>study for CE credit<br><u>Years practicing</u> |        |     |         |
|     | 0-5                                                                                          | 98.31% | 296 | 0.000 * |
|     | 5-10                                                                                         | 97.06% | 204 |         |
|     | 11-15                                                                                        | 95.40% | 261 |         |
|     | 16+                                                                                          | 92.38% | 735 |         |

|     |                                                                                                    |        |     |         |
|-----|----------------------------------------------------------------------------------------------------|--------|-----|---------|
| E4. | Attending a one-day<br>learning conference on<br>AIDS 101 for CE credit<br><u>Years practicing</u> |        |     |         |
|     | 0-5                                                                                                | 94.59% | 296 | 0.005 * |
|     | 5-10                                                                                               | 89.71% | 204 |         |
|     | 11-15                                                                                              | 86.54% | 260 |         |
|     | 16+                                                                                                | 87.64% | 736 |         |

|     | <u>Question</u>                                                                                                                                                                     | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
| E5. | Participating in a<br>pharmacy and practice<br>seminar on building<br>communication skills<br>to aid in discussing<br>sensitive issues about<br>HIV/AIDS<br><u>Years practicing</u> |                                                                             |                         |                           |
|     | 0-5                                                                                                                                                                                 | 88.81%                                                                      | 295                     | 0.108                     |
|     | 5-10                                                                                                                                                                                | 86.76%                                                                      | 204                     |                           |
|     | 11-15                                                                                                                                                                               | 82.31%                                                                      | 260                     |                           |
|     | 16+                                                                                                                                                                                 | 83.85%                                                                      | 737                     |                           |
| E6. | Giving presentations on<br>HIV/AIDS to public groups<br>as a part of a speaker's<br>bureau<br><u>Years practicing</u>                                                               |                                                                             |                         |                           |
|     | 0-5                                                                                                                                                                                 | 62.24%                                                                      | 294                     | 0.001 *                   |
|     | 5-10                                                                                                                                                                                | 64.22%                                                                      | 204                     |                           |
|     | 11-15                                                                                                                                                                               | 53.08%                                                                      | 260                     |                           |
|     | 16+                                                                                                                                                                                 | 51.56%                                                                      | 737                     |                           |

Differences in attitudes between years practicing categories:

|      | <u>Question</u>                                                                                                                                                                   | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| C8.  | Drugs to treat HIV/AIDS<br>are too expensive for me<br>to keep in stock<br><u>Years practicing</u>                                                                                |                                                                           |                         |                           |
|      | 0-5                                                                                                                                                                               | 27.44%                                                                    | 277                     | 0.000 *                   |
|      | 5-10                                                                                                                                                                              | 39.68%                                                                    | 189                     |                           |
|      | 11-15                                                                                                                                                                             | 32.00%                                                                    | 250                     |                           |
|      | 16+                                                                                                                                                                               | 48.17%                                                                    | 712                     |                           |
| C11. | I might become infected<br>with HIV from contact with<br>an HIV/AIDS patient in my<br>pharmacy<br><u>Years practicing</u>                                                         |                                                                           |                         |                           |
|      | 0-5                                                                                                                                                                               | 3.45%                                                                     | 290                     | 0.005 *                   |
|      | 5-10                                                                                                                                                                              | 3.50%                                                                     | 200                     |                           |
|      | 11-15                                                                                                                                                                             | 7.81%                                                                     | 256                     |                           |
|      | 16+                                                                                                                                                                               | 8.68%                                                                     | 726                     |                           |
| C13. | Some employees who work<br>with me are afraid that<br>they will become infected<br>with HIV from contact with<br>an HIV/AIDS patient in my<br>pharmacy<br><u>Years practicing</u> |                                                                           |                         |                           |
|      | 0-5                                                                                                                                                                               | 28.68%                                                                    | 272                     | 0.229                     |
|      | 5-10                                                                                                                                                                              | 31.61%                                                                    | 193                     |                           |
|      | 11-15                                                                                                                                                                             | 36.55%                                                                    | 249                     |                           |
|      | 16+                                                                                                                                                                               | 30.42%                                                                    | 710                     |                           |

|                 |                                                                                                                            | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | Total responding | Chi-square p-value |
|-----------------|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|------------------|--------------------|
| <u>Question</u> |                                                                                                                            |                                                                           |                  |                    |
| C14.            | Customers might avoid my pharmacy if they know I serve patients with HIV/AIDS                                              |                                                                           |                  |                    |
|                 | <u>Years practicing</u>                                                                                                    |                                                                           |                  |                    |
|                 | 0-5                                                                                                                        | 28.04%                                                                    | 271              | 0.180              |
|                 | 5-10                                                                                                                       | 33.68%                                                                    | 190              |                    |
|                 | 11-15                                                                                                                      | 33.74%                                                                    | 243              |                    |
|                 | 16+                                                                                                                        | 35.49%                                                                    | 710              |                    |
| D1.             | I would be comfortable answering questions about the prevention of HIV/AIDS                                                |                                                                           |                  |                    |
|                 | <u>Years practicing</u>                                                                                                    |                                                                           |                  |                    |
|                 | 0-5                                                                                                                        | 95.59%                                                                    | 295              | 0.010 *            |
|                 | 5-10                                                                                                                       | 94.12%                                                                    | 204              |                    |
|                 | 11-15                                                                                                                      | 89.23%                                                                    | 260              |                    |
|                 | 16+                                                                                                                        | 90.34%                                                                    | 735              |                    |
| D2.             | I would be comfortable answering adult males' questions about the use of condoms and spermicide to prevent HIV infection   |                                                                           |                  |                    |
|                 | <u>Years practicing</u>                                                                                                    |                                                                           |                  |                    |
|                 | 0-5                                                                                                                        | 91.55%                                                                    | 296              | 0.108              |
|                 | 5-10                                                                                                                       | 88.73%                                                                    | 204              |                    |
|                 | 11-15                                                                                                                      | 90.38%                                                                    | 260              |                    |
|                 | 16+                                                                                                                        | 93.48%                                                                    | 736              |                    |
| D3.             | I would be comfortable answering adult females' questions about the use of condoms and spermicide to prevent HIV infection |                                                                           |                  |                    |
|                 | <u>Years practicing</u>                                                                                                    |                                                                           |                  |                    |
|                 | 0-5                                                                                                                        | 95.61%                                                                    | 296              | 0.542              |
|                 | 5-10                                                                                                                       | 94.12%                                                                    | 204              |                    |
|                 | 11-15                                                                                                                      | 93.85%                                                                    | 260              |                    |
|                 | 16+                                                                                                                        | 93.21%                                                                    | 736              |                    |



|     | <u>Question</u>                                                                                                                                                                        | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| D4. | I would be comfortable answering teenagers' questions about the use of condoms and spermicide to prevent HIV infection<br><u>Years practicing</u>                                      |                                                                           |                         |                           |
|     | 0-5                                                                                                                                                                                    | 95.95%                                                                    | 296                     | 0.054                     |
|     | 5-10                                                                                                                                                                                   | 92.65%                                                                    | 204                     |                           |
|     | 11-15                                                                                                                                                                                  | 90.00%                                                                    | 260                     |                           |
|     | 16+                                                                                                                                                                                    | 93.08%                                                                    | 737                     |                           |
| D5. | As a means of preventing the spread of HIV infection, I would be comfortable selling needles to individuals who inject illegal drugs<br><u>Years practicing</u>                        |                                                                           |                         |                           |
|     | 0-5                                                                                                                                                                                    | 35.96%                                                                    | 292                     | 0.223                     |
|     | 5-10                                                                                                                                                                                   | 28.57%                                                                    | 204                     |                           |
|     | 11-15                                                                                                                                                                                  | 37.31%                                                                    | 260                     |                           |
|     | 16+                                                                                                                                                                                    | 34.02%                                                                    | 729                     |                           |
| D6. | As a means of preventing the spread of HIV infection, I would be comfortable telling individuals who inject illegal drugs how to clean needles and syringes<br><u>Years practicing</u> |                                                                           |                         |                           |
|     | 0-5                                                                                                                                                                                    | 40.14%                                                                    | 294                     | 0.032 *                   |
|     | 5-10                                                                                                                                                                                   | 32.02%                                                                    | 203                     |                           |
|     | 11-15                                                                                                                                                                                  | 37.07%                                                                    | 259                     |                           |
|     | 16+                                                                                                                                                                                    | 42.88%                                                                    | 730                     |                           |
| D7. | I would be comfortable filling prescriptions for a heterosexual who has HIV/AIDS<br><u>Years practicing</u>                                                                            |                                                                           |                         |                           |
|     | 0-5                                                                                                                                                                                    | 98.31%                                                                    | 296                     | 0.000 *                   |
|     | 5-10                                                                                                                                                                                   | 95.59%                                                                    | 204                     |                           |
|     | 11-15                                                                                                                                                                                  | 93.85%                                                                    | 260                     |                           |
|     | 16+                                                                                                                                                                                    | 91.54%                                                                    | 733                     |                           |

|     | <u>Question</u>                                                                                                     | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|---------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| D8. | I would be comfortable<br>filling prescriptions<br>for a homosexual who<br>has HIV/AIDS<br><u>Years practicing</u>  |                                                                           |                         |                           |
|     | 0-5                                                                                                                 | 93.92%                                                                    | 296                     | 0.009 *                   |
|     | 5-10                                                                                                                | 91.67%                                                                    | 204                     |                           |
|     | 11-15                                                                                                               | 88.08%                                                                    | 260                     |                           |
|     | 16+                                                                                                                 | 87.19%                                                                    | 734                     |                           |
| D9. | I would be comfortable<br>filling prescriptions<br>for a hemophiliac who<br>has HIV/AIDS<br><u>Years practicing</u> |                                                                           |                         |                           |
|     | 0-5                                                                                                                 | 98.64%                                                                    | 295                     | 0.001 *                   |
|     | 5-10                                                                                                                | 96.08%                                                                    | 204                     |                           |
|     | 11-15                                                                                                               | 95.00%                                                                    | 260                     |                           |
|     | 16+                                                                                                                 | 92.53%                                                                    | 736                     |                           |

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Difference in self-reported preparation between years practicing categories:

|     | <u>Topic</u>                                     | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|--------------------------------------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------|
| B1. | HIV/AIDS prevention<br><u>Years practicing</u>   |                                                                                |                         |                           |
|     | 0-5                                              | 97.63%                                                                         | 295                     | 0.000 *                   |
|     | 5-10                                             | 94.12%                                                                         | 204                     |                           |
|     | 11-15                                            | 91.57%                                                                         | 261                     |                           |
|     | 16+                                              | 83.52%                                                                         | 722                     |                           |
| B2. | HIV/AIDS transmission<br><u>Years practicing</u> |                                                                                |                         |                           |
|     | 0-5                                              | 96.94%                                                                         | 294                     | 0.000 *                   |
|     | 5-10                                             | 92.16%                                                                         | 204                     |                           |
|     | 11-15                                            | 91.19%                                                                         | 261                     |                           |
|     | 16+                                              | 85.99%                                                                         | 721                     |                           |

|     | <u>Topic</u>                                                                                                     | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|-------------------------|---------------------------|
| B3. | HIV/AIDS symptoms and<br>disease progression<br><u>Years practicing</u>                                          |                                                                                |                         |                           |
|     | 0-5                                                                                                              | 63.95%                                                                         | 294                     | 0.268                     |
|     | 5-10                                                                                                             | 60.78%                                                                         | 204                     |                           |
|     | 11-15                                                                                                            | 60.54%                                                                         | 261                     |                           |
|     | 16+                                                                                                              | 57.42%                                                                         | 721                     |                           |
| B4. | HIV/AIDS treatments<br><u>Years practicing</u>                                                                   |                                                                                |                         |                           |
|     | 0-5                                                                                                              | 68.81%                                                                         | 295                     | 0.005 *                   |
|     | 5-10                                                                                                             | 64.71%                                                                         | 204                     |                           |
|     | 11-15                                                                                                            | 67.43%                                                                         | 261                     |                           |
|     | 16+                                                                                                              | 58.61%                                                                         | 720                     |                           |
| B5. | Side effects of<br>HIV/AIDS drugs<br><u>Years practicing</u>                                                     |                                                                                |                         |                           |
|     | 0-5                                                                                                              | 48.46%                                                                         | 293                     | 0.741                     |
|     | 5-10                                                                                                             | 45.10%                                                                         | 204                     |                           |
|     | 11-15                                                                                                            | 49.43%                                                                         | 261                     |                           |
|     | 16+                                                                                                              | 49.38%                                                                         | 721                     |                           |
| B6. | Location of HIV/AIDS<br>testing services<br><u>Years practicing</u>                                              |                                                                                |                         |                           |
|     | 0-5                                                                                                              | 21.69%                                                                         | 295                     | 0.089                     |
|     | 5-10                                                                                                             | 27.94%                                                                         | 204                     |                           |
|     | 11-15                                                                                                            | 29.89%                                                                         | 261                     |                           |
|     | 16+                                                                                                              | 28.95%                                                                         | 722                     |                           |
| B7. | Location of agencies<br>that provide support<br>and services for<br>HIV/AIDS patients<br><u>Years practicing</u> |                                                                                |                         |                           |
|     | 0-5                                                                                                              | 17.63%                                                                         | 295                     | 0.008 * ←                 |
|     | 5-10                                                                                                             | 23.04%                                                                         | 204                     |                           |
|     | 11-15                                                                                                            | 27.59%                                                                         | 261                     |                           |
|     | 16+                                                                                                              | 27.15%                                                                         | 722                     |                           |

Differences in willingness between gender categories

|     | <u>Question</u>                                                                                                                        | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
| E1. | Providing HIV/AIDS education brochures to consumers                                                                                    |                                                                             |                         |                           |
|     | Male                                                                                                                                   | 96.53%                                                                      | 980                     |                           |
|     | Female                                                                                                                                 | 98.97%                                                                      | 487                     | 0.006 *                   |
| E2. | Providing a referral directory of HIV/AIDS related services and agencies to consumers                                                  |                                                                             |                         |                           |
|     | Male                                                                                                                                   | 96.02%                                                                      | 981                     |                           |
|     | Female                                                                                                                                 | 99.18%                                                                      | 488                     | 0.001 *                   |
| E3. | Taking an AIDS 101 course through home-study for CE credit                                                                             |                                                                             |                         |                           |
|     | Male                                                                                                                                   | 93.49%                                                                      | 983                     |                           |
|     | Female                                                                                                                                 | 97.21%                                                                      | 501                     | 0.002 *                   |
| E4. | Attending a one-day learning conference on AIDS 101 for CE credit                                                                      |                                                                             |                         |                           |
|     | Male                                                                                                                                   | 87.49%                                                                      | 983                     |                           |
|     | Female                                                                                                                                 | 92.22%                                                                      | 501                     | 0.006 *                   |
| E5. | Participating in a pharmacy and practice seminar on building communication skills to aid in discussing sensitive issues about HIV/AIDS |                                                                             |                         |                           |
|     | Male                                                                                                                                   | 82.93%                                                                      | 984                     |                           |
|     | Female                                                                                                                                 | 89.00%                                                                      | 500                     | 0.002 *                   |

|     | <u>Question</u>                                                                   | Percent responding<br>'Somewhat willing'<br>'Willing', or<br>'Very Willing' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------|---------------------------|
| E6. | Giving presentations on HIV/AIDS to public groups as a part of a speaker's bureau |                                                                             |                         |                           |
|     | Male                                                                              | 54.98%                                                                      | 984                     |                           |
|     | Female                                                                            | 57.11%                                                                      | 499                     | 0.434                     |

Differences in attitudes between gender categories:

|      | <u>Question</u>                                                                                                                         | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|------|-----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| C8.  | Drugs to treat HIV/AIDS are too expensive for me to keep in stock                                                                       |                                                                           |                         |                           |
|      | Male                                                                                                                                    | 45.34%                                                                    | 955                     |                           |
|      | Female                                                                                                                                  | 29.16%                                                                    | 463                     | 0.000 *                   |
| C11. | I might become infected with HIV from contact with an HIV/AIDS patient in my pharmacy                                                   |                                                                           |                         |                           |
|      | Male                                                                                                                                    | 7.41%                                                                     | 972                     |                           |
|      | Female                                                                                                                                  | 4.89%                                                                     | 491                     | 0.066                     |
| C13. | Some employees who work with me are afraid that they will become infected with HIV from contact with an HIV/AIDS patient in my pharmacy |                                                                           |                         |                           |
|      | Male                                                                                                                                    | 29.86%                                                                    | 951                     |                           |
|      | Female                                                                                                                                  | 34.48%                                                                    | 464                     | 0.079                     |



|      | <u>Question</u>                                                                                                            | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|------|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| C14. | Customers might avoid my pharmacy if they know I serve patients with HIV/AIDS                                              |                                                                           |                         |                           |
|      | Male                                                                                                                       | 36.91%                                                                    | 951                     |                           |
|      | Female                                                                                                                     | 26.77%                                                                    | 452                     | 0.000 *                   |
| D1.  | I would be comfortable answering questions about the prevention of HIV/AIDS                                                |                                                                           |                         |                           |
|      | Male                                                                                                                       | 91.16%                                                                    | 984                     |                           |
|      | Female                                                                                                                     | 92.97%                                                                    | 498                     | 0.230                     |
| D2.  | I would be comfortable answering adult males' questions about the use of condoms and spermicide to prevent HIV infection   |                                                                           |                         |                           |
|      | Male                                                                                                                       | 94.62%                                                                    | 985                     |                           |
|      | Female                                                                                                                     | 86.77%                                                                    | 499                     | 0.000 *                   |
| D3.  | I would be comfortable answering adult females' questions about the use of condoms and spermicide to prevent HIV infection |                                                                           |                         |                           |
|      | Male                                                                                                                       | 92.79%                                                                    | 985                     |                           |
|      | Female                                                                                                                     | 96.39%                                                                    | 499                     | 0.006 *                   |
| D4.  | I would be comfortable answering teenagers' questions about the use of condoms and spermicide to prevent HIV infection     |                                                                           |                         |                           |
|      | Male                                                                                                                       | 93.20%                                                                    | 986                     |                           |
|      | Female                                                                                                                     | 92.99%                                                                    | 499                     | 0.875                     |

|     | <u>Question</u>                                                                                                                                             | Percent responding<br>'Somewhat agree'<br>'Agree', or<br>'Strongly agree' | <u>Total responding</u> | <u>Chi-square p-value</u> |
|-----|-------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------|---------------------------|
| D5. | As a means of preventing the spread of HIV infection, I would be comfortable selling needles to individuals who inject illegal drugs                        |                                                                           |                         |                           |
|     | Male                                                                                                                                                        | 34.84%                                                                    | 976                     |                           |
|     | Female                                                                                                                                                      | 33.06%                                                                    | 496                     | 0.498                     |
| D6. | As a means of preventing the spread of HIV infection, I would be comfortable telling individuals who inject illegal drugs how to clean needles and syringes |                                                                           |                         |                           |
|     | Male                                                                                                                                                        | 41.19%                                                                    | 976                     |                           |
|     | Female                                                                                                                                                      | 37.15%                                                                    | 498                     | 0.134                     |
| D7. | I would be comfortable filling prescriptions for a heterosexual who has HIV/AIDS                                                                            |                                                                           |                         |                           |
|     | Male                                                                                                                                                        | 92.07%                                                                    | 983                     |                           |
|     | Female                                                                                                                                                      | 97.59%                                                                    | 498                     | 0.000 *                   |
| D8. | I would be comfortable filling prescriptions for a homosexual who has HIV/AIDS                                                                              |                                                                           |                         |                           |
|     | Male                                                                                                                                                        | 86.59%                                                                    | 984                     |                           |
|     | Female                                                                                                                                                      | 94.98%                                                                    | 498                     | 0.000 *                   |
| D9. | I would be comfortable filling prescriptions for a hemophiliac who has HIV/AIDS                                                                             |                                                                           |                         |                           |
|     | Male                                                                                                                                                        | 92.89%                                                                    | 985                     |                           |
|     | Female                                                                                                                                                      | 98.39%                                                                    | 498                     | 0.000 *                   |

Difference in self-reported preparation between gender categories:

|       |                                                                                       | Percent responding<br>'Somewhat prepared'<br>'Prepared', or<br>'Very Prepared' | Total responding | Chi-square p-value |
|-------|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|------------------|--------------------|
| Topic |                                                                                       |                                                                                |                  |                    |
| B1.   | HIV/AIDS prevention                                                                   |                                                                                |                  |                    |
|       | Male                                                                                  | 87.13%                                                                         | 987              |                    |
|       | Female                                                                                | 93.40%                                                                         | 500              | 0.000 *            |
| B2.   | HIV/AIDS transmission                                                                 |                                                                                |                  |                    |
|       | Male                                                                                  | 88.12%                                                                         | 985              |                    |
|       | Female                                                                                | 93.40%                                                                         | 500              | 0.001 *            |
| B3.   | HIV/AIDS symptoms and<br>disease progression                                          |                                                                                |                  |                    |
|       | Male                                                                                  | 58.01%                                                                         | 986              |                    |
|       | Female                                                                                | 62.93%                                                                         | 499              | 0.068              |
| B4.   | HIV/AIDS treatments                                                                   |                                                                                |                  |                    |
|       | Male                                                                                  | 61.62%                                                                         | 985              |                    |
|       | Female                                                                                | 65.60%                                                                         | 500              | 0.134              |
| B5.   | Side effects of<br>HIV/AIDS drugs                                                     |                                                                                |                  |                    |
|       | Male                                                                                  | 49.64%                                                                         | 985              |                    |
|       | Female                                                                                | 46.29%                                                                         | 499              | 0.222              |
| B6.   | Location of HIV/AIDS<br>testing services                                              |                                                                                |                  |                    |
|       | Male                                                                                  | 28.17%                                                                         | 987              |                    |
|       | Female                                                                                | 25.80%                                                                         | 500              | 0.334              |
| B7.   | Location of agencies<br>that provide support<br>and services for<br>HIV/AIDS patients |                                                                                |                  |                    |
|       | Male                                                                                  | 25.94%                                                                         | 987              |                    |
|       | Female                                                                                | 21.80%                                                                         | 500              | 0.080              |

### APPENDIX III: TABLES

Table I. Practice Site/Position in Pharmacy

| Practice Site       | Percent | Position Within Pharmacy | Percent |
|---------------------|---------|--------------------------|---------|
| Independent         | 34.3    | Owner                    | 20.3    |
| Chain               | 32.9    | Manager/Director         | 16.1    |
| Apothecary/Clinic   | 2.6     | Asst. Manager/Director   | 16.1    |
| Inpatient Hospital  | 21.7    | Staff Pharmacist         | 48.4    |
| Outpatient Hospital | 1.4     | Other                    | 8.5     |
| Other               | 6.8     |                          |         |

Table II. Pharmacists' Perceptions of Preparedness in Areas of HIV/AIDS

| Item | Description                                                         | % Overall who felt prepared<br>n=1512 | Gender      |             |         | Type of Pharmacy |               |         | Years Since License |                    |         | Location        |                 |                  |         |
|------|---------------------------------------------------------------------|---------------------------------------|-------------|-------------|---------|------------------|---------------|---------|---------------------|--------------------|---------|-----------------|-----------------|------------------|---------|
|      |                                                                     |                                       | %M<br>n=987 | %F<br>n=500 | P Value | %Ch<br>n=495     | %Ind<br>n=517 | P Value | %0-5 yrs<br>n=295   | %6-10 yrs<br>n=204 | P Value | %Urban<br>n=674 | %Rural<br>n=372 | %Suburb<br>n=428 | P Value |
| B1   | HIV/AIDS Prevention                                                 | 88.40                                 | 87.13       | 93.40       | 0.000 * | 91.50            | 82.60         | 0.000 * | 97.60               | 94.10              | 0.056   | 90.65           | 86.02           | 90.00            | 0.059   |
| B2   | HIV/AIDS Transmission                                               | 89.10                                 | 88.12       | 93.40       | 0.001 * | 92.70            | 82.70         | 0.000 * | 96.90               | 92.20              | 0.021 * | 90.65           | 87.33           | 91.30            | 0.128   |
| B3   | HIV/AIDS symptoms and disease progression                           | 59.10                                 | 58.01       | 62.93       | 0.068   | 57.90            | 51.70         | 0.050   | 64.00               | 60.80              | 0.510   | 62.17           | 55.11           | 60.10            | 0.082   |
| B4   | HIV/AIDS treatments                                                 | 62.50                                 | 61.62       | 65.60       | 0.134   | 61.30            | 53.60         | 0.013 * | 68.80               | 64.70              | 0.383   | 68.05           | 56.72           | 61.70            | 0.001 * |
| B5   | Side effects and interactions of HIV/AIDS drugs                     | 49.80                                 | 49.64       | 46.29       | 0.222   | 44.50            | 41.60         | 0.344   | 48.50               | 45.10              | 0.467   | 54.75           | 39.89           | 46.70            | 0.000 * |
| B6   | Location of HIV/AIDS testing services                               | 27.30                                 | 28.17       | 25.80       | 0.334   | 24.40            | 26.30         | 0.497   | 21.70               | 27.90              | 0.113   | 32.20           | 19.09           | 28.00            | 0.000 * |
| B7   | Location of agencies that provide support and services for HIV/AIDS | 24.50                                 | 25.94       | 21.80       | 0.080   | 19.80            | 25.50         | 0.030 * | 17.60               | 23.00              | 0.140   | 28.64           | 25.25           | 25.20            | 0.001 * |

\* Significant at the 0.05 level

M = Male  
F = FemaleCh = Chain  
Ind = Independent



Table III. Pharmacists' Attitudes and Beliefs about HIV/AIDS

| Item | Description                                                                                                                              | % Overall<br>who agreed<br>n=1512 | Gender      |             |         | Type of Pharmacy |               |         | Years Since License |                    |         | Location        |                 |                  |         |
|------|------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-------------|-------------|---------|------------------|---------------|---------|---------------------|--------------------|---------|-----------------|-----------------|------------------|---------|
|      |                                                                                                                                          |                                   | %M<br>n=955 | %F<br>n=463 | P Value | %Ch<br>n=495     | %Ind<br>n=515 | P Value | %0-5 yrs<br>n=295   | %6-10 yrs<br>n=204 | P Value | %Urban<br>n=616 | %Rural<br>n=362 | %Suburb<br>n=413 | P Value |
| C8   | Drugs to treat HIV/AIDS are too expensive for me to keep in stock.                                                                       | 37.90                             | 45.30       | 29.20       | 0.000 * | 31.90            | 57.60         | 0.000 * | 27.40               | 39.70              | 0.001 * | 37.10           | 50.14           | 36.08            | 0.000 * |
| C11  | I might become infected with HIV from contact with an HIV/AIDS patient in my pharmacy.                                                   | 5.70                              | 7.40        | 4.90        | 0.066   | 6.10             | 7.60          | 0.328   | 3.45                | 3.50               | 1.000   | 7.18            | 6.79            | 5.90             | 0.712   |
| C13  | Some employees who work with me are afraid that they will become infected with HIV from contact with an HIV/AIDS patient in my pharmacy. | 29.50                             | 29.90       | 34.50       | 0.079   | 30.80            | 29.50         | 0.656   | 28.70               | 31.60              | 0.538   | 34.87           | 28.25           | 28.54            | 0.034 * |
| C14  | Customers might avoid my pharmacy if they know I serve patients with HIV/AIDS.                                                           | 31.40                             | 36.90       | 26.80       | 0.000 * | 33.70            | 39.50         | 0.063   | 28.00               | 33.70              | 0.217   | 32.14           | 34.53           | 35.85            | 0.447   |
| D1   | I would be comfortable answering questions about the prevention of HIV/AIDS.                                                             | 90.60                             | 91.20       | 93.00       | 0.230   | 93.30            | 89.20         | 0.019 * | 95.60               | 94.10              | 0.533   | 92.69           | 92.18           | 89.93            | 0.254   |
| D2   | I would be comfortable answering adult males' questions about the use of condoms and spermicide to prevent HIV infection.                | 90.90                             | 94.60       | 86.80       | 0.000 * | 93.50            | 92.10         | 0.363   | 91.60               | 88.70              | 0.354   | 92.26           | 92.18           | 91.57            | 0.912   |
| D3   | I would be comfortable answering adult females' questions about the use of condoms and spermicide to prevent HIV infection.              | 93.00                             | 92.80       | 96.40       | 0.006 * | 96.60            | 93.00         | 0.012 * | 95.60               | 94.10              | 0.532   | 93.90           | 93.78           | 94.63            | 0.849   |

Table III. (cont'd) Pharmacists' Attitudes and Beliefs about HIV/AIDS

| Item | Description                                                                                                                                                  | % Overall<br>who agreed<br>n=1512 | Gender      |             |         | Type of Pharmacy |               |         | Years Since License |                    |         | Location        |                 |                  |         |
|------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|-------------|-------------|---------|------------------|---------------|---------|---------------------|--------------------|---------|-----------------|-----------------|------------------|---------|
|      |                                                                                                                                                              |                                   | %M<br>n=955 | %F<br>n=463 | P Value | %Ch<br>n=495     | %Ind<br>n=515 | P Value | %0-5 yrs<br>n=295   | %6-10 yrs<br>n=204 | P Value | %Urban<br>n=616 | %Rural<br>n=362 | %Suburb<br>n=413 | P Value |
| D4   | I would be comfortable answering teenagers' questions about the use of condoms and spermicide to prevent HIV infectino                                       | 92.10                             | 93.20       | 93.00       | 0.875   | 95.00            | 92.70         | 0.130   | 96.00               | 92.70              | 0.157   | 93.80           | 93.80           | 92.30            | 0.586   |
| D5   | As a means of preventing the spread of HIV infection, I would be comfortable selling needles to individuals who inject illegal drugs.                        | 33.50                             | 34.80       | 33.10       | 0.498   | 39.30            | 32.70         | 0.029 * | 36.00               | 28.60              | 0.098   | 34.24           | 32.79           | 35.92            | 0.649   |
| D6   | As a means of preventing the spread of HIV infection, I would be comfortable telling individuals who inject illegal drugs how to clean needles and syringes. | 39.10                             | 41.20       | 37.20       | 0.134   | 36.50            | 40.80         | 0.161   | 40.10               | 32.00              | 0.072   | 38.53           | 42.39           | 40.14            | 0.477   |
| D7   | I would be comfortable filling prescriptions for a heterosexual who has HIV/AIDS.                                                                            | 92.70                             | 92.10       | 97.60       | 0.000 * | 93.30            | 92.60         | 0.665   | 98.30               | 95.60              | 0.096   | 94.18           | 93.78           | 93.44            | 0.882   |
| D8   | I would be comfortable filling prescriptions for a homosexual who has HIV/AIDS.                                                                              | 88.20                             | 86.60       | 95.00       | 0.000 * | 87.90            | 87.40         | 0.818   | 93.90               | 91.70              | 0.374   | 89.72           | 89.49           | 88.50            | 0.809   |
| D9   | I would be comfortable filling prescriptions for a hemophiliac who has HIV/AIDS.                                                                             | 93.50                             | 92.90       | 98.40       | 0.000 * | 93.90            | 93.80         | 0.926   | 98.60               | 96.10              | 0.079   | 94.63           | 95.41           | 94.16            | 0.733   |

\* Significant at the 0.05 level

M = Male  
F = FemaleCh = Chain  
Ind = Independent

Table IV. Pharmacists' Willingness to Participate in HIV/AIDS Education Activities

| Item | Description                                                                                                                                 | % Overall who were willing<br>n=1512 | Gender      |             |         | Type of Pharmacy |               |         | Years Since License |                    |         | Location        |                 |                  |         |
|------|---------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|-------------|-------------|---------|------------------|---------------|---------|---------------------|--------------------|---------|-----------------|-----------------|------------------|---------|
|      |                                                                                                                                             |                                      | %M<br>n=980 | %F<br>n=487 | P Value | %Ch<br>n=495     | %Ind<br>n=515 | P Value | %0-5 yrs<br>n=291   | %6-10 yrs<br>n=201 | P Value | %Urban<br>n=662 | %Rural<br>n=367 | %Suburb<br>n=424 | P Value |
| E1   | Providing HIV/AIDS education brochures to consumers                                                                                         | 95.30                                | 96.50       | 99.00       | 0.006   | 98.40            | 95.70         | 0.013 * | 99.00               | 99.00              | 1.000   | 97.70           | 97.60           | 96.20            | 0.307   |
| E2   | Providing a referral directory of HIV/AIDS related services and agencies to consumers                                                       | 94.00                                | 96.00       | 99.20       | 0.001 * | 98.00            | 95.90         | 0.058   | 99.30               | 98.50              | 0.403   | 97.70           | 96.70           | 96.00            | 0.248   |
| E3   | Taking an AIDS 101 course (basic HIV/AIDS information) through home-study materials for CE credit                                           | 93.70                                | 93.50       | 97.20       | 0.002 * | 96.00            | 93.40         | 0.065   | 98.30               | 97.00              | 0.368   | 95.70           | 93.50           | 93.90            | 0.240   |
| E4   | Attending a one-day learning conference on AIDS 101 for CE credit                                                                           | 88.10                                | 87.50       | 92.20       | 0.006 * | 91.90            | 84.20         | 0.000 * | 94.60               | 89.70              | 0.005 * | 89.80           | 84.90           | 92.00            | 0.004   |
| E5   | Participating in a pharmacy and practice seminar on building communication skills to aid in discussing sensitive issues about HIV/AIDS      | 84.00                                | 82.90       | 89.00       | 0.002 * | 86.10            | 81.10         | 0.032 * | 88.80               | 86.80              | 0.488   | 86.20           | 82.20           | 85.20            | 0.219   |
| E6   | Giving presentations on HIV/AIDS to public groups as part of a speaker's bureau (prerequisites: AIDS 101 and Pharmacy and Practice Seminar) | 55.00                                | 55.00       | 57.10       | 0.434   | 52.10            | 52.60         | 0.870   | 62.20               | 64.20              | 0.706   | 55.40           | 59.40           | 53.20            | 0.211   |

\* Significant at the 0.05 level

M = Male  
F = FemaleCh = Chain  
Ind = Independent

**DATA DISKETTE WITH SAS FILES**



DEPARTMENTS OF LABOR, HEALTH AND HUMAN SERVICES, AND EDUCATION, AND RELATED AGENCIES APPROPRIATION BILL, 1993

JULY 23, 1992.—Committed to the Committee of the Whole House on the State of the Union and ordered to be printed

Mr. NATCHER, from the Committee on Appropriations, submitted the following

REPORT

[To accompany H.R. 5677]

The Committee on Appropriations submits the following report in explanation of the accompanying bill making appropriations for the Departments of Labor, Health and Human Services (except the Food and Drug Administration, Indian Health Service, and the Office of Consumer Affairs), and Education (except Indian Education), Action, the Corporation for Public Broadcasting, the Federal Mediation and Conciliation Service, the Federal Mine Safety and Health Review Commission, the National Commission on Acquired Immune Deficiency Syndrome, the National Commission on Libraries and Information Science, the National Commission on Responsibilities for Financing Postsecondary Education, the National Council on Disability, the National Labor Relations Board, the National Mediation Board, the Occupational Safety and Health Review Commission, the Prospective Payment Assessment Commission, the Physician Payment Review Commission, the Railroad Retirement Board, the United States Soldiers' and Airmen's Home, the United States Institute of Peace and the United States Naval Home for the fiscal year ending September 30, 1993 and for other purposes.



to develop new prevention, diagnostic, and treatment technologies; assistance to upgrade State and local laboratories; and educational and training activities. Demonstrations will be conducted to test methods for screening and providing preventive therapy to high-risk populations.

The Committee is very concerned about recent tuberculosis outbreaks and has provided \$39,600,000 for emergency grants to address the serious problems certain States and cities are facing, particularly with regard to multi-drug resistant tuberculosis. The Committee expects CDC to target these funds to States and cities that have experienced the largest number of tuberculosis cases. The funds should be allocated directly to the States and localities rather than retained for Federal activities such as technical assistance. Funding is not intended to be used for construction and renovation of facilities or for drug purchases.

The Committee is aware of the increasing incidence and prevalence of tuberculosis among minority populations in the inner city and border areas and urges CDC to address these problems. The Committee also notes that institutional settings like correctional facilities warrant special attention with respect to providing appropriate policy guidance, monitoring, and prevention services to halt the spread of tuberculosis and multiple drug-resistant strains of the disease. The Committee has within the funds provided included resources for enhancing tuberculosis control in correctional facilities.

#### *Human Immunodeficiency Virus (HIV)*

The bill includes \$504,581,000 for activities related to the human immunodeficiency virus. This amount is \$24,449,000 above the 1992 level and \$97,000 below the Administration request.

CDC HIV programs support research, surveillance, epidemiologic and laboratory studies, and prevention through information, education, and risk reduction. Major information, education and prevention activities include: counseling, testing, and partner notification; HIV prevention among high-risk populations, including intravenous drug users, women and infants, and hemophiliacs; special minority initiatives; programs for school and college-aged youth; information campaigns for the general public; and tuberculosis control efforts.

The Committee has provided \$5,000,000 in funding to restore reductions made in 1992 and to increase 1993 AIDS efforts with national minority organizations and community-based groups.

The Committee intends that no less than \$102,000,000 of the total be used for grants for counseling, testing and partner notification services. The Committee has not provided these funds under the Ryan White Act formula and intends that counseling and testing funds continue to be awarded as in the past. While the Committee supports the objectives of Title III of the Ryan White Act, because of budget constraints, many on-going activities would have to be reduced to meet statutory requirements if the formula were used.

The Committee intends that separate funding continue to be provided in 1993 to the six local health departments which currently receive funding directly from CDC for AIDS activities. \$39,450,000 is provided for this purpose.

The Committee encourages CDC to expand its efforts to increase the level of participation of individuals from communities underrepresented in behavioral studies. Behavioral research projects should provide culturally and linguistically appropriate materials for non-English speaking participants. The Committee also encourages CDC to ensure that State and local health departments funded through CDC cooperative agreements support programs consistent with the demographics of the epidemic in those areas.

The Committee is aware of the effective collaboration between CDC and the American Red Cross in support of AIDS education for the general public and specific groups, including youth, minorities, and persons in the workplace. The Committee intends that up to \$7,000,000 be made available for the continued development, update, and distribution of education materials via the Red Cross nationwide network of local chapters.

The Committee encourages CDC's continued support in developing pharmacy-based programs of AIDS education and prevention. The Committee believes that pharmacists and pharmacy locations may play a constructive role in offering effective, accessible AIDS education to communities across the country. The Committee will be interested to learn the results of the evaluation of demonstration activities currently underway.

Within the amount provided for HIV/AIDS activities, the Committee has included funds to maintain the current level for the ongoing hemophilia project in HIV/AIDS risk reduction, education and outreach, including self-help support group activities.

In last year's report, the Committee urged CDC to move forward on a hematologic diseases prevention program to reduce the complications, disability and death resulting from hemophilia and other bleeding disorders and requested CDC to assess its resource requirements to establish this program in fiscal year 1993. While the budget request provides some additional funding for this effort, the Committee intends that an additional \$2,000,000 be allocated within HIV prevention funds to ensure that CDC can move forward with this program initiative not only for surveillance activities but also for timely evaluation of therapeutic approaches, development of provider-patient training models in home care safety and preventive care, and consumer-based outreach approaches. Within the total designated for the hematologic program, \$1,000,000 is available to expand consumer-based outreach approaches, including peer and family-group approaches to reduce the complications, disability and death from bleeding disorders.

#### *Chronic and environmental disease prevention*

The bill includes \$66,510,000 for chronic and environmental disease prevention, a decrease of \$1,234,000 below the 1992 amount and \$433,000 below the Administration request. The program supports surveillance, epidemiology, and laboratory evaluation of environmental exposures and resulting illnesses, chronic disease, behavioral risk factors, and injuries. It also supports applied research to develop control and prevention programs; provision of epidemiologic, laboratory, and management consultation and training services to State and local health professionals; and development of laboratory techniques to test for the presence of hazardous substances.



# ANSWERS ABOUT AIDS

## THE PROBLEM

Many factors are hampering efforts to successfully combat the continued spread of HIV disease: (1) lack of uniform access to preventive healthcare education, (2) increasing incidence in socioeconomically disadvantaged populations, (3) budgetary constraints of federal, state and local governments, cutting back on preventive services.

## THE SOLUTION

**Mobilize the nations pharmacists and pharmacy locations as sources of information for HIV/AIDS education, prevention and treatment.**

## WHY PHARMACY ?

Until a vaccine or cure is found, education remains the primary preventive measure for HIV disease. Pharmacists are potential community resources for HIV disease information in the areas of early intervention, counseling and testing, treatment, and living with HIV disease. **Pharmacists' training and experience, as well as their positions in the community, makes them appropriate candidates for consideration for this role.**

Pharmacists enjoy a level of social trust generally only given to friends, neighbors, and relatives, and are considered to have high levels of integrity and technical competence. (1) In a recent Gallup Poll ranking 25 professions for honesty and ethics among its practitioners, two-thirds of those surveyed ranked pharmacists as the most respected of all professionals. (2) Not only are they trusted and respected, pharmacists are accessible in the communities where people live. Over 20,000,000 Americans visit pharmacy locations daily. On an annual basis pharmacists have over 1.5 billion patient contacts. Pharmacists have extended relationships with patients and are often the first and last health care provider seen during the course of an illness. Pharmacists might see a patient before illness develops or in the early stages of disease before a physician has been consulted. With 80 percent of all illnesses being chronic (3), pharmacists are likely to see patients for years due to extended treatments and countless prescription refills.

**Pharmacy Cont.**  
**(page 2.)**

Pharmacists also have the opportunity to provide new or reinforcing information to patients who have forgotten or "misremembered" their physicians' instructions. (4) It has been observed that pharmacists have "teachable moments" with patients (when the patients realize not only the consequences of a disease but also personal susceptibility). (5) During such "teachable moments" pharmacists have an opportunity to intervene with health promotion and disease prevention information.

As a group, pharmacists possess skills and training that make them well-suited for becoming HIV/AIDS information resources. For decades they have embraced the concept that they are responsible for counseling patients. (6) (7) Pharmacy schools stress counseling and patient education in their curricula and provide approximately four credit hours in communication skills. (8) Pharmacists today report they are spending time on patient education and counseling, and would like to spend even more time on these activities. (9)

No person who is sexually active---whether he or she is married or single, white or black, rich or poor, heterosexual or homosexual, young or old---is immune from the risk of infection. Since HIV/AIDS is an inclusive disease, and all populations are at risk, education and prevention programs need to be instituted in every rural, urban, and suburban community. With inadequate existing programs and limited resources, it makes sense to incorporate HIV/AIDS education and prevention information services into already existing organizations and structures like pharmacies.

It is believed that due to their numbers, accessibility, training, and reputation in the community, pharmacists are uniquely situated to become providers of important HIV/AIDS information to the public.

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# ANSWERS ABOUT AIDS

## FPCA / CDC PILOT PROJECT MEETS WITH SUCCESS

The Centers for Disease Control and Prevention (CDC) and leading pharmaceutical manufacturers funded an AIDS education pilot project with the FPCA. Thanks to a successful collaboration with many pharmacy, public health, and AIDS organizations, we successfully launched our AIDS education pilot program, "Facts From Your Pharmacist: Answers About AIDS."

Based in Alabama, this AIDS education project is designed to demonstrate and evaluate a national role for pharmacy locations and pharmacists in AIDS education.

To date, we have conducted consumer focus groups and a pre-assessment of 4,100 pharmacists. Over 800 pharmacists have participated in live AIDS educational seminars, which have been evaluated for their effectiveness. [see attachments]

We have recruited over 1,000 pharmacy locations to participate in the project. Participating pharmacy locations include Harco Drugs, Big -B, K&B, Wal-Mart, K Mart, Eckerd's, The Kroger Co., Winn-Dixie Stores, Jitney Jungle Stores of America, The Medicine Shoppe, and the Alabama Pharmacy Co-op, (representing 514 independent pharmacies). In addition, Revco, Thrifty, Pay less, CVS/People, Standard Drug, American Drug Stores and Rite Aid have expressed a willingness to participate in a national expansion.

The next step of our pilot program is to introduce the public education materials into participating pharmacies. These materials include a series of four comprehensive brochures for pharmacy customers. The four FPCA brochures are titled: "A Parents Guide to Talking About AIDS," "Information About Testing & Counseling," "Questions and Answers: Get The Latest Facts," and "How to Use and Talk About Condoms." Pharmacists will also be provided with a "How to Guide" for program implementation.

Based on the access communities have to pharmacy locations, a national expansion of our program would provide millions of citizens access to critical AIDS prevention and treatment information.



# ANSWERS ABOUT AIDS

## NATIONAL ROLL - OUT

Through collaboration with pharmacy organizations, chain and independent pharmacies, colleges of pharmacy, wholesale druggists, state pharmacy associations, pharmaceutical manufacturers, AIDS organizations, and state public health departments, we propose to utilize existing pharmacy infrastructure to implement a national AIDS program.

### PRINCIPAL PROJECT COMPONENTS

#### PHARMACISTS AIDS EDUCATION

Pharmacists will be educated (AIDS C.E.) through either live seminar or self study format. Based on a pre-assessment of pharmacists knowledge, attitudes, and practices, and consultation with pharmacy educators and AIDS experts, the FPCA developed and tested an AIDS training manual and live seminar training module for pharmacists. Pharmacists will receive training on topics such as: the pathophysiology of HIV/AIDS; drug treatments for HIV disease and related conditions; the psychosocial aspects of AIDS; prevention methods and strategies; issues of sexuality; and communication skills.

#### PUBLIC EDUCATION MATERIALS

Public education materials will be shipped to all participating pharmacy locations. The educational materials will include: A shipping box, a display rack, starter sets of each brochures, bag stuffers, one poster, one how-to guide, and one pharmacists AIDS reference/educational manual. The pharmacists AIDS reference/educational manual will be revised to include local resources for each state.

The educational materials will be translated and produced in the Spanish language for spanish-speaking communities.

We are currently working with the NWDA to establish distribution and fulfillment channels for our materials.

**National Rollout Cont.  
(page 2.)**

**PUBLIC AWARENESS**

National print, radio, and video public service announcements will be developed to inform the public of the availability of AIDS educational materials in pharmacy locations.

**MEDIA RELATIONS**

Media relations activities will be undertaken to coincide with the release of the program materials and public awareness campaign in each state.

**RESEARCH AND EVALUATION**

Appropriate research and evaluation of all relevant project components will be conducted. Basic evaluation will be conducted in each state.

**IMPLEMENTATION TIMELINE**

1993-94, for the 30 states that have the highest prevalence of HIV disease. 1993-95, for the second-tier states. Program scheduled to be sustained at least to the year 2000.

**PROGRAM COST**

**Congress is being asked to fund the cost of the public education materials. Pharmaceutical manufacturers are being asked to support the pharmacists training and administrative overhead.**

**CONCLUSION**

Pharmacy infrastructure is an invaluable national asset. Consumer access to pharmacy locations and pharmacists provide a medium for information exchange. Utilizing pharmacy infrastructure to manage the delivery of vital health information can provide education to millions of Americans.



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PHARMACISTS  
& CORPORATE AMERICA  
FOR AIDS EDUCATION

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Memorandum

To: The Honorable Donna E. Shalala  
Secretary of Health & Human Services

From: Nigel L. Gragg, President  
Foundation of Pharmacists & Corporate America for AIDS  
Education, (FPCA)

Pharmacists and pharmacy locations could provide diverse populations and communities easy access to vital information in the areas of prevention, treatment and living with HIV and AIDS. According to the Coalition for Consumer Access to Pharmaceutical Care, the equivalent of the entire American population enters a pharmacy weekly. On an annual basis pharmacists have over 1.5 billion patient contacts.

The Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) has developed a program to utilize pharmacies to reach Americans with vital AIDS information. "Facts From Your Pharmacist: Answers About AIDS," was created in collaboration with the Centers for Disease Control and Prevention (CDC), pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leaders. This public education program includes a series of HIV disease educational brochures for dissemination to pharmacy customers. Pharmacists also receive training regarding HIV and AIDS - - to equip them to answer questions from their customers.

The FPCA believes that incorporating HIV and AIDS information into already existing infrastructures such as pharmacies, providing accessible information to millions of Americans, could be an effective and affordable component of a national AIDS education program.

I look forward to our meeting.



OK  
/

**THE FOUNDATION OF  
PHARMACISTS  
& CORPORATE AMERICA  
FOR AIDS EDUCATION**

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July 13, 1993

Kristine Gebbie, R.N.  
National AIDS Policy Coordinator  
U.S. Department of Health & Human Services

Dear Ms. Gebbie:

Dr. Jocelyn Elders recommended that I meet with you regarding an outstanding public-private HIV/AIDS education partnership involving the CDC, pharmacists and pharmacy locations, which can play a critical role in confronting the AIDS crisis in America.

The Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) has developed a program to utilize pharmacies to reach millions of Americans with vital AIDS information. "Facts From your Pharmacist: Answers About AIDS," was created in collaboration with the CDC, pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leaders. This public education program includes a series of HIV disease educational brochures for dissemination to pharmacy customers. Pharmacists also receive training regarding HIV and AIDS - - to equip them to answer questions from their customers.

Pharmacists and pharmacy locations could provide diverse populations and communities easy access to essential information in the areas of prevention, treatment and living with HIV and AIDS. Over 25 million Americans visit pharmacy locations daily. On an annual basis pharmacists have over 1.5 billion patient contacts. The free access Americans have to pharmacists and pharmacy locations provides an excellent opportunity for information exchange.

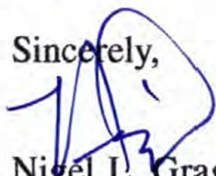
K. Gebbie  
Page 2.

President Clinton has committed this administration to the establishment of an effective national AIDS education program. You have spoken eloquently to the urgent and vital need to establish an effective and accessible AIDS education program in the U.S. The House Appropriations Committee in 91, 92 and this year has been supportive of a pharmacy based AIDS education program.

My own experience as a pharmacist leads me to believe that the utilization of pharmacy locations and pharmacists to provide communities meaningful access to AIDS education could be an effective and affordable component of a national AIDS education program.

In our meeting, I hope to secure your support so that this pharmacy-based approach to AIDS education and prevention can be applied throughout the country, while sustaining the public-private sector partnership.

Sincerely,

A handwritten signature in blue ink, appearing to read 'N. Gragg', written over the word 'Sincerely,'.

Nigel L. Gragg, R.Ph.  
President

cc: Dr. J. Elders



EDOLPHUS "ED" TOWNS  
MEMBER OF CONGRESS  
10TH DISTRICT, NEW YORK

ENERGY AND COMMERCE  
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AND COMPETITIVENESS

GOVERNMENT OPERATIONS  
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NATURAL RESOURCES  
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HUMAN RESOURCES AND  
INTERGOVERNMENTAL RELATIONS

Congress of the United States  
House of Representatives  
Washington, DC 20515-3210

June 7, 1993

WASHINGTON OFFICE  
SUITE 2232  
RAYBURN HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515-3210  
(202) 225-5938

BROOKLYN OFFICES:  
545 BROADWAY, 2D FLOOR  
BROOKLYN, NY 11206-2962  
(718) 387-8698  
16 COURT ST., SUITE 1505  
BROOKLYN, NY 11241  
(718) 855-8018

Hon. William Natcher  
Chairman  
Subcommittee on Labor, Health  
And Human Services, Education  
2358 Rayburn House Office Bldg  
Washington, D.C. 20515

Dear Mr. Chairman:

Over the past years, your Subcommittee has acknowledged in report language the potential for using pharmacists and pharmacies as community resources for AIDS and HIV information and education. As you approach the FY 94 budget requests, we urge you to review the program that has been developed by the Centers for Disease Control and Prevention (CDC) and the Foundation of Pharmacists & Corporate America for AIDS Education (FPCA).

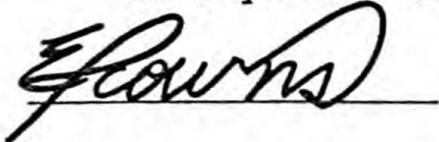
The FPCA pilot program, "Facts From Your Pharmacist: Answers About AIDS", has been launched in Alabama. This program is a public education campaign which includes a series of comprehensive AIDS education brochures for dissemination to pharmacy customers. Pharmacists also receive HIV/AIDS training to equip them to answer questions from their customers.

We are very encouraged by this cooperative effort involving an alliance of public health experts, pharmacies and pharmacists to assist in combating HIV and AIDS at the neighborhood level. Incorporating HIV/AIDS education and prevention information into already existing organization and structures like pharmacies could provide local communities easy access to life-saving information.

Pharmacists are accessible in the communities where people live. Over 20 million Americans visit pharmacy locations daily. The role of the pharmacist includes dissemination of health information, counseling, and reinforcement, as well as continued contact due to return visits, visibility and accessibility in the community.

As you evaluate activities for FY 94, we would hope that every effort would be made to determine if this pharmacy-based approach to AIDS education and prevention can be applied throughout the country.

Thank you for consideration of this matter.



Hon. William Natcher

June 7, 1993

Page 2

Tom Beville

T. Beville

R. de Hugo

R. de Hugo

Jim McDermott

J. McDermott

Donald M. Payne

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C. Meeks

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J. Lewis

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E. Norton

E. Norton

W. Hefner

W. Hefner

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Bill K. Brewster

B. Brewster

BILL K. BREWSTER

3D DISTRICT  
OKLAHOMA

WAYS AND MEANS  
COMMITTEE



PATRICK J. RAFFANIELLO  
CHIEF OF STAFF  
TAX COUNSEL

1727 LONGWORTH HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515-3603  
(202) 225-4565  
FAX: (202) 225-9029

# Congress of the United States

## House of Representatives

Washington, DC 20515-3603

July 28, 1993

Ms. Kristine Gebbie, R.N.  
National AIDS Policy Coordinator  
The White House Domestic Policy Office  
Washington, DC 20500

Dear Ms. Gebbie:

We have been made aware that you will be meeting with Nigel Gragg, President, Foundation of Pharmacists & Corporate America for AIDS Education (FPCA) on August 4th. We want to inform you of our support for the FPCA program, an outstanding public/private HIV/AIDS education partnership involving the CDC, pharmacists and pharmacy locations, which can play a critical role in confronting the AIDS crisis in America.

The FPCA has developed a program to utilize pharmacies to reach millions of Americans with vital AIDS information. "Facts From your Pharmacist: Answers About AIDS." was created in collaboration with the CDC, pharmaceutical manufacturers, chain and independent pharmacies, pharmacists, colleges of pharmacy, wholesale druggists, state and national pharmacy associations, AIDS organizations, public health experts, and Congressional leadership. This public education program includes a series of HIV disease educational brochures for dissemination to pharmacy customers. Pharmacists also receive training regarding HIV and AIDS in order to equip them to answer questions from their customers.

President Clinton has committed this administration to the establishment of an effective national AIDS education program. The House Appropriations Committee in 91, 92, and this year has been supportive of a pharmacy-based AIDS education program. You have spoken of the urgent and vital need to establish an effective and accessible AIDS education program in the US. The free access Americans have to pharmacists and pharmacy locations provides an excellent opportunity for information exchange. Utilization of pharmacy locations to give communities and diverse populations meaningful access to AIDS education could be an effective and affordable component of a national AIDS education program.

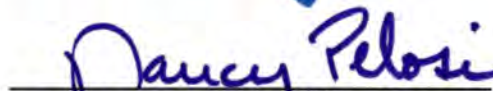
With this in mind, we and several of our colleagues, support the FPCA program. We look forward to working with you to determine how this pharmacy-based approach to AIDS education and prevention can be applied throughout the country, while sustaining the public/private sector partnership.

Thank you for your attention to this matter.

  
Bill K. Brewster, M.C.

  
Rep. Kweisi Mfume, M.C.

  
Rep. John Lewis, M.C.

  
Rep. Nancy Pelosi, M.C.