

# ANCO FAX News

Association of Northern California Oncologists  
Post Office Box 151109, San Rafael, California 94915-1109  
Voice: (415) 472-3960 • FAX: (415) 472-3961  
ExecDir@anco-online.org • www.anco-online.org

Vol. 6, No. 14

July 20<sup>th</sup>, 2007

## INTRODUCTION

The *ANCO FAX News* focuses on ANCO's core activities—advocacy, clinical and professional education, membership benefits, and *Association* news. While membership mailings, FAX broadcasts, and ListServ postings continue, the *ANCO FAX News* summarizes this information in a regular forum of important news to members. Contact the ANCO office for additional information regarding any item published in the *ANCO FAX News* or to contribute items.

The *ANCO FAX News* is sent to member practices (via FAX) and Corporate Member contacts (via e-mail). The next regular *ANCO FAX News* will be published on August 3<sup>rd</sup>. Comments on and contributions to the *ANCO FAX News* are always welcome and encouraged at ANCO, P.O. Box 151109, San Rafael, CA 94915-1109; Voice: (415) 472-3960; FAX: (415) 472-3961; ExecDir@anco-online.org.

## ADVOCACY

[*Editor's Note:* ANCO meets regularly with national, regional, and statewide organizations to discuss issues of importance to hematology/oncology practices and people living with cancer. We continually seek input from members on agenda items for these meetings. Send your issues to the ANCO office.]

### *ACCC, ASCO, ASH, and National Legislative & Regulatory Issues*

[*Editor's Note:* ANCO is a member of the *Association of Community Cancer Centers* (ACCC) and a state/regional affiliate of the *American Society of Clinical Oncology* (ASCO).

ANCO and the *American Society of Hematology* (ASH) share information with members. We regularly participate with these organizations on matters of national importance to cancer care.]

*Representatives Edolphus Towns, Ralph Hall, and Edward Whitfield have introduced Revision of Payment Methodology for Drugs and Biologicals* (HR3011) that will refine the Medicare drug reimbursement system to ensure that critical chemotherapy drugs remain available to cancer patients. Specifically, the

**There is information in the  
ANCO FAX News  
for every member of your practice  
or organization.  
Pass it along!**

- Physician Members
- Nurses & Office Managers
- Office Staff
- Colleagues & Representatives

The *Association of Northern California Oncologists* (ANCO) is an association of hematologists/oncologists dedicated to promoting high professional standards of cancer care by providing a forum for the exchange of ideas, data, and knowledge. The material contained in the *ANCO FAX News* is intended as general information for ANCO members. Because diagnostic, treatment, contracting, coding, and billing decisions should be made on a case-by-case basis, any such information contained in the *ANCO FAX News* may not apply in any given situation. Members are encouraged to contact their own consultants or advisors to obtain specific advice on matters relating to contracting, coding, and billing. The information contained in the *ANCO FAX News* should not be used as a substitute for such advice.

legislation would:

- Grant authority to CMS to increase payment amounts for oncology drugs when the reimbursement level equal to 106% of the *Average Sales Price* (ASP) does not cover the generally available price of the drugs. For many practices, the fact that “underwater” drugs are reimbursed by Medicare for less than the purchase amount could hinder their ability to provide long-term quality care to all of the patients who need treatment.
- Exclude prompt-pay discounts offered to wholesalers and distributors in the calculation of ASP, on which the payment rate is based. These discounts are not passed onto the practices and therefore artificially lower the ASP for chemotherapy drugs.

ASCO believes that this legislation provides a practical benefit to oncology practices and will continue working with *Representatives* Towns, Hall, and Whitfield and other supporters on *Capitol Hill* and within the cancer community toward that end. ASCO urges others in the cancer community who share this vision to contact your *Representative* in support of this bill.

The *Access to Medicare Imaging Act of 2007* (HR1293/S1338) seeks a two-year moratorium on the substantial Medicare reductions to in-office imaging included in the *Deficit Reduction Omnibus Reconciliation Act of 2005* (DRA) by delaying the DRA imaging cuts for two years while the *Government Accountability Office* (GAO) conducts a study on the effects of the cuts on Medicare beneficiaries. The *Access to Medical Imaging Coalition* (ACCC, ASCO, *American Society for Therapeutic Radiology and Oncology*, *DMS Imaging*, *US Oncology*) recently released a report from *The Moran Company* analyzing the impact of the DRA imaging cuts and concluding that the DRA imaging reductions would cause total reimbursement for imaging services in physician offices and imaging centers to fall 18-19% below total reimbursement for similar services provided in hospital outpatient departments.

The *Comprehensive Cancer Care Improvement Act of 2007* (HR1078) addresses the need for a comprehensive summary of a patient’s treatment history to help physicians and patients in their transition from treatment to survivorship and to provide physicians with the resources needed to treat patients with quality cancer care. It would establish a new Medicare service for comprehensive cancer planning through the continuum of care. ASCO is developing disease-specific templates for treatment care summaries and survivor care plans. A template for colon cancer is available on ASCO’s website at [www.asco.org](http://www.asco.org) (Quality Care & Guidelines > Quality Measurement & Improvement > Chemotherapy Treatment Summary). Please contact your *Representatives* and urge them to support HR1078.

**CMS has released its notice of proposed changes in the Medicare physician fee schedule for 2008.** The proposal will be open for comment through Friday, August 31<sup>st</sup>. ASCO is analyzing the proposed rule and will be submitting detailed comments to CMS. Here is a brief summary of provisions affecting oncologists (with a more detailed summary available on the ASCO website):

- **Reduction in Physician Conversion Factor.** The notice announces the estimated 9.9% reduction in the Medicare physician conversion factor for 2008. In order to avert this cut, *Congress* would need to take legislative action. ASCO is working actively with the AMA to achieve a reversal of this scheduled payment cut.
- **Intravenous Immune Globulin.** CMS is proposing to continue through 2008 the add-on payment for “preadministration-related services” for IVIG. The add-on payment would be continued in 2008 at the same amount as in 2007.
- **Off-Label Coverage & Drug Compendia.** If a use of a drug in a chemotherapy regimen is listed in the *USP-DI* or the *American Hospital Formulary Service*, Medicare is required to cover the use even if it has not been approved by FDA. CMS is asking for

comment on a process to add new compendia to the recognized list or remove current compendia from the list.

- **Physician Quality Initiative for 2008.**

CMS has proposed continuing the *Physician Quality Reporting Initiative* into 2008. For 2008, quality measures would be limited to measures adopted by the *National Quality Forum* (NQF) or the *AQA Alliance*. CMS is proposing to continue use of the 2007 oncology-related measures, provided that they are endorsed by the NQF by November 15<sup>th</sup>. CMS estimates that the bonus payment in 2008 would again be approximately 1.5%.

- **Reporting of Anemia Quality Indicators.**

The proposal implements recent legislation requiring that claims submitted to Medicare for the treatment of anemia in patients undergoing cancer treatment must include information on the patient's hemoglobin or hematocrit, beginning in 2008.

- **Changes in Physician Work Values.**

CMS is revising the relative values for various non-oncology services and procedures. Under the fee schedule, increased payments for some codes due to relative value changes must be offset by reductions in the relative values for the other codes. CMS estimates that Medicare payments to hematologists and oncologists will decline an average of 1% in 2008 as a result of these changes.

- **Calculation of Average Sales Price (ASP).**

CMS has for the first time issued instructions to drug manufacturers on how to calculate ASP in the case of "bundled" pricing arrangements. CMS is proposing that the total amount of price concessions should be allocated to the various products involved in proportion to the sales of each drug sold under the bundled arrangement.

- **Other Issues.** The proposed rule also discusses changes to the *Competitive Acquisition Program for Drugs and Biologicals* (CAP), Stark self-referral regulations, and transmission of Medicare Part D prescriptions.

**Senators Kent Conrad and Thad Cochran are circulating a letter addressed to CMS expressing their concerns over the proposed *National Coverage Determination* (NCD) on erythropoiesis stimulating agents (ESAs).** The *Senators* note that they share the concerns of many clinicians, researchers, and patients about the potentially detrimental effect of the NCD on patient care. "ESA treatments play an important role in helping beneficiaries cope with the debilitating side effects of chemotherapy treatments," they note. "We are concerned that the proposed NCD would significantly limit access to these therapies and require many Americans with cancer to manage their chemotherapy-related anemia through regular blood transfusions, which would diminish both their quality of care and quality of life." A similar letter is also circulating in the *House*. **ANCO urges members to contact *Senators* Boxer and Feinstein and ask them to sign on to the Conrad/Cochran letter to CMS about the proposed NCD.**

One year after stating it would reconsider its policy for coverage of routine patient care costs in clinical trials, CMS issued a new policy that, for the time being, maintains the *status quo*, with two minor changes. In its recent *Decision Memorandum for the Clinical Trial Policy*, CMS described two modifications to the policy established in 2000. First, an investigational item used in a clinical trial will be covered under the revised policy if that item would be "otherwise covered outside of the clinical trial." Second, certain items will be covered if offered in a clinical trial that meets the standards for "coverage with evidence development (CED)." The items and services that will be covered under a CED trial are those for which there is some evidence of medical benefit but insufficient evidence to support a Medicare coverage decision. At the same time it announced the *Decision Memorandum*, CMS also stated it is reopening reconsideration of the clinical trials policy. CMS indicates that it will soon release a new proposed *National Coverage Determination*, as well as proposed changes to related regulations. ASCO will continue to keep members informed of this important issue as it proceeds.

**CMS's Physician Quality Reporting Initiative (PQRI)** establishes a financial incentive for eligible professionals to participate in a voluntary quality-reporting program. Eligible professionals who successfully report a designated set of quality measures on claims for dates of service from July 1<sup>st</sup> to December 31<sup>st</sup>, 2007, may earn a lump sum bonus payment in early 2008, subject to a cap, of 1.5% of total allowed charges for covered Medicare physician fee schedule services. You do not need to enroll to participate in the program. You must report the appropriate quality measure data on claims using G-codes and/or CPT codes. For complete information on PQRI, including a User Guide, Tool Kit for successful reporting, beneficiary letters, FAQs, and presentation materials from recent national provider calls, visit [www.cms.hhs.gov/PQRI](http://www.cms.hhs.gov/PQRI).

**CMS's Doctor's Office Quality Information Technology University (DOQ-IT U) supports health information technology (HIT) in physicians' offices.** DOQ-IT U is an interactive, Web-based tool designed to provide solo and small-to-medium sized physician practices with the education for successful HIT adoption. For more information, visit the DOQ-IT U website at [elearning.qualitynet.org](http://elearning.qualitynet.org).

**ANCO and ASCO continue to work towards ensuring that people with cancer have access to quality cancer care in the community.** Practice resources are available at [www.anco-online.org](http://www.anco-online.org) and [www.asco.org/mma](http://www.asco.org/mma), including:

- ASCO's *Adapting to Changes in Medicare 2007* PowerPoint presentation.
- The July 2007 quarterly update for the *Average Sales Price (ASP) Medicare Part B drugs pricing file*.

Members may also call/e-mail ASCO's billing and coding hotline at (703) 299-1054/[practice@asco.org](mailto:practice@asco.org) for up-to-date information on changes in coding for drug administration services, as well as billing and payments for drugs.

## **CMA, MOASC, and State Legislative & Regulatory Issues**

[Editor's Note: ANCO and the *Medical Oncology Association of Southern California* (MOASC) are members of the *California Medical Association's* (CMA) *House of Delegates* and *Council on Legislation*. ANCO and MOASC coordinate advocacy activities in California.]

**Noteware Government Relations** represents ANCO (and MOASC) in Sacramento. They report:

- The *Speaker of the Assembly* and *Pro Tem of the Senate* amended AB8 to reflect their plan on a universal health care coverage proposal. To pay for the new program, AB8 assesses a 7.5% fee on employers. Unlike the *Governor's* proposal, there is no fee on doctors, hospitals, or employees. AB8 allows the state to raise the percentage on employers in order to keep the program solvent and there is a guarantee issue provision. The guarantee issue element is established through a high-risk pool (established through AB8's companion bill, AB2, and funded by the state's health plans). If passed, AB8 would go into effect in 2010.

The *California Oncology Political Action Committee* (or CalCancerPAC), formed by ANCO and MOASC, supports candidates sensitive to the needs of hematologists/oncologists and people living with cancer in California. ANCO membership dues include a contribution to CalCancerPAC.

CMA's 2007 *California Physician's Legal Handbook* is even more comprehensive than prior editions and comes in two formats: (1) a print version in an easy-to-handle soft cover binding, with a separate volume containing the Table of Contents and five indices (subjects, laws, forms, websites, and court cases), or (2) a fully searchable and hyperlinked CD-ROM, which contains all the contents of the print version, as well as interactive forms and sample letters physicians can customize using their word processing programs and hyperlinks to Findlaw for access to the cited court cases. Order online via the CMA Bookstore at [www.cmanet.org/bookstore/product.cfm?catid=3&productid=163](http://www.cmanet.org/bookstore/product.cfm?catid=3&productid=163).

**CMA has published a new toolkit to train physician office personnel in proper billing and collections procedures.** The toolkit, *Back to Basics: A Step-by-Step Guide to Maximizing Your Cash Flow*, is designed to help members become more successful in their practices by teaching physicians and their office staff how to gain greater control of the practice's bottom line, increase revenue while decreasing days in A/R, identify common pitfalls of the billing and collections process, monitor payor compliance with contract terms, develop skills to effectively and efficiently manage collections, and foster positive working relationships. To order, visit [www.calphys.org/html/cc386.asp](http://www.calphys.org/html/cc386.asp) or call (800) 882-1262. This new toolkit joins two previous toolkits, *Taking Charge: Steps to Evaluating Relationships and Preparing for Negotiations* and *Getting Paid: Strategies to Maximize Reimbursement*.

### **NHIC/Medicare, DHS/MediCal, & Private Payors**

*[Editor's Note: ANCO communicates regularly with National Heritage Insurance Company (NHIC) that administers Medicare in California and the Department of Health Services (DHS) that administers MediCal in California.]*

**NHIC/Medicare has published new billing guidelines for ESAs.** Visit [www.medicarenhic.com/cal\\_prov/articles/esaguidelines\\_0707.pdf](http://www.medicarenhic.com/cal_prov/articles/esaguidelines_0707.pdf) for the new guidelines.

**In October of 2006 NHIC/Medicare instituted the policy of paying for IV iron for "anemia in patients with cancers, including those who are receiving chemotherapy and/or radiation therapy with or without erythropoietin therapy"** (see [www.medicarenhic.com/cal\\_prov/articles/irontherapy\\_1006.htm](http://www.medicarenhic.com/cal_prov/articles/irontherapy_1006.htm)). The preparations that are covered are sodium ferric gluconate complex in sucrose injection (J2916) and iron sucrose (J1756). This policy became effective October 1<sup>st</sup>, 2005. Claims may still be submitted for payment with a date of service after October 5<sup>th</sup>, 2005 through December 31, 2007. However, any claims submitted with a date of service before October 5<sup>th</sup>, 2005 will be denied.

**Changes in the enrollment process over the years have caused some differences between the**

**NPI and Medicare identification number assignment process. This may require some providers to complete an 855I enrollment form in order for their NPI and Medicare numbers to match.** Providers particularly affected by the changes include solo incorporated practitioners (Professional Corporations, LLC, Professional Associations, Corporations) and group practices. For complete information, visit [www.medicarenhic.com/cal\\_prov/articles/npinotice\\_0707.pdf](http://www.medicarenhic.com/cal_prov/articles/npinotice_0707.pdf). If you need assistance in determining if you need to complete the enrollment form, you may call NHIC/Medicare Customer Service at (877) 527-6613.

**Health care providers are required by law to apply for a National Provider Identifier (NPI).** At this point, any covered entity that is noncompliant, and has not implemented a contingency plan, is at risk for enforcement action. For complete information, visit [www.cms.hhs.gov/NationalProvIdentStand](http://www.cms.hhs.gov/NationalProvIdentStand). To apply for an NPI online, visit [nppes.cms.hhs.gov](http://nppes.cms.hhs.gov) or call the NPI enumerator to request a paper application at (800) 465-3203. NHIC/Medicare urges all physicians and providers to obtain their NPI and begin using it. If you wish to test your EDI transmissions with the NPI, please contact the EDI Department at (213) 593-6950 or (530) 634-7024 and they will be happy to work with you.

The *Medicare B Resource (June 2007)* is available online at [www.medicarenhic.com/news/provider\\_news/mbr\\_jun07.pdf](http://www.medicarenhic.com/news/provider_news/mbr_jun07.pdf).

Visit [www.medicarenhic.com/cal\\_prov/updates.shtml](http://www.medicarenhic.com/cal_prov/updates.shtml) to learn the latest information (updated weekly) from NHIC/Medicare.

**DHS/MediCal has informed ANCO that a new coverage policy for oxaliplatin is in process effective with provider notification in the monthly Provider Bulletin.** Oxaliplatin will be covered for metastatic advanced colorectal cancer and metastatic advanced gastric cancer. The use of this drug for first line therapy will be allowed for both diseases.

## EDUCATION

[*Editor's Note:* ANCO organizes clinical and professional education meetings throughout the year and throughout Northern California.]

### ***ANCO 2007 Annual Meeting: Be Prepared!***

ANCO's 2007 *Annual Meeting: Be Prepared!* took place on Friday, June 29<sup>th</sup>-Saturday, June 30<sup>th</sup>, at the *Hyatt Vineyard Creek Hotel & Spa* in Santa Rosa. This meeting provided participants with the tools and information to take on the management, technological, and clinical challenges facing oncology practice in the years to come. Meeting materials are available at [www.anco-online.org/annmtg2007.html](http://www.anco-online.org/annmtg2007.html). A limited number of printed syllabi are available from the ANCO office upon request.

### ***Washington Update: Legislative/Regulatory Impact on Oncology Practice***

This meeting, with Joseph Bailes, M.D., took place on July 19<sup>th</sup> in advance of ASCO's *Best of ASCO* in San Francisco. Dr. Bailes provided a comprehensive update on current legislative and regulatory initiatives impacting oncology practice. A copy of Dr. Bailes's presentation is available at [www.anco-online.org/bailes2007.html](http://www.anco-online.org/bailes2007.html).

### ***Oncology Congress***

ANCO is partnering with the *Oncology Congress* taking place on September 6-9<sup>th</sup> at the *Hilton San Francisco*. *Oncology Congress* is intended to bridge the current gaps in the dissemination of treatment information to practicing oncologists. It will present comprehensive, practical information focused on patient care. Developed by a diverse board of advisors (including ANCO members Sandra Horning, M.D., and Alan Venook, M.D.), *Oncology Congress* focuses on current research findings and their impact on clinical practice, as well as strategies for treating a wide range of cancers. This program encourages peer-to-peer interaction and debate. ANCO has negotiated discount registration fees for physician members (and their nurses). Use priority code SP6 when registering at [www.oncologycongress.com](http://www.oncologycongress.com). Among the ANCO members featured at *Oncology Congress* will be

Jonathan Berek, M.D., Emily Bergsland, M.D., Richard Hoppe, M.D., Sandra Horning, M.D., Quynh-Thu Le, M.D., Hope Rugo, M.D., and Alan Venook, M.D.

### ***ASCO's 2007 Breast Cancer Symposium: Integrating Emerging Science into Clinical Practice***

Registration and housing reservations are now open for ASCO's 2007 *Breast Cancer Symposium* at the *San Francisco Marriott*, September 7-8<sup>th</sup>. This groundbreaking event will include presentations about the latest multidisciplinary research and will also feature topical education sessions. The *Symposium* will provide attendees an opportunity to engage in clinically relevant, in-depth discussions of the science most likely to have a lasting effect on the treatment of breast cancer. Co-sponsored by the *American Society of Breast Disease*, *American Society of Breast Surgeons*, ASCO, *American Society for Therapeutic Radiology and Oncology*, and *Society of Surgical Oncology*, the *Symposium* will present oncologists with the most relevant and timely information they need to provide high-quality care to patients with breast cancer, as well as to increase the amount of "cross talk" among practitioners and scientists in the field. Visit [www.asco.org/meetings](http://www.asco.org/meetings) for more information and to register.

### ***Electronic Health Records: 2007 Oncology Symposium***

In recognition of the growing importance of electronic health record (EHR) technology, ASCO is pleased to sponsor a new educational event designed to help attendees make decisions about selecting and implementing EHRs. *Electronic Health Records: 2007 Oncology Symposium* will be held on September 19-20<sup>th</sup> in Dallas. The deadline for early registration is August 24<sup>th</sup>. The symposium will help practitioners overcome the challenges of selecting and implementing an EHR product. Didactic sessions will be offered on such topics as improving office efficiency, the role of the health information technology physician champion, measuring the return on EHR investment, and workflow process redesign. Participants will also be able to explore specific EHR products during

hands-on demonstrations in a controlled environment. The event will also feature an innovative *Vendor Challenge*, during which several EHR vendors will walk through a timed patient encounter in front of a live audience. Visit [www.asco.org/ehr](http://www.asco.org/ehr) for more information and to register.

### ***Additional Education Meetings***

Other meetings of possible interest to ANCO member practices are:

July 25<sup>th</sup>

*Colorectal Cancer: Report from the 2007 ASCO Annual Meeting*

CancerCare

Telephone Education Workshop

July 26<sup>th</sup>

*Medical Update on Lung Cancer from the 2007 ASCO Annual Meeting*

CancerCare

Telephone Education Workshop

August 15<sup>th</sup>

*Emerging Treatments for Mantle Cell Lymphoma*

CancerCare

Telephone Education Workshop

August 22<sup>nd</sup>

*Communicating with Your Doctor About Adjuvant Treatment for Colorectal Cancer*

CancerCare

Telephone Education Workshop

September 7-9<sup>th</sup>

*From Research to Action: Breaking New Ground*  
California Breast Cancer Research Program  
Los Angeles

September 19<sup>th</sup>

*Caring for Your Bones When You Have Prostate Cancer*

CancerCare

Telephone Education Workshop

September 27<sup>th</sup>

*Role of Culture in Medical Decisions: Provider and Patient Perspectives*

Northern California Cancer Center

South San Francisco

September 30<sup>th</sup>-October 3<sup>rd</sup>

*27<sup>th</sup> Annual Oncology Nurses Symposium*

Scripps Cancer Center  
San Diego

Please contact the ANCO office for more information about these meetings.

## **MEMBERSHIP RESOURCES & BENEFITS**

*[Editor's Note: All ANCO members are also eligible for several tangible benefits.]*

### ***ANCO On-Line***

ANCO's independent website at [www.anco-online.org](http://www.anco-online.org) features:

- a general description and introduction to the *Association*, its activities, leadership, and membership benefits.
- advocacy information (including ANCO and ASCO Medicare resources).
- clinical and professional education meeting announcements and distributed materials.
- survey reports, publications, ListServ.
- clinical trials information.
- links to affiliated organizations.
- updated physician, nurse, manager, and patient resources.

### ***Benefits***

ANCO continues to seek ways to make membership more beneficial. The *Board* identifies, reviews, and approves of additional membership benefits. In addition to the benefits derived from its advocacy, educational, and information dissemination activities, ANCO members may also benefit from several tangible benefits from a number of vendors, including:

- ***California Oncology Consortium (COC) Group Purchasing Organization (GPO)***. The COC GPO has preferred vendor agreements and discounted pricing with *International Oncology Network (ION)/Oncology Supply (OS)*, *McKesson Specialty Oncology Services* (formerly *National Oncology Alliance* or NOA), and OTN/Onmark. Contact your local ION/OS (Doug Storer at (650) 219-9282 or

douglas.storer@iononline.com; or Paul Sullivan at (602) 391-9166 or paul.sullivan@iononline.com), McKesson/NOA (Scot Wagner at (866) 466-2462 or swagner@noainc.com; or Patrick Walsh at (415) 793-8736 or patrick.walsh@mckesson.com), or OTN/Onmark (Jennifer Semanik at (415) 497-2750 or Tony Policani at (509) 995-0280 or anthony.policani@otnnet.com; or Monique Weston at (650) 871-2108 or monique.weston@onmarkservices.com) for more information.

- **IntrinsiQ's IntelliDose Discount Program** makes *IntelliDose*, a clinical oncology software solution, available to ANCO members at a reduced price. Contact Louis Diodoro at *IntrinsiQ* directly at (800) 565-2279, x504 or louis.diodoro@intrinsiq.com for more information about *IntrinsiQ Research* and *IntelliDose* or visit [www.intrinsiq.com](http://www.intrinsiq.com).

- **Oncology Pharmaceutical Services (OPS)**, a division of *US Oncology*. Contact Sean Taylor at (415) 235-4673 or sean.taylor@usoncology.com for more information.

ANCO and *International Oncology Network (ION)* will present a webcast on physician dispensing on Thursday, July 26<sup>th</sup> at 12:30PM. To participate in this webcast, go to [www.readytalk.com](http://www.readytalk.com), enter access code 8433432, and call (866) 740-1260. Prior to the webcast, visit [www.readytalk.com](http://www.readytalk.com) and click on Browser Check to test your computer to ensure that you may view the webcast with your current computer settings.

ANCO and *McKesson Specialty Oncology Services* have agreed to make OncoEMR, an oncology-specific Web-based electronic medical record, available to ANCO members at a significant discount. For more information about OncoEMR, please contact your McKesson/NOA representative.

Onmark presents *Emerging Trends in Patients with MDS on July 23<sup>rd</sup>*. Expert dialog on key considerations in the treatment of MDS in the community practice setting and a case study will

be discussed by Guillermo Garcia-Manero, M.D. Topics will include updates on recently approved therapies for MDS, patient evaluation plan design, MDS therapeutic algorithm, and case studies. In addition, *Onmark presents A Treatment Continuum in mCRC: A Strategic Approach to Extend Survival on July 31<sup>st</sup>*. Enroll for these informative clinical events at [onmarkevents.webex.com/onmarkevents](http://onmarkevents.webex.com/onmarkevents).

A replay of the *Introduction to OPS* webcast is available at [www.opspharmacist.com/ancowebcast](http://www.opspharmacist.com/ancowebcast).

## ASSOCIATION NEWS

### Board of Directors

The ANCO *Board of Directors* meets regularly by teleconference and occasionally in person to discuss issues affecting the *Association*, clinical and professional education, and ways to better serve the membership. *Board* meetings are open to individual physician members. Please call José Luis González, *ANCO Executive Director*, at (415) 472-3960 if you wish to participate in a future meeting.

### Individual Member News

*The ANCO Directory of Members 2007* was published and mailed to ANCO physician members; nurse and office manager contacts; and, Corporate Member representatives at the end of June 2007. Additional copies are available from the ANCO office upon request. Please verify your *Directory* entry and contact the ANCO office with any corrections, additions, and/or deletions. The next *Directory* will be published in June 2008.

The following update(s) to the *Directory* should be inserted in the appropriate location(s):

### ALPHABETICAL DIRECTORY OF PHYSICIAN MEMBERS

Fred Dirbas, M.D.

Stanford University Medical Oncology  
875 Blake Wilbur Drive, MC5655  
Stanford, CA 94305  
Telephone: (650) 725-5672  
[dirbas@stanford.edu](mailto:dirbas@stanford.edu)

**John A. Hayward, M.D.**

**Fred S. Marcus, M.D.**

2940 Whipple Avenue, Suite B  
Redwood City, CA 94062  
Contact(s): *Sherri Garoutte, R.N.*  
Telephone: (650) 216-8300  
FAX: (650) 216-8401  
*fmasherri@aol.com*

**H. Michael Moyses, M.D.**

Valley Medical Oncology Consultants  
5725 West Las Positas Boulevard,  
Suite 100  
Pleasanton, CA 94588  
Contact(s): *Tawnya Montoya*  
*Christine Raymond, R.N.*  
Telephone: (925) 734-8130  
FAX: (925) 225-9520  
*mikemoyses@hotmail.com*

**Paul A. Volberding, M.D.**

VAMC 111  
4150 Clement Street  
San Francisco, CA 94121  
Telephone: (415) 750-2037  
FAX: (415) 750-2182  
*paul.volberding@med.va.gov*

### ALPHABETICAL DIRECTORY OF NURSE & OFFICE MANAGER CONTACTS

**Sherri Garoutte, R.N.**

2940 Whipple Avenue, Suite B  
Redwood City, CA 94062  
Telephone: (650) 216-8300  
FAX: (650) 216-8401  
*fmasherri@aol.com*

**Sheldon Josephs**

Sacramento Center for  
Hematology & Medical Oncology  
2800 L Street, Suite 300  
Sacramento, CA 95816  
Telephone: (916) 454-6700  
FAX: (916) 454-6714  
*sheldon.josephs@usoncology.com*

### *Institutional Member News*

ANCO thanks the following **Institutional Members** for their support:

- *Stanford University Medical Oncology*

- *University of California, Davis, Cancer Center*
- *University of California, San Francisco*

For information on **continuing medical education meetings organized by our Institutional Members**, please visit:

- [med.stanford.edu/seminars/cme-all.jsp?qcme=on](http://med.stanford.edu/seminars/cme-all.jsp?qcme=on)
- [www.ucdmc.ucdavis.edu/cme/conferences](http://www.ucdmc.ucdavis.edu/cme/conferences)
- [www.cme.ucsf.edu/cme/index.aspx?Display=Date](http://www.cme.ucsf.edu/cme/index.aspx?Display=Date)

Stanford's **GI Cancers** takes place at the *Mauna Lani Bay Resort* on the Kohala Coast, Hawaii, on October 18-20<sup>th</sup>. This three-day national conference will bring together leading experts in the fields of gastroenterology and radiation oncology to highlight advances in the diagnosis and treatment of advanced gastrointestinal cancers. Visit [www.cme.stanfordhospital.com](http://www.cme.stanfordhospital.com) for more information.

UCD's **8<sup>th</sup> Annual Advances in Oncology** takes place at the *Hyatt Regency* in Sacramento on October 20<sup>th</sup>.

***Simply the Best: The Bonnie J. Addario A Breath Away from the Cure Foundation's Annual Dinner Gala*** takes place in San Francisco on November 9<sup>th</sup>. For more information, please call (415) 357-1278 or visit [www.abaftc.org](http://www.abaftc.org).

The **9<sup>th</sup> Annual UCSF/UCD Thoracic Oncology Conference** takes place in San Francisco on November 17<sup>th</sup>. Visit [www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07004](http://www.cme.ucsf.edu/cme/CourseDetail.aspx?coursenumber=MSU07004) for more information.

### ***Corporate Member News***

ANCO thanks the following **Corporate Members** for their generous support that enables ANCO to provide services to the hematology/oncology community in Northern California, and to provide its members and their patients with substantial benefits in the areas of advocacy, education, and information dissemination:

*AMGEN • Abraxis Oncology  
Alexion Pharmaceuticals • AstraZeneca  
Bayer Healthcare Pharmaceuticals  
biogenIDEC*

*Bristol-Myers Squibb Oncology*  
*Cephalon Oncology • Clariant Diagnostics*  
*Enzon Pharmaceuticals*  
*Genentech BioOncology*  
*Genitope Corporation • Genomic Health*  
*Genzyme Oncology*  
*International Oncology Network*  
*Lash Group Healthcare Consultants*  
*Lilly Oncology*  
*McKesson Specialty Oncology Services*  
*MedImmune Oncology • MGI Pharma*  
*Millennium • Novartis Oncology*  
*Oncology Pharmaceutical Services*  
*Oncology Supply • Onmark*  
*Ortho Biotech • OSI Pharmaceuticals • OTN*  
*Pfizer Oncology • Pharmion*  
*Roche Oncology • Sanofi Aventis Oncology*  
*Schering-Plough Oncology*

We especially wish to thank and welcome *Alexion Pharmaceuticals* and *Genzyme Oncology* as new Corporate Members in 2007. We regret to announce that *GlaxoSmithKline*, *Matrix Oncology*, and *SuperGen* are no longer Corporate Members of ANCO.

***Genomic Health* informs ANCO that the *Blue Cross and Blue Shield Association Medical Advisory Panel* has concluded that use of *Oncotype DX* breast cancer assay to inform decision making about adjuvant chemotherapy meets their *Technology Evaluation Center* (TEC) criteria for women with estrogen receptor-positive, node-negative, tamoxifen-treated breast cancer. The decision is posted at [www.bcbs.com/betterknowledge/tec/press/actions-taken-by-the-medical-1.html](http://www.bcbs.com/betterknowledge/tec/press/actions-taken-by-the-medical-1.html).**

### ***Clinical Trial News***

**ASCO's *Clinical Trials Workshop* takes place October 26-28<sup>th</sup> at the *Grand Hyatt* in Denver, Colorado.** Register by Thursday, August 23<sup>rd</sup> to take advantage of reduced registration fees. Clinical trials are crucial for developing better methods of preventing, detecting, and treating cancer. ASCO's *Clinical Trials Workshop* helps oncologists, nurses, and other members of the research team evaluate, integrate, and conduct clinical trials in the community practice setting. This CME-certified workshop provides practical tools not currently offered in fellowship training

programs or most continuing education materials. The program focuses on four themes:

- Role of the oncology team
- Clinical trials procedures
- Selection of trials
- Communicating with patients about clinical trials

Attendance is limited to enhance audience participation. For more information, visit [www.asco.org/ctw](http://www.asco.org/ctw).

### ***Publications, Services, & Surveys***

You may already be familiar with ASCO's *Clinical Practice Guidelines*, but did you know they are accompanied by easy-to-use clinical tools? These tools include slide sets, and summaries of the guidelines, and may also include patient chart tools, such as flow sheets. In the midst of a busy practice, these tools enable oncologists to use the latest guidelines on emerging issues in clinical oncology. All of these tools are free of charge and available online through [www.asco.org/guidelines](http://www.asco.org/guidelines).

ANCO is conducting its biennial *Practice Staff Salary Survey* in 3Q07. Survey packets were mailed to each ANCO member practice in early June. Data collected will be compared with that collected in 2005 and earlier. Please be sure to complete and return the ANCO *Practice Staff Salary Survey* as soon as possible.

**Thomson Healthcare's *DrugPoints* will replace the USP DI *Drug Compendium* in July.** As the official successor publication to the *USP DI*, *DrugPoints* will be recognized by the Medicare program as a reference for off-label uses of anti-cancer drugs. *DrugPoints* will include many of the same features as the *USP DI*. However, there are some important differences. While the current *USP DI* lists uses as "accepted," "acceptance not established," or "unaccepted", the revised *DrugPoints* will publish uses according to a tiered rating system. Visit [www.micromedex.com/products/uspdi/v1/](http://www.micromedex.com/products/uspdi/v1/) or contact ASCO's *Cancer Policy & Clinical Affairs Department* at (703) 299-1050 for more information.