

STANDARDS OF PRACTICE

Sale of Products by Physicians

Under Review: No

Issued By: Council: January 1, 2010

The **Standards of Practice** of the College of Physicians & Surgeons of Alberta ("CPSA") are the **minimum** standards of professional behavior and ethical conduct expected of all regulated members registered in Alberta. Standards of Practice are enforceable under the *Health Professions Act* and will be referenced in the management of complaints and in discipline hearings. CPSA also provides **Advice to the Profession** to support the implementation of the Standards of Practice.

1. For the purpose of this standard, products include, but are not limited to, any product, device or appliance offered for the diagnosis, cure, alleviation or prevention of disease, disorders or injuries in a patient.
2. If a regulated member offers products, other than [prescription drugs](#), for sale to a patient, the regulated member **must not** sell the product at a price [in excess of the fair market price](#) paid by the regulated member plus a reasonable handling cost.
3. If a regulated member offers products for sale to a patient, the regulated member **must**, at a minimum, create and maintain records detailing the following:
 - a. the actual cost of the product to the regulated member, including any [rebate or price reduction provided](#) to the regulated member;
 - b. the name of the manufacturer and the supplier of the product;
 - c. the date the product was supplied to the regulated member;
 - d. the expiry date of the product, if any; and
 - e. any additional costs incurred by the regulated member, including any formula or calculation used by the regulated member to determine the additional cost added to the price of the product charged to the patient.

Terms used in the Standards of Practice:

- "Regulated member" means any person who is registered or who is required to be registered as a member of this College. The College regulates physicians, surgeons and osteopaths.
- "Must" refers to a mandatory requirement.
- "May" means that the physician may exercise reasonable discretion.
- "Patient" includes, where applicable, the patient's legal guardian or substitute decision maker.

RELATED STANDARDS OF PRACTICE

- [Advertising](#)
- [Conflict of Interest](#)
- [Dispensing of Schedule 1 & 2 Drugs by a Physician for a Fee](#)
- [Relationships with Industry](#)

COMPANION RESOURCES

- [Advice to the Profession: Advertising](#)

Terms used in the Standards of Practice:

- “Regulated member” means any person who is registered or who is required to be registered as a member of this College. The College regulates physicians, surgeons and osteopaths.
- “Must” refers to a mandatory requirement.
- “May” means that the physician may exercise reasonable discretion.
- “Patient” includes, where applicable, the patient’s legal guardian or substitute decision maker.